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EDITORIAL Formula For Profit

As the home video market continues to grow and expand, with new highs in VCR sales predicted for this year and videocassette players to be nationally marketed by the end of 1981, much more than ever, is the time for the full-line record retailers and wholesalers to get in on the ground floor of this burgeoning home entertainment industry.

Record merchandisers should note that initial investments in stocking video cassette software are currently very low, with most of the major suppliers and manufacturers requiring little or no minimum order requirements to start up. Large inventories are unlikely as well, since many companies have one-to-two day order turnaround policies.

Additionally, suppliers’ credit terms are especially attractive now, with extended credit, statement dating and stock adjustments a part of most contracts. And video software will require little or no major store modification since the cassette fits in conventional 8-track cases. Also, locked display stands are available at nominal costs, while extensive point-of-purchase displays are being offered free of charge.

With some software lines now being shipped through conventional record distribution channels, such as WCI Home Video through WEA, Inc., and many more to follow suit in the near future, product will become extremely accessible to the record merchandiser. New distribution patterns will also delay the sale of major films to pay TV for 6-12 months, so if a customer wants a film he will most likely have to buy it.

According to Joe Cohen, executive vice president of NARM, the upcoming 22nd Annual NARM Convention in Las Vegas “will devote an entire day to discussing the home video marketplace for the first time in the history of the organization.” With the support of NARM, now all that is needed is the support of the record merchandiser.

N E W S H I G H L I G H T S

• Recent Polygram reorganization centralizes business affairs (page 7).
• Bogart sells his remaining interest in Casablanca Record and FilmWorks (page 7).
• “... but the little girls understand” by The Knack and Sister Sledge’s "Love Somebody Today" are the top Cash Box Album Picks (page 11).
• “Love On A Shoestring” by The Captain & Tennille and Stevie Wonder’s “Outside My Window” are the top Cash Box Singles Picks (page 13).
The new single from "The Secret Life of Plants" is now available.

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Capitol Ups Prices In Latest Round Of Pressing Hikes

by Richard Imamura

LOS ANGELES — The announcement this week of a price increase of 12% per unit, the latest in a round of price hikes followed by major record companies, is likely to hit Capitol Records' Roselle, N.J. plant in the latest round of price hikes spurred by rising raw materials costs, a Cash Box survey reveals. From February 18, Capitol's pressing price hike follows a trend that has developed since the January increases in pressing and other vinyl compounds used in the manufacturing of records.

In an official statement circulated to its customers, Capitol's Roselle plant stated, "Due to substantial increases in our raw materials, fuel oil and wage (expansion), we unfortunately must raise our prices accordingly... This (price) schedule will apply regardless of the date the product was purchased.

With a new price range of 52-54 cents per unit, the possible addition of up to 6.5 cents for defects, plus additional shipping costs, the new pricing schedule will hit Capitol's pressing plant of pressing companies.

Whether or not Capitol's Los Angeles pressing plant will follow this lead has not been determined, but John Dietz, the label's director of expiration, said that a price hike at the Roselle plant did not necessarily mean an increase in rates across the board.

Capitol's primary customer for custom pressing is WCI. The label's action is the latest in a series of price hikes that have been implemented by pressers across the country since the beginning of the year.

"I think we're seeing a scattering of the same price increase, instead of all of us going up at the same time," said Joe Talbot, president of the Nashville-based Precision and United Record Pressing companies. "When vinyl goes up, the price of pressing goes up."

Talbot, whose companies press for Motown, Quality, Nashboro, Ovation and many more, said that the new variable pricing schedule for both L.P.s and singles on Feb. 1. His current price list ranges from "the high-$40s to the mid-$50s" cents, with an increase of 50 cents per single.

Also reporting price hikes since the beginning of the year were the Elec- tronics Company, the Gold Disc plant of New York, the Monarch

Polygram Reorganization Centralizes Business Affairs

by Ken Terry

NEW YORK — The Polygram Group has announced a sweeping reorganization of many of its U.S. record operations. The Europe-based entertainment conglomerate has already purchased most of the 50% interest it didn't previously own in Casablanca Records to create a new entity called Central Polygram Records Services which will perform business affairs functions for the company's American labels.

In control of all U.S. recorded music activities is Irwin H. Steinberg, who has been named chairman and chief executive officer of the newly formed Polygram Record Operations USA (PRO USA). The establishment of the PRO entity is part of the Polygram Group's restructuring of its international record operations. The first step in this reorganization was to consolidate the headquarters operations of Polygram International and Phonogram International, based in Hamburg, Germany and Baarn, Holland, respectively, under Polygram Record Operations Worldwide, headed by Dr. Werner Vogelsang. Similar consolidations have taken place in the U.K. and Scandinavia, and another one is in progress in the Benelux countries.

Reporting directly to Steinberg are Fred Hayman, president of Polydor, Inc.; Bob Sherwood, president of Phonogram, Inc.; Guenter Honsler, president of Polygram Classics, Inc.; Bruce Bird, president of the Group's U.S. and International operations.

Audiophile LPS See Growing Sales Activity At Retail Level

Record Bar Begins Extensive Test Marketing

by Mike Gunn and Dennis Gallarck

LOS ANGELES — Full-line record retailers, including major chains, are continuing to expand their involvement in the marketing and merchandising of audiophile record lines. Although audiophile product, once sold exclusively in hi-fi audio chains, now accounts for 2-4% of total album sales in record retail outlets, a Cash Box survey has revealed that steadily increasing audiophile album sales have caused both retailers and wholesalers across the country to expand their merchandising efforts to accommodate the growing market.

"Our sales are constantly increasing on audiophile product," said Steve Sturm, a buyer for the 25-store New York-based Sam Goody's chain. "However, audiophile records were initially distributed by audio mail order companies who were not aware of conventional record merchandising. We're now in the process of educating the audiophile companies on the realities of the record business."

Sturm added that Goody's is now utilizing cross-mailing displays in both its audio hardware section and record department as part of a general revamping of its audiophile product merchandising methods in response to sales increases.

Another major retailer, the 96-store Record Bar chain based in Durham, N.C., has unveiled plans to carry an extensive test situation in 10-15 of its stores, which will include the introduction of separate audiophile racks with informational placards above each bin explaining the different audiophile recording processes (i.e. direct to disc, digital and half-speed mastering).

Berson Optimistic

According to Ed Berson, buyer for Record Bar, We're approaching it on a conservative basis, cautiously but optimistically. We're treating (audiophile) as a regular category in our stores, merchandising the product as we would normally do in the chain. We hope to have a broad spread of product and lines as possible.

Berson noted that Record Bar has

Grand Jury Hearing Counterfeit Evidence

NEW YORK — A federal grand jury in Brooklyn is hearing evidence in connection with the Justice Department's nationwide probe into record counterfeiting, according to officials involved in the investigation. A number of record manufacturers and retailers have been subpoenaed to present evidence to the grand jury, said the source.

Although he declined to identify specific parties, the source added that some "extremely significant" indictments could be expected in the next few weeks. The source would not say whether the grand jury investigation was related to the recent subpoena of Polygram Distribution product (Cash Box, Feb. 16).

Spokesmen for the RIAA and NARM said they were unaware of the existence of the Brooklyn grand jury probe. Sources at several record companies and retail chains denied that their firms had been served with subpoenas.

(continued on page 49)

ROGERS' RIVIERA BASH — Several friends and record executives were on hand to support United Artists recording artist Kenny Rogers' opening night at the Riviera Hotel in Las Vegas. Pictured are (l-r): Ken Kragan, Kragan & Co. (Rogers' manager); Bhaskar Menon, chairman and chief executive of Capitol/EMI-America/United Artists Records Group; Rogers; Don Zimmermann, president of Capitol/EMI-A/UA Records Group; Larry Butler, Rogers' producer; and Jim Mazza, president of EMI-A/UA.

Cash Box/February 23, 1980
WCI, CBS Music Profits Dip
WCI Music Group's '79 Earnings Decrease 12%
by Richard Gold
NEW YORK — Warner Communications Inc.'s recorded music and music publishing division reported last week that operating income for 1979 declined 12% to $31,706,000 from $92,557,000 in fiscal 1978; however, operating revenues for the division rose 18% to $725,323,000 from $617,068,000 in 1976. Approximately half of this increase comes from the inclusion of Japanese revenues which were previously unconsolidated.

In the fourth quarter, operating income for the recorded music and music publishing division fell 8% to $30,463,000 from $33,142,000 for the prior-year period, while revenues rose 8.5% to $226,712,000 from $207,464,000 during the same period last year.

WCI's operating income from continuing operations (continued on page 16)

Butterfly Files Suit Against MCA Records
by Michael Martinez
LOS ANGELES — Butterfly Records has filed suit in Los Angeles Superior Court against MCA Records, claiming multiple breaches of contract and asking $12 million in actual and punitive damages.

The CM Records Corp., a Missouri firm operating in California as Butterfly Records, claims that MCA has failed to provide royalty statements, proper accounting, and payments in accord with these statements. The suit additionally charges that $100,000 monthly advances due Butterfly from MCA under terms of their contract were never received.

The 10-page complaint further claims that MCA was also guilty of negligent misrepresentation because their contract, entered April, 1979, was made without MCA negotiations being properly informed. The complaint states that this condition made MCA incapable of meeting the obligations in the pact.

The suit also alleged MCA interfered with CM's efforts to develop similar agreements with other firms by not meeting contractual obligations.

The suit said that MCA's failure to meet its obligations also caused Butterfly to fall in its agreements with various artists and producers.

CM entered the contract with the responsibility to supply, as Butterfly Records, product to MCA for distribution. MCA was (continued on page 16)

NECCA Offers Students A Coop Talent Buying Forum
by Joanne Ostrow
WASHINGTON, D.C. — Business was brisk and the scene was a "sensory overload" according to one member of the National Entertainment and Campus Activities Association (NECCA), as more than 2,500 delegates from 400 colleges and 300 music, film, video and related businesses met here Feb. 13-17 for the 20th annual NECCA convention. Educational sessions and showcasts for performers' showcases and a dizzying number of exhibits, designed to simplify bookings for collegiate activities planners.

The convention, key to the theme "The Book Starts Here," is based on a cooperative talent buying process. As school budgets shrink and entertainment costs rise, NECCA members have found they can save money by agreeing to book acts according to geographic area. NECCA plans to coordinate regional and national buying via computer in the group's Columbia, S.C., national office. Cooperative buying would be handled via regional representatives at each exhibitor's booth and meetings were held to help delegates form buying blocks of dates within states or regions.

Showcases
Thirty-two acts were given to break into the college market were given 20 minutes each for "capsule performances." Additionally, two live dance bands — "Ivy" (American Management Enterprises) and the Shittons (Near Associates) — and six coffeehouse acts were given exposure to the NECCA audience, in addition to roving artists ranging from puppets to minstrels.

Record companies represented at the NECCA conference included Atlantic and Warner Bros. They were joined by a host of small labels, booking agencies, promotion and production firms.

Film and video screenings were prominent attractions at this year's meet. Films Inc./Verve offered a tape of Devo, while Video Tape Network's biggest draw was Mr. Bill (of "Saturday Night Live" fame.) Full-length feature films such as "Rocky II" (United Artists, renting for $650) and "It's a Mad, Mad, Mad, Mad World" (Cortin Films, $450) were also available for viewing and bookings.

The pricing system for a performer like Steve Goodman is evidence of the cooperative buying process' value. Goodman's price for single dates is listed as $4-$250. His price for bookings of more than five consecutive days is $3,000 (not including sound or lights.)

CBS Cities Sluggish '79 Retail Environment
NEW YORK — Operating income for the CBS Records Group declined 46% to $51 million in 1979 from $93.8 million in 1978. Operating revenues for the division increased 11% to $1.04 billion from $945.8 million in the preceding year.

CBS's parent company, reported that its net income in 1979 rose 1.3% to $203 million from $200.1 million in 1978. Revenues for the company increased 13.4% to $3.73 billion from $3.29 billion in 1978.

In the fourth quarter, CBS Inc.'s earnings rose to $68 million from $56.5 million in the corresponding period of 1978. Revenues increased to $911 million, a 12% jump from $810 million in 1978.

In its financial statement, CBS attributed the profit decline in the Records Group to "year-long difficulties experienced by the entire U.S. recorded music industry." The company cited a "sluggish retail environment" that led to the division's poor sales and levels of record returns. CBS also blamed "serious pressures from increased marketing costs and delays in the delivery of product from major artists," although "strong sales and profit growth" for the Group's international division partially offset these domestic problems.

Home video revenues for the division were up 53% to $73 million in the fourth quarter of 1979 from $48 million in the corresponding period of 1978.

Dell Music's "Rental Express" will be offered next month.

Ronstadt Concert Set For Riverfront
by Leo Sacks
NEW YORK — A spokesman for Electric Factory Concerts said last week that the concert will include the Ivory Tower rock concert at Riverfront Coliseum in Cincinnati since 11 persons were bramed to death at a performance by The Who on Dec. 3. Thomas Gould, an attorney for Electric Factory in Cincinnati, said that Linda Ronstadt would give a concert at the Coliseum on March 25. He added that a March 21 date with another group was also a distinct possibility, but that contracts had not been signed.

It's a matter of slowly working our way back into the business," said Gould, "and that's what we're looking at with this next (continued on page 12)

Columbia Inks RCA — Columbia Records has signed Chris Rea for the United States and Canada. Rea (shown seated) will produce his next album, "Tanina," which is set for release next month. Pictured standing are (l-r): Michael Levy, managing director, U.K., Magnet Records; Dick Asher, deputy president and chief operating officer, CBS Records Group; Jim Bisio, co-manager; George Lundy, president, CBS Records division; John McCoy, co-manager, and Brian Reza, director, A&R, Magnet Records

WEST GREETED BY FAN — President Jimmy Carter recently greeted UA recording artist Dottie West after her performance at Ford's Theatre, which was part of a recent salute to "Great Ladies of Country Music.

Cash Box/February 23, 1980
CASH BOX ANNOUNCES:

a spotlight on gospel music

issue date: march 29, 1980

In recognition of Gospel Music Week and the annual Dove Awards presentations in Nashville, the Cash Box Spotlight on Gospel Music will explore in detail how spiritual/inspiration music has become a dominant industry force in the 1980s.

It's the only vehicle that will guarantee maximum exposure for your advertising message. The story of your participation and success in the exciting gospel music scene will reach the widest possible audience through bonus distribution at this year's Gospel Music Week celebration.

The Cash Box Spotlight on Gospel Music will provide an authoritative, in-depth look at all facets of this dynamic industry through timely articles and interviews with the individuals who are making it happen. Also included will be a directory of gospel music, a who's who of the industry, artists, record companies, booking agents and much more.

Act now by contacting Don Cusic in Nashville: (615) 244-2898, or the Cash Box representative in your area, to tell the world about the significance of your involvement in the gospel music scene.

advertising deadline: march 19, 1980
Joint Promotion Of Blondie Single Benefits Chrysalis And Polydor

LOS ANGELES — The unique and successful joint promotion by Chrysalis and Polydor records of the Blondie single "Call Me," from the American Gigolo soundtrack, has been praised by both companies.

The single was released on the Chrysalis label, while Polydor has included the cut on the soundtrack LP which was produced and conducted by Giorgio Moroder.

Chrysalis initially promoted the single solo, but later supplied Polydor promotion staffs with copies to put up at radio stations, where the single has received heavy play.

Jerry Bass, vice president of promotion at Chrysalis, said there was no question that the label's joint support of the single has been fruitful for both labels.

Bass also commented that "the working relationship between the companies is an important development which has given an interest in promoting the product."

Jaffe added, "One hand washes the other, all for one and one for all."

Aspen Festival Dates Recording Seminars

NEW YORK — The Aspen Music Festival will hold its third annual Aspen Audio-Recording Institute this summer as part of its 25th performance season. The program will be held June 23-July 13, July 14-August 4, and Aug. 24-29, and are limited to a maximum of 10 students. Tuition for each session is $400.

The Institute will present several new speakers this year, according to Harold Boxer, music director of the Voices of America and director of the Institute. Among them will be James Proctor, executive director of NARAS, who will offer insights into promotion, marketing, and new technology of the record industry. Additional lecturers will include Thomas Frost, former director of A&M for CBS Records' Masterworks division, and Alan Kelsauer, director of recording for the Peabody Institute.

For further information, contact the Aspen Music Festival, 1680 Broadway, Suite 401, N.Y., N.Y., 10023, telephone (212) 581-2196.

Midler Receives Two Golden Globe Awards

NEW YORK — Bette Midler has won two Golden Globe Awards from the Hollywood Foreign Press Association. She was named "Best Actress" in the film, "The Rose." The Atlantic recording artist was recognized by the organization as the year's Best New Female Star and Best Actress in a Comedy or Musical. In addition, the film's title song was noted by the Press Club as Best Title Song of the Year. A single from the album, "When A Man Loves A Woman," was recently released.

MCA and Merv — MCA Records, its artists and history was recently the subject of a selected Griffin Show salute. Pictured are (l-r): MCA president Bob Siner, Paul Sabu, Griffin, Verle Haggard and Tanya Tucker.

NEW FACES TO WATCH

Pearl Harbor & The Explosions

Pearl Harbor & The Explosions, along with such other Northwest rock bands as the B-52’s and The Specials, are ushering in the dance-oriented rock sound that is taking hold in the clubs and discos of New York, Los Angeles, San Francisco, London, and Paris. While The Specials rely on ska influences and the B-52’s turn out soft surf music, Pearl Harbor & The Explosions deliver a self-taught brand of music known as “punkabilly soul,” a mixture of rockabilly, doo-wop and country songs.

“If it’s not danceable we don’t do it,” says lead singer Gates. “When I was a teenager I wouldn’t buy something I couldn’t dance to. I think a lot kids today feel the same way. They like to boogie down to their LPs and not get too serious about moody or political.”

Gates’ pop sentiments seem to be accurate, as after only four weeks on the Cash Box Pop Album chart, the debut LP by Pearl Harbor & The Explosions has cracked the Top 10. Although they have been the darlings of the San Francisco club scene for the past two years, the band officially released their first album, a 45 RPM single, in May. The single was called “Drivin’” on 415 records that they gained nationwide exposure. The 45 RPM单曲 adds stations across the country and in the U.K., and became a substantial underground hit. The band also reaped benefits of a label. The nifty dance number and a Kahan-produced demo led to the group’s signing with Warner Bros. after several recordings.

Gates, the daughter of a Filipino mother and an American computer executive father, was born in New York and moved to San Francisco when she was 17 in search of a career as a country singer. However, in 1976 her dream of making a part-time job in the Tubes’ stage show extravaganza. She also took the advice of two former members of the Doors (John Densmore and Robby Krieger), who had supplemented her income by taking a job as a dishwasher in San Francisco’s Broadway diner.

Gates abandoned the walk on the wild side when she was asked to join another famous Bay Area cabaret act, Leila and The Sneakers. Gates handled choreography and the costume for the outfit, and was later given a part-time job in the Tubes’ stage show extravaganza. She also took the advice of two former members of the Doors (John Densmore and Robby Krieger), who had supplemented her income by taking a job as a dishwasher in San Francisco’s Broadway diner.

The quartet’s good time sound and penchant for playing great rock ‘n’ roll dance covers like “Clean Up Woman” and “Black Slackers” earned them a string of steady club dates at the Mabuhay Gardens, The Palms and Keystone Palo Alto. By mid-79 the group had become the toast of the San Francisco rock club scene.

“San Francisco is a real good atmosphere for us,” says bassist Hillary Stink. "It’s so important that you go out there and have a good time. But we are very busy and have high energy and intensity, which is good for a certain kind of creation, but not part of a trend.”

We’d have to have a pretentious new wave attitude like so many of these arts bands. We’re not out to prove anything except that we have a good time and play songs that are fun to dance to.”

The Romantics

Any student of rock ‘n’ roll will tell you that the band is the home of tough, non-nonsense music. From Mitch Ryder, the M.C.S and Ted Nugent’s Amboy Dukes through to the Heart and The Motor City have gained a reputation as a rock proving ground where only the strong survive.

The Romantics, however, have made it in a style that is unlike that of the rockers mentioned above. The band has been described as “rockabilly,” but that label is only one of many that have been thrown at them.

In mid-79’s, the band’s members included one female lead singer, Mike Skill, lead guitar and vocals; Wally Palmer, rhythm guitar and lead vocals; and Rich Schmitt, rhythm and bass. Marina and Skill are the only ones left from their formation in 1969, however, and the whole band has changed over the course of their 10-year history. In 1979, for example, Schmitt replaced Dan Hill as lead singer.

The Romantics has a strong reputation for giving knock-out live performances that are so intense that they have been known to leave some audience members with a life-long fear of comingos. The band was given the nickname “the Tough Cows” by a Los Angeles fan who called them “a group of tough, cowards."

The Romantics built a strong reputation for giving knock-out live performances with their strong, hard-driving sound. In 1979, the band was one of the first to use a synthesizer in their live act, which they developed further after touring with the Rolling Stones.

“A lot of people don’t understand, they think it lacks something,” says one fan. “But we are all very happy with the sound.”

“While there are some things we can’t do, we’ve got pretty much anything we want to do,” says Marina. “We are young and we want to make something out of our lives. We’ve all worked in a factory and we don’t want to go back.”

MCA To Begin Major Spyro Gyra Campaign

LOS ANGELES — Spyro Gyra’s debut LP on MCA, "Gathering Sun," will be released on March 7, accompanied by a comprehensive marketing and merchandising campaign by the label.

A dozen target areas, including Los Angeles, New York, Atlanta, Miami, Chicago and Philadelphia, have been selected for the campaign, which will include radio and television ads, as well as sales to the local level to complement a major ad campaign to be conducted through major trade and consumer publications on the national level.

In addition, various point-of-purchase merchandising tools using the LP cover’s well-known images will be designed to build consumer awareness on the retail level. Designed by David Helfman, whose work has already been nominated for a Grammy, the cover will feature large green leafs on each page that will allow innumerable covers to be attached in an interlocking fashion to form a large floral collage.

Merchandising aids based on the cover and its graphics will include 1 x 1 front and back cover boards and 2 x 3 horizontal posters.

Spyro Gyra will also begin an extensive six-week concert tour in support of the album in April.

The Romantics
BEBE LE STRANGE — Heart — Epic FC 36371 — Producer: Mike Flicker — List: 8.98 — Bar Coded
The Wilson sisters rock as hard as anyone in music today, and “Bebel Le Strange” is full of the melodic aggression, crunchers and screaming vocals that made Heart famous. Although guitarist Roger Fisher has left the band, the Seattle-based group has adapted to the loss by enlisting the services of guitarist/songwriter Sue Ennis and axe man Howard Leese for the new LP. Although hot rockers like the title cut and “Even It Up” are the LP’s key cuts, any interludes like “Pilot” are fastly.

With each LP, the brothers Johnson tighten their brand of funk, and this album is an example of such consistency. The title track is fine movement music, while “You Make Me Wiggle” is propelled by the looting guitar of George Johnson. “Smile on Ya” is good for the Johnsons’ jazz lemmas. B/C, pop, and jazz programmers will all find something here.

SUPERCHARGED — Tavares — Capitol ST-12026 — Producers: various — List: 7.98 — Bar Coded
The Tavares brothers are mining a multi-format hit on this with “Bad Times,” an catchy song that features arrangements on the impeccable sibling harmony of the group. “Can’t Get Enough” and “I Don’t Want You Anymore” also are for B/C programming either FM or AM. “We Both Tried” is a mellow offering that evokes memories of past Tavares hits.

FALLING IN LOVE AGAIN — David Gates — Elektra EE-251 — Producer: David Gates — List: 7.98
Gates’ melodic compositions and lilting vocals have always suited the taste of the everyday housewife, and on “Falling In Love Again,” the A/C superstar refines the sound he first mined several years ago with Breiti. While the soft acoustic ballads still sound as good as ever, Gates really shines on the bouncy, jazz, and upbeat numbers. Top tracks on the LP include “Sweet Desire,” “Silky,” and “20th Century Man.” For A/C lists.

Marie first came on the R&B scene with a fine but publicly overlooked debut last year called “Wild and Peaceful.” This time out her soaring vocal style should not be passed by. She has a great feel for jumper R&B numbers, but her falsetto is the soothing ballad. Fortunately “Lady T” has just the right blend of both genres. B/C and Top 40 programmers should give a listen to this album by this popular newcomer, as she has the potential to become a major star.

This soundtrack from the movie about a West L.A. stud that plays for pay features the compositions of Giorgio Moroder and performances by Blondie and Cheryl Bentyne. Moroder’s synthesized score is somewhat lighter than “Midnight Express,” but has the same cumbia rhythm as the earlier work. Many of the songs on American Gigolo are suitable for dancing and it looks as though Blondie’s “Call Me” is on its way to becoming a Top 40 hit.

“Connections” just might be Havens’ best work since the Woodstock days. Havens has always been a great cover artist, but the song selection on this album is just right for his raspy, world weary voice. His versions of Tom West’s “Oh 55” and Bob Seger’s “Fire Down Below” are handled with true rock spirit. Guitar fans will revel in the fact that Elliott Randall and Jeff Baxter play together on almost every cut on this LP. Suited to AOR playlists.

ONE STEP BEYOND — Madness — Sire SRK 6085 — Producer: Alan Winstone — List: 7.98
How can one not like Madness? New life has been breathed into that quirky British musical tradition of let’s-glorify-the-common-man-and-yet-sing-him-up-at-the-same-time. Dog Band did it in the late ’60s. Roy Davies became a master at it and now it’s Madness’ turn in this new decade to instill a sense of fun into new wave which has become dangerously top-heavy with its own importance lately. For AOR formats who are in need of a unique new add.

The family is back and Sister Sledge has come up with the perfect follow up single to “We Are Family” in “Got To Love Somebody.” The girls inject an enthusiasm into the compositions of Nile Rodgers that few vocal outfits in popular music can adapt. The bass lines and guitar rhythms are not particularly novel anymore, but the sisters have turned in a second LP that is as fun as a World Series game with the Pittsburgh Pirates. The LP’s highlights are the title cut and “Easy Street.”

BAD LUCK STREAK IN DANCING SCHOOL — Warren Zevon — Asylum 5E-509 — Producers: Zevon & Ladanyi — List: 8.98
The “Excitable Boy” is back with his most artistic and commercially viable project yet, “Bad Luck Streak In Dancing School.” His wry, socio-political wit merges perfectly with a rock steady backing track and the occasional full-bodied, classically influenced ballad. An all star crew of musicians including Dave Lindley, Lee Sklar and Joe Walsh assist the Hollywood werewolf on an album that will be the intelligent AOR and Top 40 programmers perfect add. A contemporary classic.

Frank Marino’s no candy-ass geek wearin’ a skinny tie and a dumb lookin’ boot camp hair cut. He’s probably one of the quintessential blues-rock guitarists to arrive intact with his pride, integrity. His virtuosity came from the musically turbulent ’70s. He can do blues that make you see weird stuff come out of the speakers. He can bend notes Clapton forgot years ago. Undoubtedly the hardest rock on the beach in the new wave’s path. For AOR.

Most of the work on this LP is sensitively arranged, springing the Dramatics’ flawless harmony. Many of the songs, including “Welcome Back Home,” are a blended range of rhythmic R&B sounds with fitting disco spacing. “If You Feel Like You Want Dance” speaks for itself as the music here is far up-tempo, provoking a slight case of the jiggles. Best suited for B/C programming.

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SOLDIER — Iggy Pop — Arista AB 4259 — Producer: Pat Moran — List: 7.98
How many more shovely comebacks is Iggy Pop going to make in his tentative lifetime? Or is "Soldier" merely America’s favorite rock ‘n’ roll clown pi as he is doing this year? His new LP is a true blues album and features the talents of Andy Powell and Laurie Wisefield. Wishbone Ash’s latest effort retains the sound that made them a major touring attraction in Europe and also boasts a new vocal sophistication that AOR programmers should find to be a pleasant surprise. The top tracks on the LP are “LifeLine,” “Helpless,” “Pay The Price” and “Haunting Me.”

RIPE!! — Ace Cherry — RSO Records RS-1-3072 — Producers: Various — List: 7.98
This former Bowie camp follower sings as provocatively as she looks on the cover. Her scorching vocals are the perfect complement to the disco oriented compositions of Bobby Ellis and Curtis Mayfield. The totally hot, people movers on this disc are “I’m Always Ready,” “Just Can’t Shake The Feeling,” “Oooh” and “Where There’s Smoke There’s Fire.”

PHOTOGL0 — Photoglo — 20th Century-Fox T-604 — Producer: Brian Francis Neary — List: 7.98
Jim Photoglo’s music comes from a sweater mixed bag, but every time he’s proper, his songs are proper. His latest LP’s most impressive work is on “Stool Away” and “The Best That I Can Be.” Photoglo’s vocalizes the material (most of which he wrote) with deepness and finely tuned phrasing. This LP is worth of various formats including Top 40, country and B/C.
THE EXECUTIVE'S PAGE

We are pleased to announce the appointment of John L. Hurd as executive vice president of CBS Video Enterprises in New York. John L. Hurd had been associated with CBS in New York for 19 years and has served as director of publicity for CBS Video Enterprises for the past 13 years.

In his new position, John L. Hurd will be responsible for the administrative functions of the division, including the preparation of the annual financial plan, the budgeting of the division, and the coordination of the division's activities with other divisions of CBS Video Enterprises.

John L. Hurd has a strong background in the entertainment industry, having worked for several major companies in the past. He is a graduate of the University of California at Los Angeles, where he received a degree in business administration.

We believe that John L. Hurd's experience and expertise make him an ideal candidate for this position. We are confident that he will continue to contribute to the success of CBS Video Enterprises.

We would like to extend our congratulations to John L. Hurd on his new appointment and wish him all the best in his new role.
THE CAPTAIN & TENNILLE (Casablanca 2063)


A simple, touching piano line segues into a powerful crescendo on this extremely strong follow-up to The Captain & Tennille’s top-charting “Do That To Me One More Time.” Part sexy, part sentimental, the track finds a perfect balance between the instrumental airy and flow.

BOB SEGER (Capitol 4836)

Fire Lake (3:33) (Giant Publishing Co.—ASCAP) (S. Seger)

In his own inimitable fashion, Bob Seger weaves a compelling, lyrically evocative story song on this first and foremost “Against The Wind” LP. Full-bodied harmonies and an easy, country-tinged melody, beautifully produced by Seger and the Muscle Shoals Rhythm Section, should enable this to strike multi-format paydirt.

JEFFERSON STARSHIP (Grunt FB-11921)

Girl With The Hungry Eyes (3:28) (Little Dragon Music—BMI) (P. Kantner)

After the Top 10 success of “Jane,” the last single from the “Freedom At Point Zero” LP, Paul Kantner and crew are back with a crunching, crackling rock, propelled along at warp factor speed by a withering synthline, Craig Chaquico’s phaser-like guitar and Ayres Budden’s gut-busting drum work. Look for a heavy dose of AOR, pop play on this one.

MERRY CLAYTON (MCA MCA-41195)

Emotion (4:30) (Webo Music Inc./Gaddis Music Back To The Rock Publishers Inc.—BMI) (W. Lewis, R. Barnes, C. Pitts)

Multi-talented Wooster Lewis, who co-wrote, arranged and conducted his powerful vocal stylist Clayton in this slick, uptempo pop/R&B musical setting highly reminiscent of Earth, Wind & Fire. From the bright horn breaks to the hypnotic, rhythmic base, this smoothly textured song, the first track from Clayton’s new LP, shines.

RUFUS AND CHAKA (MCA MCA-41191)

Any Love (3:35) (Overdue Music—ASCAP) (D. Wonder)

A pulsating beat and rushing strings kick the second single from Rufus And Chaka’s “Mystery Jam” LP into overdrive behind Chaka’s sensual, multi-tracked vocal wall. Smart, snappy percussives and high hat work, as well as an extra punch from a bright horn section, coalesce into a superior R&B rave-up that should also click on pop lists.

CISSEY HOUSTON (Columbia 1-11209)

Break It To Me Gently (3:53) (Sunac Music Inc.—BMI) (D. James, D. Frank)

This affecting ballad about love lost is well-handled by Houston, whose vocal moods exactly match the song’s lilting, bittersweet emotion, making the right for B/C, A/C and pop formats.

GIOGIO MORODER (Polydor 2064)

Night Drive (3:52) (Ebb Music Corp.—BMI) (Giro Morode)

This cut from the soundtrack of American Gigolo is more of Giro’s usually brand of euro-pop rock, synthesized to add color to the melody, with a rocky rock guitar providing grit and energy. For Top 40, DDR and A/C.

MARTI WEBB (Polydor PD-2062)

Take That Look Off Your Face (3:26) (The Really Useful Company Ltd./Rick James Music Inc.—BMI)/A.L. Webber, D. Black)

Weber, star of the London production of the hit musical Evita, convincingly belts out a rich, decidedly English-flavored pop number, co-written by stage musical maestro Andrew Lloyd Webber. Soon to be seen on an upcoming Metromedia TV special.

HERB ALPERT (A&M 2221)

Street Life (3:11) (Four Knights Music Co./Irving Music, Inc.—BMI) (J. Sample, W. Jennings)

Trumpeter Alpert turns to the recent Crosstron hit for his third single from the “Risa” LP, incorporating the same resounding heavy bass beat and fluid horn work that marked his previous two outings. Look for solid A/C, jazz and pop interest on this.

ROCKETS (RSO RS 1032)

Desire (3:16) (Giant Publishing Co.—ASCAP) (D. Robbins, J. Badanjak)

This good hard driving rock ‘n roll f’track from the Rockets’ latest LP, is a solid R&B and fratic style. This is a surefire musical setting for the group’s first LP success wasn’t a fluke. There is power here that should find a home on A/C. It’s not all, but it’s not even pop.

HIROMI SHARMA (Arista AS0467)

Roomful Of Mirrors (3:26) (Little Tiger Music—ASCAP) (G. Kuramoto)

This cut, the first single from the gauzy salted debut LP, is a fine introductory piece. A smooth and haunting ballad featuring the voice of Teri Kusumoto and the band’s exotic instrumental mix, this is a must for B/C, A/C and jazz formats.

PETER MCCLAN (AR/Columbia 1-11214)

Solitaire (4:23) (Mad’s Music/Modern American Music—ASCAP) (P. McLean, A. Molin)

This single first from Melan’s debut “Playing Near The Edge” LP is a solid mid-tempo cut with an infectious hook and a moving sax break. Melan’s semi-sassy vocals are pushed along nicely by a solid bass and not falsetto backup. For pop, A/C and AOR.

KEITH AND DARRELL (Tami 65340)

Kickin’ It Around (3:47) (Berrisom Music Co.—ASCAP) (K. Berrisom & C. Burston)

Proteges of the legendary balladster Smokey Robinson, who produced this single, Keith and Darrell offer a similar solid R&B, complete with alluring harmonies and counterpoint, and backed by tasteful, unobtrusive accompaniment. A must for B/C.

FRANK MILLS (Polydor PD-2067)

Skii Fever (3:20) (Peter Piper Music/Unichappell Music Inc.—BMI) (Frank Mills)

The latest single from this talented Canadian pianist/composer has a bouncy horn line that’s reminiscent of the Tijuana Brass, and when the “music box dancer” joins in on piano, the song takes off on a contemporaneous Beautiful Music sleigh ride.

Cash Box/February 23 1980
Polygram Centralizes Label Business

(continued from page 7)

ices from corporate headquarters at 450 Park Ave. to the record operations' command post at 810 Seventh Ave. At some future point, it is understood, there will be an on-site president of Polygram Corp., and the company's activities in the fields of music publishing, film and TV production and home video.

Creative Competition

The biggest change in the structure of Polygram's U.S. record operations will be the assumption of several major support functions by Central Polygram Record Services. According to Steinberg, this unit will handle such diverse but related data processing and most other business affairs. "Each label will have its own business affairs person and its own treasurer, but the supporting people will be in Record Services," he said.

Polygram, Phonogram, Polygram Classics and Casablanca is Steinberg's answer to A&R, marking, promotion and publicity functions. (RSO will exercise all normal record company functions and will receive no support services from Polygram, other than sales and distribution.)

Steinberg said that the wholly-owned labels had been stripped of their business functions because "record company executives can be more creatively efficient if the people involved in the creative areas don't have to supervise the administrative areas." Consolidating the administrative, financial and data processing functions into one entity, he said, would promote efficiency and reduce redundancy. However, he added, the labels will continue to compete on a creative basis.

Stein-Schomburg, who will be coming to the U.S. to set up Central Polygram Record Services, is also vice president and chief controller of PRO Worldwide. It is understood that his tenure with PRO U.S.A. will be temporary, and that a permanent chief for this unit will be sought later on.

After Polygram moves to New York, all work on the Current Polygram Record Services will be handled in Los Angeles, and both Polygram and Phonogram will maintain their Los Angeles offices. Phonogram will also maintain its Nashville office.

A source close to the reorganization, Coen Solleveld, president of the Polygram Group, said, "The establishment of PRO U.S.A. and the corresponding structural changes represent a major step in the continued effort to strengthen our position in the United States to meet the demands of a new century."

The move will allow us to keep our existing creative entities intact, while increasing the efficiency of non-competitive, administrative-related activities.

Casablanca Acquired By Polygram

(continued from page 7)

... and large returns on the Kiss solo albums have contributed to a fall-off in the company's revenues. In addition, the label's leading artist, Donna Summer, who owns a 51% stake in the label, has signed a new deal with Casablanca, Bogart, and his wife, Joyce, chartering that the Bogarts had damaged her career (Casablanca, Feb. 9). But Neil Bogart has denied that, this suit had anything to do with his decision to resign from Casablanca.

A source close to Polygram said that in 1979, Casablanca was not as successful in the U.S. market as might be indicated by its many Top 10 records. Abroad, though, the label has done well, in fact, said the source, Casablanca has the strongest international repertoire of any Polygram company.

"Key Man" Clause

Bogart was recently quoted as saying that Casablanca was forced to a new company and compacting records, films, video and television. He will also continue his association with Peter Guber, although the details of that relationship have yet to be spelled out.

There have been reports that the contracts of several top Casablanca acts contain a "key man" clause which would allow them to leave the label if Bogart ends his association with the company. But Bogart and his associates have maintained that no one has been signed to Casablanca with the label and sign with his new company.

Strange Title, Changed Title — While Bram Tchaikovsky's next album will be called "The Russians Are Coming" overseas, the title on this front of the cold war will simply be "Pressure." That reggae mover called "Bread and Circus," as April at the Orson Welles Theatre in Boston. Island is releasing the soundtrack immediately. The Who have begun recording their next album in London, with Eagles producer Jim Ed Norman, for a July release. The album has been set for late summer or early fall... Columbia has signed Philadelphia power-poppers, Quincy... Emerson, Lake, and Palmer have officially announced their breakup... a supergroup including Jack Bruce, Billy Cobham and John McVie has formed, to be called Bottom Line in mid-March... Philadelphia International head and acid keyboardist Leon Huff is working on his first solo project in over fifteen years at Sigma Sound... he's self-producing and has put together a 48-track machine Richard Gotthehrer set to produce a session for Joan Armatrading... British based A&M Records will release "Like Flies On Sherbet," the new album by Alex Chilton, ex-leader of The Box Tops and Big Star.

REUNION TIME — RCA recording artist Thelma Houston, whose new LP is called "Breakwater Cat," recently visited her producer, Jimmy Webb, in California. The album is their first collaboration in more than a decade. The couple are pictured above.

ST. JAMES IN THE STUDIO

Elektra/Asylum recording artist Sylvia St. James (interviewed earlier) and producer Kipper St. James have combined their talents to produce a solo album. St. James has long been a frequent collaborator with the St. James, who is also a member of the power-poppers Quincy Jones....

THE LIMELITHE OPENS — The Limelight, a five-million dollar Atlanta-based entertain-ment complex, recently held a grand opening celebration. Pictured at the opening are (l-r): Peter Golen, owner, Midtown recording artist Carol Douglas, Fantasy recording artist Dylan, and Virginia Gun, west coast hostess for PM magazine.

LET'S DO IT AGAIN — The Spinners may release their updated version of Sam Cooke's "Cupid" for their next single... Gene Chandler's next album will contain an updated version of his early '60s ballad hit, "Candyman"... The soundtrack to the Loretta Lynn story, "Coal Miner's Daughter" will contain Levon Helm's rendition of Elvis Presley's circa-Sun Records hit "Blue Moon of Kentucky"... A hot rumor circulating in the Japanese press is that the Paul McCartney bust was tipped over by a rival concert promoter... Such memorable recordings as "Gidget Goes to Hell" by the Suburban Lawns, "Do the American" by Moving Parts, and "Insecurities" by Fast Food were some of the highlights of WPXK's "The Best of the No Major Label Show." In the show's host. Allison, reports that both a concert and album package bearing the show's name are forthcoming...
DAWN OF THE DECADE PARTY
FEBRUARY 5, 1980 · MANHATTAN · N.Y.C.

DAWN OF THE DECADE BASH HIGHLIGHTS — The Cash Box hosted "Dawn of this Decade Party" at Manhattan in New York's Upper East Side was the hottest ticket in town on Feb. 5. More than 500 recording artists, label executives and entertainment industry personalities attended the celebration, which attracted widespread media attention. Among the partygoers, listed (l-r) were: 1) Nick Albarano; Cash Box general manager, east coast; 2) J.B. Carmicle; Cash Box president; 3) Alan Silverman, Cash Box marketing director; Lawrence Payton and Levi Stubbs of the Four Tops; an unidentified guest; attorney Barton Morris; Duke Fakir of the Four Tops; and Mel Albert, Cash Box vice president and general manager. 4) Nick Albarano; Cash Box president; 5) Marilyn and Vic Alfasa, owners of Manhattan; Evelyn "Champagne" King, RCA recording artist; and Carmicle. 6) Carmicle; Albarano; Paul Smith, senior vice president and general manager of marketing for CBS Records; and Albert. 7) Producer Dee Pomus; 8) Midsong recording artist Wardell Piper. 9) Back row: Henry Fambrough of Atlantic recording group the Spinners; Steve Allen, manager; Pervis Jackson, Billy Henderson and Bobby Smith of the Spinners. Front Row: Albert; Albarano; Michael Zager and Jerry Love of Lover-Zager, Inc.; John Edwards of the Spinners; and Carmicle. 8) Alan Silverman, Cash Box executive editor in chief; Keith Jackson, national product manager, black music division for RCA Records; Ken Terry, Cash Box managing editor; and Randy Roberts, national singles sales manager for Polydor Records. 5) Simo Doss, director of press information, special markets, for Atlantic Records; Albarano; Albert; Nile Rogers, Lucas Martin and Bernard Edwards of Chic; and Tom Coslin, president of Record Logic. 10) Tunc Ermin, vice president of AOR promotion for Atlantic Records; Dick Kline, executive vice president for Polydor Inc.; Albert; and Albarano. 11) Vic Alfasa; Carmicle; Piper; Andrew Stein, Manhattan borough president; Albert; and (kneeling) Midsong recording artist Carol Douglas. 12) Basil Marshall, national product manager, black music division, for RCA Records; Jimmy Greene of Cash Box; Jackson; King; Carmicle; and Vic Alfasa. 13) Carmicle; Mike Klenfner, executive vice president of front line management; Carol Strauss Klenfner, vice president of public relations for DIR Broadcasting; Joe Senkiewicz, vice president of international artist development and promotion for CBS Records International; Allen Davis, president of CRI, and Terry. 14) Carmicle; Joe Mansfield, vice president of marketing for Columbia, and Terry.
**Points West**

**WCI's Music Group Reports 12% Earnings Drop For 1979**

(continued from page 9)

will be issued on March 28 to shareholders of record March 7, while the cash dividend will be paid on May 15 to shareholders of record April 10.

*Other Divisions*

WCI's filmed entertainment division had the highest operating income and revenues in its history. Operating income was up in the theatrical distribution division, and the division's domestic and foreign revenues set a new company record. WCI's publishing and related distribution division also reported record-setting gains in both operating income and revenues. The company's direct-to-video program was also reported gains in operating income and revenues.

WCI's board of directors voted to split the existing common shares by distributing one additional share for each three shares currently held. The board also voted a 33 1/3% increase in the quarterly cash dividend by declaring a dividend of 25c per share on all shares outstanding, including the newly issued shares. The next shareholder:[[Late Night Show To Feature New Wave Video Acts]]

**LOS ANGELES — The seven-week-old Rock Video World marks the return of the "radio on TV" concept to late night television. While not the first such program, one of the show's co-producers said that the program would be the first show "geared to be exclusively new wave-oriented programming.

The program, produced for Fire Sign, Ltd., by the company's president, Billy Arne, and Steve Leib, is comprised of video clips obtained from record labels and video footage from various foreign markets. The show airs in late night programming in 15 major markets. The program is broadcast twice a week at an earlier time in the Atlantic market.

Arnell said, "A lot of acts don't get exposure on radio and television and this is an alternative. We like to consider this a visual radio station."

Because of the late time slot and the show being syndicated, there was more freedom to use programs previously unheard in the U.S., such as Germany's Musikladen.

All of NBC's owned and operated stations and some NBC and ABC affiliates, carry. David Grew, senior vice president and general manager, Atlantic; Bob Groening, vice president and west coast general manager, Atlantic; Walden; Henry Allen, president, Cerilli Records; and manager Greg DeGiovine.

**BAKED ALASKA**

**Double-Barreled Double Bill**

Blue Sky recording artist Rick Derringer (c) recently shared the bill with Columbia act Tom Waits who were both recorded on the same night and Bobby Kimball toasted their supporting act on the northern California swing of a 1980 world tour.

KnickerbockerToy, and Malibu Grand Prix” and other operations (Cosmos Soccer and Warner/Lauren).

Butterfly Files Suit Against MCA

(continued from page 8)

**To provide advancements, accounting and marketing support to such artists in exchange for distribution and marketing support of the product (Cash Box, Feb. 9).**

MCA declined to comment on the suit.

**Warner Bros. Day** — A wrap party was held Feb. 9 for the new Blues Brother film, the band, featuring the dynamic duo, as well as Steve Martin and John Belushi, who are featured in the movie. The party also featured label executives, bands and fish and chips that were served cold.

**Cassic** — Classic Metal, a group that featured two songs that were written by members of the band.

**Veil** — Veil, the group that featured two songs that were written by members of the band.

**Anthem** — In the wake of Paul McCartney's recent drug bust in Japan, bands touring in the Land Of The Rising Sun are becoming a bit more cautious. Fleetwood Mac is currently on tour in Japan and at one destination, the Tokyo Hilton, the group's itinerary advised that upon arrival at the hotel, it may be necessary for each person to check in individually at the front desk. The tour sheet also explained that the Mac entourage is pissing off a group of businessmen at this hotel only and not as entertainers.

**Merv Honors MCA** — A whole 90-minute episode of the Merv Griffin Show was recently devoted to a tribute to MCA Records. A special 15-minute montage, both visual and in narration, began the show and spotlighted the history of MCA, which included the past 25 years of its history.

**Specials** — Many Chrysalis's staffers stayed up all night on Feb. 7 to paint the Whisky black and white in honor of the L.A. club's debut of British Ska greats The Specials. The band's four night SRO stint was met with hysteria by L.A. new wave fans, many of whom dressed in black and white to salute the group and whack a few punk fans.

**Motels Fete** — "The Motels" 4th Annual Christmas/New Year's party was held recently at lead singer Martha Davis' new Emno home. The annual fete was always held at her home because the band's members are always housed separately.

**The Oldies** — The Oldies, producer John Carter and artist Gary Panter were in attendance. (Tim McGovern, Marv Davis) main squeeze and other guitarist for the Pop, has replaced Jeff Jordan as the lead axe man in The Motels.

**Upcoming Releases** — Gordon Lightfoot has just finished recording his fourth album of country-rock songs, "Dream Street Hose," with producer Rusk Adamson and Lenny Waronker. It should be released in another month... (Chuck Correa's debut LP for Warner Bros., "Tap Steps," is set for an April release)

**Marc Beller**
Pink Floyd

LOS ANGELES SPORTS ARENA—Although England’s Pink Floyd may be considered progressive rock dinosaurs in some quarters, the quartet’s recent weekend engagement here (to be followed by a similar series of performances at New York’s Madison Square Garden) proved that these lads are unequivocally masters of stage craft. The band’s two-hour-plus presentation of its top-charting double-LP package, “Dark Side of the Moon,” was a conceptual tour de force, incorporating state of the art quadrophonic sound with an overwhelming display of visuals that should remain unparalleled in rock or any other medium for some time to come.

While the social/political implications of “The Wall” and its accompanying presentation could be discussed ad infinitum, the image of the wall, a 31-foot high structure that was built block-by-block throughout the course of the show, could in itself be interpreted as either a complex or simple idea. The images of teachers, political bureaucrats and demagogues, parents, judges and libidinous sexual predators were represented by over-sized balloon figures manipulated like puppets behind and over the stage, many of which were equipped with lit eyes to give them a particularly sinister appearance.

Of course, the gigantic pig, a holdover from Floyd’s last “Animals” LP and tour, was present, although now draped in black and now sporting the red, black and white crossed hammers insignia, which, it appeared, represented totalitarian control taken to its ultimate end.

Other props, such as an airplane flying the length of the arena during the show’s opening moments, were equally as breathtaking, but little could match the awesome spectacle of the wall’s construction and, when it was completed shortly before a brief intermission, the amazing animation of Gerald Scarfe, who was also responsible for design and art direction.

Images of flowers wrapping themselves about each other in violent sexual heat, the red and black hammers marching in some momentous parade akin to those held in Moscow’s Red Square, and impressionistic skulls that danced over other images, literally bombarded the senses and illustrated the musical story line.

The wall was also intelligentely used as a prop for the group, as the individual members could be seen performing through small openings just before closure. During the cut “Comfortably Numb,” guitarist David Gilmour stood atop the structure to play a piercing guitar solo, made all the more spectacular by his sheer height above the stage.

The high point of the presentation, naturally, came with the ground-shaking destruction of the wall, which toppled amid some very realistic-looking smoke (dry ice) and rubble. The group entered from stage left, once again walking across stage in procession playing acoustic instruments like so many minstrels after “the war.” It was a rather thought-provoking end to what was undoubtedly the most ambitious stage show yet to be conceived.

mike glyn

Permission requested, Pink Floyd's latest tour was a critical and commercial success.

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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.
COMINGS AND GOINGS — At Fat Tuesday's you enter an old-fashioned steak and ale restaurant with checkered tablecloths and elegant woodwork. Then, passing through an unobtrusive closet door, you descend to a twisting staircase which leads to the jazz room — a surrealistic Pullman car parlor with a small, mirrored performance space. The combination of muted, glistening light and good acoustics makes Fat Tuesday's among the most intimate jazz rooms in New York. Of course it wouldn't be a real jazz room without great musicians, but Fat Tuesday's has its share recently. One of the most devotional performances came from pianist Cecil Taylor's Double Trio. Taylor may be the finest pianist in the world. He has synthesized his influences from classical music (Henry Cowell, Igor Stravinsky, Bela Bartok) and jazz (Thelonious Monk, Bud Powell, Charlie Parker, Miles Davis and Duke Ellington) into polyphonic group improvisations that are completely unique in American music. Short, bursting phrases and ensemble passages are the jumping-off point for a flowing, round-bin dialog of call and response. At Tuesday's, this resulted in a modern improvised chamber music of immense power and gossamer delicacy — at the center of the maelstrom was Taylor's piano and Jimmy Lyons' heraldic alto saxophone, providing roving clusters of motion and a modernistic melodic focus. On either side of Taylor and Lyons were Ramsey Ameen on violin and Alan Silva on cello and contrabass, who contributed an undercurrent of motion and a counterpoint. Finally, on opposite ends of the bandstand were drummers Jerome Andersson and Sunny Murray, who took the improvisation as a whole and churned it into a steady drive and implied several tempi on his tom-toms and bass drums, while Murray was like a force of nature, answering Taylor's flurry of pianistic figures with a barrage of broken accents and cymbal fountains. Together they created a music of pure motion and energy. The last two nights were recorded for a future album release, and at press time we learned that one of the major labels is negotiating for the tapes of Taylor's epic duets with Max Roach at Columbia University last December.

OUT OF THE WOODS — Reedman-composer Henry Threadgill has gained world-wide recognition as a member of Aii, one of the most vital improvising trios in modern jazz, and, with just two years' activity to his credit, was nominated for a Grammy Award. But Henry Threadgill is the more introspective musician and colorist, as this in-gratulating 1956 date demonstrates. Cohn's bari work is deeply felt and poignant, his blues work is pungent and sly, and the rhythm section of Hank Jones, Milt Hinton and Osie Johnson provides yeoman support.

JAZZ ALBUM PICKS


This much-overlooked tenor master, like soulful Zoot Sims, is an inheritor of Lester Young's cool blue touch. But Zoot Sims is the more introspective melodist and colorist, as this in-gratulating 1956 date demonstrates. Cohn's bari work is deeply felt and poignant, his blues work is pungent and sly, and the rhythm section of Hank Jones, Milt Hinton and Osie Johnson provides yeoman support.

CRAWFISH FIESTA — Professor Longhair — Alligator AL 4718 — Producers: Bruce Iglauer, Andy Kaslow and Allison Kaslow — List: 7.98

"Crawfish Fiesta" is Professor Longhair's last, and possibly his greatest, collection. With sympathetic production coming off as pulsating rhythm section, biting horn work and Fess's own piano-rocking and yodeling vocals, "Crawfish Fiesta" has all the ingredients of the hard working Professor Longhair. One can hear the founding fathers of progressive R&B. Sounds of the Caribbean, the sanctified church and jazz bong in Longhair's musical gumbo on "Red Beans," "Willie the Night Watchman," "Street Hours" and the title tune — all danceable and airplay bound.

JAZZ OPUS 20/40 — The Bob Szajner Triad — Seeds and Stems Records SSN 7802 — Producers: Bob Szajner & Laura Hays — List: 7.95

This is the kind of straight-ahead, hard-grooving piano trio they just don't record anymore. Szajner is a pungent improviser and storyteller who at times recalls the work of Thelonious Monk, Herbie Nichols and Barry Harris. Bassist Ray McKinney and drummer Roy Brooks offer equally supportive performances on this excellent set of originals, which touches on blues, post-bop, gospel and jazz-funk.
Handicapped File Petition With FCC On Discrimination

LOS ANGELES — Three support groups for the physically handicapped have filed a petition with the Federal Communications Commission (FCC) asking for remedial measures to correct under-representation of disabled individuals in the music industry, resulting from past discrimination in the industry.

On behalf of Paralyzed Veterans of America, the California Association of the Physically Handicapped and Westside Community for Independent Living, Beverly Hills attorney Stanley Fleshman has filed a petition asking that rules and regulations be developed by the FCC that "would require licenses and license applicants to offer the handicapped the same chance to enter commercial broadcasting given to minorities." - Equal Opportunity

Fleshman cited a section of the Rehabilitation Act of 1973, which is intended to afford the handicapped the same equal opportunity afforded minorities by the Civil Rights Act of 1964. The petition said: "Since the passage of the Act, widespread discrimination of the handicapped continues and that, often, acts to discriminate and women short-change the handicapped.

The petition asks that the handicapped be considered a minority within the definition of FCC policies regarding deferment of capital gains taxation on sales of broadcast properties to minorities; allow licensees to transfer or assign their licenses at a "fair" price to applicants with substantial minority ownership interest; and making available to brokers and prospective sellers a list of minority persons interested in buying broadcast facilities.

Pool-Leffler is Named VP/GM, KSHE/St. Louis

LOS ANGELES — Nancy Pool-Leffler was named vice president and general manager of KSHE/St. Louis. KSHE is a Century owned and operated radio station.

Pool-Leffler has been general manager of KSHE since June 1978 and has been with the station for eight-and-a-half years. Commenting on the appointment, President Howard Graffman said: "Her approach and knowledge in all aspects of broadcasting have made her a valuable member of our organization."
FM STATION REPORTS - NEW ADDS/HOT ROTATION

KYKX-FM - AMARILLO - DON SITTON
ADDs: Genesis, McGuinn/Hillman, The Clash, Tom Petty, Bob Seger (45), ZZ Top.
KEY-FM - ANAHEIM - LARRY REISMAN
ADDs: Knack, Graham Nash, Heart, Sue Sade & The Next, Charlie Don't, Bob Seger (45).
WKS-FM - ATLANTA - RICH PAMBOO
ADDs: Nazareth, Shooting Star, Heart, Eagles.
HOTS: Styx, Pink Floyd, Jefferson Starship, Tom Petty, Dan Fogelberg, ZZ Top.
XGMN-FM - BAKERSFIELD - MIKE BELL
ADDs: Heart, Knack, Ruby Lane, Searchers.
WYBQ-FM - BINGHAMTON - DICK BACON
ADDs: Bob Seger (45), Knack, Mark David Sanborn, Rumours, Iggy Pop, Pro Longhair, Ray, Goodman & Brown, Scott-Heron/Jackson, Robby, Tom Petty.
WBCN-FM - BOSTON - TONY BÉRARDINI/KATE INGRAM
WMMS-FM - CLEVELAND - KID JERRY/GORDON
ADDs: Knack, Madness, Bruce Cockburn, Robby, Warren Zevon, Earthquakes, Bob Seger (45), Meat (45).
HOTS: J. Geils, Pink Floyd, Styx, Graham Nash, David Sanborn, Rumours, ZZ Top, ZZ Top, ZZ Top, ZZ Top, ZZ Top.
WDRQ-FM - COLUMBUS - TOM TEBOR/STEVE RUNNER
ADDs: Heat, Knack, Robin, Tom Petty, Bob Seger (45), ZZ Top, ZZ Top, ZZ Top.
W210-FM - COLUMBUS - DAVE MILLER
ADDs: Knack, Robby, Home, David Sanborn, Rumours, ZZ Top, ZZ Top, ZZ Top.
WZED-FM - DALLAS - T. OWENS/DORIS MILLER
ADDs: Knack, Robby, Home, David Sanborn, Rumours, ZZ Top, ZZ Top, ZZ Top.
WPLK-FM - DENVER - FRANK CODY
HOTS: Pat Benatar, Tom Petty, Pink Floyd.
FM STATION REPORTS - NEW ADDS, HOT ROTATION

**WDRR-FM** - LONG ISLAND - DENIS McMAMARA/ARLIE KLINEMAN
ADDS: Buggles, Lenne Leovic, Henry Paul (ep), Knock, Graham Nash, Wishbone Ash, Steve Walsh, Dickies, Robin Trower, 909, David Sweeney, San Francisco, Brian, Braco (discus.), Bob Seger (ep), 45, Terry Spencer (ep), Bob Seger (ep), Stryo Garya (45), Duke/Finnigan/Krugeary (45), Elvis Costello (45).

**WPRY** - NORTH GLEN
HOTs: Christopher Cross, Dan Fogelberg, Terry Richards, Bruce Cockburn, Dirck Hamilton, Air Play, Jimmy Cliff, Lindsey Buckingham, Christopher Cross, Van Duren, John, J.J. surgeon, Tom Petty.

**WKSU** - LOS ANGELES - TED FERGUSON
HOTs: Tom Petty, J.Gil, Babies, Rush, Dan Fogelberg, Queen, Linda Ronstadt (45), Pat Benatar, Blondie, Bob Seger (45).

**WQXT** - MIAMI - MIKE PARKER/STEVEN MARCO
ADDS: Pink Floyd, Dan Fogelberg, Tom Petty, Styx, Pat Benatar, Pretenders, Rush.

**WRN-FM** - NEW YORK - MEG GRIFFIN
ADDS: Knack, Elvis Costello (45), Jefferson Starship (45), Lesu (behind (45).
ADDS: Madness, Robert Gordon, Prefab Sprout, Special, Clash, J.Gil, Jam, Matchbox (45), Darts, D.L. Byron.

**WRT** - ORLANDO - BILL MILLS

**WZBF-FM** - PARKERSBURG - LARRY SCHUSTER

**KROQ** - PASADENA - RICK CARROLL/ERION GROVES

**WZQ** - PHILADELPHIA - HELEN LEIGHT

**WALR-FM** - MICHELLE GUY
REGIONAL ACTION

EAST

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.
4. I LOST LOVE - Air Supply - Arista

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
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Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

SOUTHWEST

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

MIDWEST

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

WEST

Most Added
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

Most Active
1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

RADIO ACTIVE SINGLES

1. I CAN'T TELL YOU WHY - Eagles - EMI
2. FIRE ALIVE - Bob Seger - Capitol
3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

SECONDARY RADIO ACTIVE

1. FIRE ALIVE - Bob Seger - Capitol

2. I CAN'T TELL YOU WHY - Eagles - EMI

3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

SECONDARY RADIO RECORDS

1. FIRE ALIVE - Bob Seger - Capitol

2. I CAN'T TELL YOU WHY - Eagles - EMI

3. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

4. LOST IN LOVE - Air Supply - Arista

5. SEXY EYES - DR. HOOK - Capitol

6. SPECIAL LADY - Ray Goodman & Brown - Polydor

7. WORKING MY WAY BACK TO YOU - Spinners - Atlantic

8. HOW DO I MAKE YOU - Linda Ronstadt - Asylum

9. Kool and the Gang - Delta/Mercury

10. KOOL and the GANG - DELITE/MERCURY

11. HOW DO I MAKE YOU - Linda Ronstadt - Asylum

12. LOST IN LOVE - Air Supply - Arista

13. I CAN'T TELL YOU WHY - Eagles - EMI

14. FIRE ALIVE - Bob Seger - Capitol

15. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.

16. LOST IN LOVE - Air Supply - Arista

17. SEXY EYES - DR. HOOK - Capitol

18. SPECIAL LADY - Ray Goodman & Brown - Polydor

19. WORKING MY WAY BACK TO YOU - Spinners - Atlantic

20. HOW DO I MAKE YOU - Linda Ronstadt - Asylum


22. KOOL and the GANG - DELITE/MERCURY

23. HOW DO I MAKE YOU - Linda Ronstadt - Asylum

24. LOST IN LOVE - Air Supply - Arista

25. I CAN'T TELL YOU WHY - Eagles - EMI

26. FIRE ALIVE - Bob Seger - Capitol

27. RIDE LIKE THE WIND - Christopher Cross - Warner Bros.
THE RHYTHM SECTION

LOLA FAALANA TO MOTOWN/BERRY GORDY HONORED — Lola Falana has been signed to a recording contract at Motown Records. Falana will be the featured guest performer at upcoming Urban League fundraiser dinner honoring Motown Records’ Berry Gordy at the Century Plaza Hotel in Los Angeles, March 5. Gordy will be the recipient of that organization’s seventh annual Whitney M. Young, Jr. Award. Vernon E. Jordan, Jr., president of the National Urban League will be the featured guest speaker, and actress Jayne Kennedy will serve as Mistress of Ceremonies. Over 1,000 civic, industry and business people are expected to attend the event, and proceeds from the dinner will be used to help finance the advocacy programs programs organized by the Urban League, which have helped several hundred people in jobs and provided services during the past year.

SAMMY DAVIS AT WATTS BENEFIT — The third annual Neighbors of Watts Benefit will be held March 22 at the Biltmore Hotel in Los Angeles. The event is being billed as “An Evening With Sammy,” and is a tribute to the entertainer’s lengthy career and his involvement as a contributor to child care. The organization was founded to expand the scope of development for low income families in Watts, California.

THE ISLEY BROTHERS — ‘Don’t Say Goodbye,” was released this week. Star Entertainment and the group’s record label have scheduled a national tour to promote this event. For further information contact Fred Jones at (901) 942-1507.

GIL SCOTT SAYS ‘SHUT ‘EM DOWN” — Keeping with his reputation of being very outspoken on controversial topics in his music’s recent single, “Shut ‘Em Down,” the new song illustrates his stand against nuclear energy. The song is already being considered for official use by organizations campaigning for safer energy usage. Scott-Heron is currently planning appearances at various benefit concerts with Jackson Browne, Bonnie Raitt and other artists.

BARRY MANILOW TO SOUL — Soul Magazine is expanding its coverage, with Barry Maniłow, its first non-black artist to be featured as a cover story in the March issue. Barry will be the subject of an in-depth interview, featuring conversations with Barry and Phyllis Hyman, both of whom have records produced by Maniłow. Clive Davis, president of Arista Records, will also make some surprising statements during the interview.

ARTIST TIDBITS — Producer Jeff Lane has been scheduled to produce several cuts on the next Teddy Pendergrass and Lou Rawls albums. A New Brothers Johnon album was released this week, entitled “Light Up The Night.” The Jacksons are in the studio producing their next album. It’s been rumored that Michael Jackson is producing his sister LaToya for Polydor Records. Barry White is coming out with a very interesting song called “Young America,” which is a medley of “Yankee Doodle Dandy,” “America The Beautiful,” and “The Battle Hymn of the Republic.” The song has been recorded by the Love Unlimited Orchestra and features the Barry White Singers. In keeping with his previous style, White will release his album in early April, which is entitled “Sweet Music.” The first cut from the N’dugue Chancer album is a cover of the Andy Gibb song “Shadow Dancing.”

THE COMMODORES SAIL ON DINAH — Motown recording group the Commodores recently appeared on a segment of Dinah performing their Grammy nominated song, “Sail On,” as well as displaying their latest gold and platinum achievements. Picture (l-r) Walter “Chocolate” Orange, Thomas McCrory and William King of the group; Shore Williams, co-host of the show; Lionel Richie, Jr., Ronald LaPrend and Milan Williams of the group.
Soundtracks With Country Artists To Grow During 1980

by Jennifer Bohler

NASHVILLE — Last year country music went to the movies in a big way, and this year looks ever more promising, with at least nine films with a ramic theme set for release. Additionally, these movies will yield a plethora of soundtrack albums featuring country artists. Indications are these 1980 releases will follow the trend set by 1978’s blockbuster, “Every Which Way But Loose,” which yielded no less than four top hit singles.

“The Electric Horseman” set the pace earlier this year by offering the CCMO Country Album chart at #55 bullet, and climbing to the #15 position, where it now resides, with such talent from the film, Willie Nelson’s “My Heroes Have Always Been Cowboys,” is #7 bullet on the Country Singles chart.

CBS Records will also release the soundtrack to “Honeysuckle Rose,” tentatively scheduled for a late summer premiere. According to Bonnie Garland, director of A&R administration, CBS Records, Nashville, the soundtrack is still under production. Approximately 40 songs are being considered for the album, which will be trimmed to 10. Willie Nelson, one of the principles of the film, has composed a few original songs, which will also be used. The film promises that those five songs, plus material featuring other country artists, will be included on the soundtrack.

Lynn’s Life: Story

“Goin’ Miner’s Daughter,” a film that could turn into one of the biggest box-office attractions of the year, will spawn the soundtrack that may fare equally as well. Street-date for the MCA album is March 7. This is the sequel to the hit film, which opened in theaters around the country. The album will feature performances by Styx, Brooklyn Bridge, and Loretta Lynn, Beverly D’Angelo as Patsey Cline and Leon Helm, who plays Loretta’s father. The first single from the album, Helm’s “Blue Moon of Kentucky,” was scheduled to ship Feb. 15. According to vice president of市场营销, Chic Doherty, Nashville division, MCA Records, additional single releases will depend upon which Space’s rendition of the album gain the most popularity.

MCA Records will also release the soundtrack to “Smokey And The Bandit III.” The movie is scheduled for a Christmas release with the soundtrack to be released by approximately one and a half months. The soundtrack will include performances by Jerry Reed, Brenda Lee, Don Williams and Mel Tillis.

Another upcoming movie is “Urban Cowboy,” the much-talked about film starring Johnny Cash, Elektra/Asylum will have the domestic rights to the soundtrack, while CBS will carry the international rights.

Mickey Gilley is one artist confirmed to be performing on the soundtrack. The movie is scheduled for an early summer release.

Elektra/Asylum also will release the soundtrack to the new Clint Eastwood film, “Bronco Billy,” which will also see an early summer release. The soundtrack will feature a performance by Ronnie Milsap on a song called “Cowboys and Clowns,” which also will be released as a single, and a duet featuring Merle Haggard and Clint Black, which will be released as a single.

There will also be a sequel to the highly successful film, “Every Which Way But Loose,” which begins filming March 15. Snuff Garrett will once again be involved with production of the soundtrack (Garrett also worked with “Bronco Billy” and “Smokey and the Bandit II.”) According to Garrett, artists to perform on the movie soundtrack for “Every Which Way,” sequel are currently being selected.

A soundtrack to "Middle Age Crazy," a film starring Bruce Dern and Ann-Margaret is also under consideration. Sonny Throckmorton, who composed the song that inspired the movie, is one artist confirmed to perform on the soundtrack. Though filming for the movie is complete, there is no definite release date.

Most likely “Best Little Whorehouse In Texas” will spawn a soundtrack featuring a host of country music performers.

ACM Awards To Air On NBC-TV

LOS ANGELES — The 15th Annual Academy of Country Music (ACM) Awards will be broadcast live on NBC-TV on May 1, 1980 from the Good Time Theater at Kenny Rogers’ Bama Farm in Anaheim. The show is a Dick Clark production.

Awards in 25 categories are voted on by the 2,000 members of the ACM and ten awards will be presented on the television special. The awards include Top Male Vocalist of the Year, Top Female Vocalist, Best New Male Vocalist, Best New Female Vocalist, Best Vocal Group or Duo, Album of the Year, Single Record of the Year, Vocalist of the Year, Vocalist, Album of the Year, Guitarist of the Year, Fiddler of the Year, Vocalist, and Entertainer of the Year. All will be awarded the ACM’s trophy "The Hat." The Academy’s board of directors will also present two special awards. The Pioneer Award will be given to a person or persons whose efforts helped bring country music to its present status, and the Jim Reeves Memorial Award will be presented to the person or persons who have done the most to benefit country music during the calendar year.

DUO PACTS WITH CASABLANCA — Allen Frizzell and partner Shelly West have signed with Casablanca West, with a new LP, “Carrying The Family Name,” due by mid-March. Pictured are (lr) Jack Brumley, manager of the duo; Don Blocker, vice president, Casablanca West; West; Frizzell; and Snuff Garrett, president, Casablanca West.
THE ORIGINAL SOUNDTRACK ALBUM
(MOVIE OPENING MARCH 7TH NATIONWIDE)

"The music that created the legend"

...As performed by
SISSY SPACEK
BEVERLY D'ANGELO and LEVON HELM
Produced by OWEN BRADLEY

ON MCA RECORDS AND TAPES

SISSY SPACEK • TOMMY LEE JONES
"COAL MINER'S DAUGHTER"
also starring BEVERLY D'ANGELO • LEVON HELM • Screenplay by TOM RICKMAN
Based on the autobiography by LORETTA LYNN with GEORGE VECSEY
Executive Producer BOB LARSON • Produced by BERNARD SCHWARTZ
Directed by MICHAEL APTEO • A BERNARD SCHWARTZ PRODUCTION • A UNIVERSAL PICTURE

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**Country Radio Seminar Agenda Set**

NASHVILLE — The agenda for the 11th annual Country Radio Seminar, to be held March 15-16 at Nashville's Hyatt Regency Hotel, has been finalized, according to Don Boyles, agenda chairman.

Friday's sessions begin with the keynote address, delivered by commentator Paul Harvey of the ABC Network. Following his speech there will be concurrent sessions on "How To Talk To Arbitron," chaired by Arbitron board members Dan Nelson, general manager of WIRE, and Jim Phillips, president and general manager of KHEY, and "How To Control Your Career," conducted by Bob English, program director at WUCE.

Saturday's schedule kicks off with an address by Red Barber, Pioneer Network sportscaster, followed by a panel discussion, "The Music Sweep — Where Does The Record Come From?" There will be the traditional Rap session, allowing participants to voice their input.

On Saturday evening there will be a special private screening of the film, "Coal Miner's Daughter," based on the life of Loretta Lynn. Also, there will be the traditional Rap session, allowing participants to voice their input.

The seminar culminates Saturday night with a banquet and New Faces show.

**Most Added Country Singles**

1. "ARE YOU ON THE ROAD TO LOVING ME AGAIN" — DEBBY BOONE / WARNER/CRUb — 24 REPORTS
2. "STANDING TALL" — BILLIE JO SPEARS / UNITED ARTISTS — 24 REPORTS
3. "LONG HAIR'D COUNTRY BOY" — THE CHARLIE DANIELS BAND / EPIC — 24 REPORTS
5. "SEXY SONG" — CAROL CHASE / CASABLANCA — 19 REPORTS
6. "PERFECT STRANGERS" — JOHN WESLEY RYLEYS / MCA — 16 REPORTS
7. "LET ME IN" — KENNY DALE — CAPITOL — 14 REPORTS
8. "AN AMERICAN DREAM" — THE DIRT BAND / UNITED ARTISTS — 13 REPORTS
9. "FRIDAY NIGHT FOOL" — ROGER BOWLING / NSD — 13 REPORTS
10. "HONKY TONK BLUES" — CHARLIE PRIDE / RCA — 13 REPORTS

**Most Active Country Singles**

1. "18 YEARS" — JOHN YORK / MCA — 57 REPORTS
2. "SUGAR DADDY" — BEAN BROTHERS / WARNER/CRUb — 47 REPORTS
3. "BETTER THAN I DID THEN" — STATLER BROTHERS — MERCURY — 43 REPORTS
4. "MY HEROES HAVE ALWAYS BEEN COWBOYS" — WILLIE NELSON / COLUMBIA — 41 REPORTS
5. "ONE OF A KIND" — MOE BANDY / COLUMBIA — 39 REPORTS
6. "I DON'T WANT TO BE LONELY" — MEL TILLIS / ELECTRA — 37 REPORTS
7. "PLAY ANOTHER SLOW SONG" — JOHNNY DUNCAN / COLUMBIA — 37 REPORTS
8. "I WISH I WAS EIGHTEEN AGAIN" — GEORGE BURNS — MERCURY — 32 REPORTS

**Country Mike**

**PROGRAMMERS PICKS**

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<td>Tim Byrd</td>
<td>WHK/Cleveland</td>
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**WEDEECK PRODUCES "COAL MINER'S SPECIAL"** — The Weedeck Corp. has produced and is distributing "Coal Miner's Daughter," a one-hour radio special for Universal Studios, featuring Lonnie Lynn and Sissy Spacek. Pictured with Weedeck principles Ron Martin (l) and Lloyd Neay (r) are David Skeper, Lynn's manager, and Lynn.
SINGLES TO WATCH

CHARLIE RICH (United Artists UA-X1340-Y) I'd Build A Bridge (3:34) (House of Gold Music Inc. — BMI) (Mike Settie)
DONNA FARGO (Warner Bros. WB-41198) Walk On By (2:28) (Lowery Music Co., Inc. — BMI) (Kendall Hayes)
EDDY ARNOLD (RCA PB-11198) Leave It While The Gettin's Good (3:10) (House of Gold Music — BMI) (Bobby Springfield)
LEON EVERETT (Orlando ORC-106) I Don't Want To Lose (2:52) (Blackwood Music/Magic Castle Music — BMI) (Roger Murrain/Tim Lewis)
KIN VASSY (IAIAS-502) Makes Me Wonder If I Ever Said Goodbye (2:30) (Acuff-Rose - BMI) (Mickey Newberry)
ARCHIE CAMPBELL (Brandwood BWR-2011) Louisiana (3:26) (Brandwood Music — BMI) (A. Fleetwood)
BOBBY HOOD (Chute CR-010) When She Falls (3:04) (Laco Music Inc. — ASCAP) (Jerry Foster/Blair Rice)
RUNAMUCK (Devil Wind DW 800) Honky Tonk Hero (4:32) (Phono Music SESAC) (Date Shawn Parker)

ALBUM REVIEWS

THERE'S A LITTLE BIT OF HANK IN ME — Charley Pride — RCA AHL-7548 — Producer: Jerry Bradley and Charley Pride — List: 7.98

The collection of Hank Williams songs has never been sung better — a real tribute to the quality of these songs as well as the great voice of Charley Pride. There’s already a demand for this LP, which features exceptional packaging. Best cuts include “Honky Tonk Blues,” “You Win Again,” “My Son Calls Another Man Daddy,” “Moanin’ The Blues” and the title cut.

TOGETHER — The Oak Ridge Boys — RCA MCA-3220 — Producer: Ronnie Milsap — List: 7.98

The Oaks have emerged as one of the hottest acts in country music and this album hotly demonstrates why, but also shows that they’ll continue their string of hits. Super songs and super performances. Best cuts include “A Little More Like Me,” “Whiskey Lady,” “I Can’t Imagine Laying Down,” and “Hol’in On To You.” Definitely a worthy album.

SHRINER’S CONVENTION — Ray Stevens — RCA AYL-13574 — Producer: Ray Stevens — List: 7.98

Ray Stevens has gained quite a reputation and this album is released in support of that reputation, which means that this funny man has released some tunes that are far fetched, slightly irregular but never boring. In addition to the title cut, best songs include “The Doornail Family,” “Coin Machine” and “You’re Never Goin’ To Tampa With Me.”

HEART & SOUL — Conway Twitty — RCA MCA-3210 — Producer: Conway Twitty and David Barnes — List: 7.98

With each release, Twitty continues to branch out while retaining his legion of followers. This album is divided into two sections: the heart and soul — and the real treat is the soul side, where Conway’s versatility really shines. Best cuts include “Soulful Woman,” “She Thinks I Still Care,” “To Love You Lay Down,” and “We’ve Got Tonight.”

THE COUNTRY COLUMN

Linda Ronstadt

RONSTADT ROLLING AGAIN — It’s been well over a year since lovely Linda Ronstadt offered her public an LP waxing, but the wait for “Mad Love” shouldn’t be much longer. An interesting point about the album….it won’t contain “Rambler Gambler,” a traditional tune arranged by Ronstadt and the flip side to her current single, “How Do I Make You.”

The song has interested many within the country radio circles. So much so in fact that Elektra/Asylum will be servicing the single to all country radio stations, as reported in Cash box last week. Ronstadt may begin a tour in early April. Another interesting Ronstadt tidbit: That familiar voice you hear singing harmony on The Dirt Band’s latest single, “An American Dream,” (#82 bullet on the Cash Box Country Singles chart this week) is indeed Ms. Ronstadt, Congrats to the songwriters; Rodney Crowell for coming up with a good one.

SORRY ‘BOUT THAT RAY — Last week we reported that Kenny Rogers’ “Coward of the County” was the first single recorded at Clement Studios in Nashville to reach the #1 position on the pop charts. Well, the master of the “Shriners’ Convention” says tain’t so. According to Ray Stevens, his single “Everything Is Beautiful,” reached that coveted spotway back in 1971. And the song was recorded by a band of home (of the original Grand Ole Opry) pre-ceremony festivities featured the likes of Charlie Louvin singing “Love Don’t Care,” and Charlie Walker delivering the prayer.

Taped music played before the ceremony included Jack Green’s version of “You Turn The Lights On,” (which was written by Herb Alpert and Jack Green) and Kenny Rogers’ rendition of “You Decorated My Life.” The wedding march was a taped version of George Jones’ “Walk Through This World With Me,” while Faron Young’s “I’m Lonesome, I’m Straight,” (also written by Ray’s) closed the ceremonies. Quite a wedding.

Look for February Elektra releases from Jerry Lee Lewis, “When Two Worlds Collide,” as well as Bobby Braddock’s “Love Bomb.”

AND HERE’S ANOTHER WEDDING — This one on Valentine’s Day. Comedian Jerry Clower’s daughter, Jeni Sue Clower, and Sticky Fingers’ Brian Condon were married at The Maxwell Auditorium.

TV-LAND — Ray Clark will host a 90-minute U.S. and Canadian television special set on location in the Bahamas. Guests include the Oak Ridge Boys and Julie Anthony, Australian recording and television personality. Tape dates in Freeport and Nassau are Feb. 29-March 4. and location shootings will include Clark’s boat, the Queen Mean, as well as various tourist and scenic spots in both cities. Canadian airdates are scheduled for April, while in the U.S. the special will air later in the year.

T.G. Sheppard

THE HOT QUARTET AT THE OPY — When Johnny Cash tapes a special, everybody joins in. And exactly what happened last week at the Opry House in Nashville when Cash taped his 25th anniversary special. A veritable host of country music artists joined Cash in the celebration. Pictured on stage (l-r) are Kris Kristofferson, Cash, Waylon Jennings and T.G. Sheppard.
L.A. Philharmonic Offers Unusual Winter Season Bonus To Patrons

by Charles Palikert

LOS ANGELES — Before each Friday evening performance given by the Los Angeles Philharmonic during the winter season, ticket holders have been able to take advantage of a unique bargain: the Philharmonic's "pre-concert" event.

For the price of admission to the concert, patrons are entitled to attend a 45-minute presentation on a particular aspect of that evening's concert by either a noted musicologist, a featured composer, conductor, or artist, or as is most likely, a combination thereof.

The pre-concert events were instigated during the 1972-73 season by Ernest Fleischmann, executive director of the Philharmonic. Beginning this season, the series, currently produced by Orrin Howard, archivist for the Philharmonic, has been taped by the Public Broadcasting System's California Radio Music Network for distribution to stations throughout California.

The list of hosts for the series includes such notable artists as Andre Watts, Daniel Barenboim, Emanuel Ax, Michael Tilson Thomas, Lukas Foss, Krystof Pencerecki and Yehudi Menuhin. "It's easy to get people," producer Howard stated, "but it's difficult to plan the event so you get the appropriate mixture of entertainment and stimulation."

In the symphony program dictated the road we take for the pre-concert event," Howard continued. "We try to find something about the program, and then find someone who is an expert in that field who can bring something special to illuminate the subject. We usually try to combine a performer with the speaker, or the speaker will use a piano to illustrate his points."

Howard said that attendance for the pre-concert evening has been rising steadily for the past three years. However, he added, "one chief difficulty has been getting people to come at 7:30 p.m. when they don't have to be here until 8.30. It's difficult to get the number of people who want to attend but can't."

Unlike the "preview" series offered by the (continued on page 46)
EMI Tops U.K. Sales In 1979; WEA, CBS, Indies Close Gap

by Nick Underwood

LONDON — EMI Records has again come out on top in the overall market share position. For the tenth year in a row, the well-known label has managed to surpass the competition and maintain its position as the market leader. The survey, conducted by market research company rated over 10% above the average market share. EMI's share of the market was 17.2%, significantly higher than the 15.7% share held by its closest rival, WEA, and the 14.9% share held by CBS. The survey was conducted by EMI's own market research department, which has been instrumental in tracking the company's performance over the years.

Knack, Capitol 'Capitol January '80 CRIA Awards

TORONTO — Capitol recording group The Knack topped the Canadian Recording Industry Association's (CRIA) charts with a quadruple platinum award (400,000 units) for the “Get the Girl” album. The album, which was released in 1979, sold over one million copies in Canada, making it the best-selling album of the year. The album's lead single, “My Sharona,” also reached the top of the charts.

CURIERS PROMOTE MOTELS — Capitol recording artists Chrisie and Marie Currie were among the many artists who helped promote motels in the region. The Motel's radio, television, and print advertising campaigns were designed to attract customers and increase the number of visitors to the area.

INTERINATIONAL DALINTEE

Canada

TORONTO — Perhaps the company's strongest commercial domestic force in years, and one of the most exciting recording projects to emerge in this very young decade is A&M's Bryan Adams' self-titled debut. Rarely has a Canadian artist expressed such maturity and aggressive assurance in an initial recording. Early programming reaction is highly acceptable, and the Feb. 19, 1978, American release is definitely one to watch on both sides of the border. Adams, ex-Sweeney Todd, Duran Duran's Nick Gilder, is based in Vancouver, and managed by Bruce Allen (Pram, GTO, Randy Bachman). If this disc isn't the finest the year the first disc is well beyond halfway to gold, and should reach certified status on the strength of potential AM singles. John Bovet, the Canadian recording industry's group's product, "We'll delay the next album until we know for sure whether they're willing to put the first one out in the U.S. We don't want to be working two different albums on two sides of the border. But after all, if we can, we can watch awhile to put another project together."

In this column a few weeks back, we mentioned the results of the Canadian Recording Industry Association poll for the most popular male and female artist of the decade in Canada, this-then being Gordon Lightfoot and Anne Murray. Forgotten was the question of the '70s. Of course, it was the Guess Who? Their early decades RCA success was just as well as the next supergroup in the country. Such predictions can be often more harmful than beneficial. The first disc is well beyond halfway to gold, and should reach certified status on the strength of potential AM singles. John Bovet, the Canadian recording industry's group's product, "We'll delay the next album until we know for sure whether they're willing to put the first one out in the U.S. We don't want to be working two different albums on two sides of the border. But after all, if we can, we can watch awhile to put another project together."

With the passage of time in issuing its first pressing in order to get what they considered to be the focused attention of executive producer Jack Douglas (of AEROSMITH fame) they put together a "complete package," he says, including another strong work contribution from Hipsnips ("who didn't know anything about us, except that we had no money and wanted them to take time out of doing the Wings album for ours"). One of the grittiest, hard-working touring outfits in the country, they brought their show into a receptive Elmo Mocamo, where several guests had a look at the disc. The first disc is well beyond halfway to gold, and should reach certified status on the strength of potential AM singles. John Bovet, the Canadian recording industry's group's product, "We'll delay the next album until we know for sure whether they're willing to put the first one out in the U.S. We don't want to be working two different albums on two sides of the border. But after all, if we can, we can watch awhile to put another project together."

The band's first album, issued one on the now-defunct Parachute label last year was snapped up at MIDEM, and will be issued practically anywhere else in the next few months.

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Kip tapepointe

United Kingdom

LONDON — BBC Radio One is planning an audio history program spanning 25 years of rock music in the U.K. Title: 25 Years Of Rock, the program series will start airing on page 36 (continued on next page)
Ovation Pact 9 With Intercord For German Release

LOS ANGELES — Ovation Records of Chicago has signed a licensing deal with Intercord Records of Germany. The deal covers the entire Ovation artist roster, including The Kendalls, Joe Sun, Janis, Andrew, The Cates, Tantrum, Mark Gaddis and Cleveland Eaton.

Under the terms of the agreement, all Ovation product will be released in Germany with the Ovation logo, but will be manufactured and distributed by Intercord.

Commenting on the deal, Ovation president Dick Schory said, "We’ve selected Intercord because of their aggressive approach to their marketplace. They’ve demonstrated their capability already by introducing our product in their marketplace, especially in the area of television. They have a keen feel for country product in particular, and are already showing signs of establishing Ovation as the leading country label in their market." 

Waterhouse Enters German Distript Pact

LOS ANGELES — Waterhouse Records of Minneapolis has signed a UK distribution deal with Pinnacle Records. Among the Waterhouse artists whose product is involved are the Lamont Cranston Band, Diana Hubbard, Benny Youngman and Aztec Two. Under the terms of the deal, Pinnacle, which is both a label and a distributor, will distribute the current and future Waterhouse catalog in the UK.

Commenting on the deal, which was formulated at the recent MIDEM convention, Waterhouse president Dave Marks said, "This is the first of several major deals that will come about as a result of my attending MIDEM. I hope to have full European distribution soon."

A&M, Dom-Tom Enter French Product Pact

CANNES — A&M Records Europe has entered into its first ever one-off production deal with Dom-Tom Productions of France. The deal calls for French distribution in France of the single "Je Suis Gingle" by the vocal group Henri VIII. An album and an English version of the single may follow.

Sun Tops Newspaper Awards in Sweden

LOS ANGELES — Ovation recording artist Joe Sun was named Country Artist of the Year and Most Interesting New Country Act by major Swedish newspapers. Sun’s "Old Flames" was also picked as the Country Album Of The Year.

INTERNATIONAL BESTSELLERS

United Kingdom

TOP TEN LPs

1. "The Wall" — Pink Floyd — EMI
2. "Regatta de Blanc" — The Police — CBS
3. "Night Rider" — Janda Ian — CBS
4. "Love You" — various artists — EMI
5. "Greatest Hits" — Julio Iglesias — CBS
6. "Outsidarsavond" — Wim Kan — Intercord/VIP
7. "Music Box" — Various Artists — Intercord/Last — Phonogram
8. "Voyage" — ABBA — Polydor
9. "Reality Falls Fantasy" — Earthwind — Phonogram
10. "Songs Of The World" — Family Key — Polycom

New Zealand

TOP TEN 45s

1. Montego Bay — Jon Stevens — CBS
2. "Another Brick In The Wall" — Pink Floyd — CBS
3. "Babe" — Stax — Festival
4. "Escape" — Rudy Himes — Polygram
5. "Jezabel" — Jon Stevens — CBS
6. "Rock With You" — Michael Jackson — CBS
7. "Please Don’t Go" — KC & The Sunshine Band — CBS
8. "Computer Games" — Mi-Sex — CBS
9. "Video Killed The Video Star" — The Buggles — Festival
10. "Crazy Little Thing Called Love" — Queen — EMI

TOP TEN LPs

1. "The Wall" — Pink Floyd — EMI
2. "Credence Clearwater Revival" — 20 Greatest Hits! — Festival
3. "Steel Wheels" — The Band — Columbia
4. "Echoes" — Pink Floyd — Polygram
5. "Greatest Hits" — Bee Gees — Polygram
6. "We Will Rock You" — Queen — EMI
7. "Tusk" — Fleetwood Mac — EMI
8. "Reggaes Of The 70’s" — Various Artists — Charly
10. "Greatest Hits" — Rod Stewart — EMI
ARGENTINA
NATIONAL — RADIO ACTIVE
Graciela Fatal — Disco People Music Hall
Maria Graciela — Music Hall
Mariana Locurto — Sandro — CBS
Fabi Hecho Parti And Perdido — Kogy — Phonogram
Una Mariquina Volviers — Sergio Denis — Phonogram
Dulce Amancuel — Carlos Torres Ville — Movision
Sultana Del Istmo — Dire Straits — Phonogram
Magnifico M. Veja M. M. Ari — Roberto Carlos — CBS
Carlos — Warner — Ian Dun — Duracell
Soy Pura Corazon — Jorge Portel — EMI
Me Estoy Acostumbrando A Ti A — Tiango
Angel Arias — Tercer — Movision
Marcia El Rio con Tus Pies — The Ritchie Family — RCA
Ser Termino, Yo No Va Mas — Donny Cabucho — RCA
Cuando Me Ves Pasar — Marcelo Dupre — Movision
Te Amo En Silencio — Manolo Galvan — Teleprograma
La Culpa Ha Sido Mia — Camilo Sexto — Movision
Amarre Niesta Que Tu Juguetes — Silvestre — Music Hall
Debil Casa Boney — M. RCA
My Sharons — The Knack — EMI
El Mundo — Diamante — The Police — A&M
Rio Grande — Franco Simonie — Movision
El Fin — Augusto Vazquez Del Rosario Augusto — RCA
Santa Corazon De San Diego De Medinaceli — Giorgio Moroder — Phonogram
Ya Estos El Llamados Amor — Maria Martha Sara — EMI
Rondondo Tu Equina — Daniel Magal — CBS
Jose Luis Sanz — 25 Film Music Hall
Que Piqueo Fue Querer — Losers — Phonogram

MELBOURNE/BRISBANE/ADelaide/Radio 3XY
Please Don’t Go — K.C. & The Sunshine Band — EMI
Don’t Stop ’Til You Get Enough — Michael Jackson — Epic
Let It Be — B.B. & M. RCA
Video Killed The Radio Star — The Buggles — Island
I Think It’s Going To Rain Today — The Beatles — CBS
Another Brick In The Wall — Pink Floyd — EMI
Maybe — Tom Paco — RSO
Video Killed The Radio Star — The Buggles — CBS
We Don’t Talk Anymore — Cliff Richard — EMI
Another Brick In The Wall Part II — Pink Floyd — EMI
Crazy Little Thing Called Love — Queen — CBS
I Shot The Sheriff — The Byrds — Atlantic
Ain’t No Mountain High Enough — Diana Ross & Lionel Richie — CBS
I Got The Feeling — Somebody’s Looking For A Love — EMI
I Love You — Solomon Burke — Infinity
Sittin’ On The Dock Of The Bay — Otis Redding — Stax
Ain’t No Fun — Muddy Waters — Chess
All About — Captain & The Animals — CBS
You’re My Heart, You’re My Soul — Lou Rawls — CBS
I’m Going Down In The Silvermine — Desi — Polydor
Let’s Make Love — B.B. & M. RCA

LONDON — RADIO LUXEMBOURG
On The Radio — Donna Summer — CBS
Cabbagh — Alley Cats
Singing The Blues — Dave Edmunds — Swan
Let Me Rock You — Kandidat — A.
Soul To Soul — Manfred Mann — CBS
I Love You — Peter Brown — TK
Lovers And Gamblers — Roulette — Ariola
My Girl — Madness — Stiff
Brass In Pocket — The Pretenders — Real
With You I’m Born Again — Billy Preston & Syreeta
Love In Our Hearts — Peter Brown — TK

Prensario is the top Latin American trade paper. It is a monthly publication that covers records, music and TV in Argentina, Brazil, Mexico, Venezuela and other important markets. Enter a new world subscribing today to Prensario; rates are $50 a year in Latin America, Canada and the States, and $55 a year in Europe. Please note that Prensario is written in Spanish.

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available South of the border.
Exciting Sounds And Visual Effects Enhance Williams’ New ‘Laser Ball’

CHICAGO — Williams Electronics, Inc. announced the commencement of production on "Laser Ball," which is the first of its kind, 4-player, wide-body pinball game. The dynamism of the machine’s cabinet design is complemented by exciting sounds and visual effects such as atom smashing lights, emitting beams from the backglass spectrum, and throughout the game throbbing intergalactic sound surrounds the player as scoring builds.

Laser Ball offers three flipper play with double flippers at the bottom of the playfield and a "powerhouse flipper" placed in the middle to challenge the ability and dexterity of the player. To accomplish high point scoring, the Laser Ball adds through the top lances activating the star-studded force field. Triggering all ten stars lights a "laser beam" at 10,000 volts. To add to the scoring excitement there is a series of drop targets labeled L-A-B-E-R-I. Havingachieved10,000points,theprobableopponent’swillbeavantagedhrough the inclusion of two super-hard hole kisser and "laser lane" spinners.

In stressing the total appeal of the game Williams’ marketing director Ron Crouse stated, "Laser Ball has enhanced player attitude to wide body pinball by generating the fast moving excitement of standard body games with the added skill and challenging performance possibilities of a wider playfield. Once you play Laser Ball," he added, "you’ll become a wide body pinball fan."

The new game utilizes Williams’ total front end programming which was introduced on "Stellar Wars" to facilitate adaptions without the necessity of removing the top glass. As Crouse noted further, Laser Ball is Williams’ answer to the need for an action-packed visually exciting, futuristic sound, light and show in a wide body game.

The model is available through Williams’ distributor network.

Backstage Visit — Singer One-Stop For Ops principals. Sharon Glasnocha and Gus Turbit, visited with MCA recording artist Rupert Holmes after his recent gig at the Blue Max in Chicago. Picture are (l-r): Michael Gaa, MCA salesmen; Glasnocha; Holmes and Turbit.

Int’l Coin Machine Trade Show Set For April 18-20 In New York City

CHICAGO — Exhibit contracts for the 2nd annual International Coin Machine Trade Show have been mailed, according to Ben Chicotsky, the show’s producer, and special arrangements have been made to provide excursion fares on U.S. and overseas flights, as an accommodation for conventioners. Show dates are April 18-20 at the New York Statler Hotel in New York City. Billed as an "all-inclusive vending machine trade show," the products being featured will encompass merchandise vending, amusement games, jukeboxes, coin service, bulk, cigarettes, drink machines and trade supplies. Exhibit rates start at $450 for a single booth and the convention will focus exclusively on equipment displays, with no seminars or other planned activities being offered. All exhibits will remain open for a total of 21 hours, as follows: 11 a.m. - 6 p.m. on Friday, 10 a.m. - 5 p.m. on Saturday and 10 a.m. - 3 p.m. on Sunday.

As an added inducement for convention visitors IMTS is offering special package tours which include hotel accommodations at either the New York Statler Hotel or Sheraton Center, as well as meals, theater tickets and other services, at special rates. Further information about the show may be obtained by contacting Ben Chicotsky at 250 W. 57th St., New York 10019.

The Jukebox Programmer: Top New Pop Singles

1. GIVE IT ALL YOU GOT CHUCK MANGIONE (A&M 2211)
2. I DON’T LIKE MONDAYS THE BOOFTOWN RATS (Columbia 1-11117)
3. HOW DO I MAKE YOU LINDA RONSTADT (Asylum E-46602)
4. COME BACK J. GEILS BAND (EMI-Americana 9033)
5. BABY TALK DIRTY THE KNACK (Capitol 4822)
6. EVEN IT UP HEART (EMI 3087)
7. OFF THE WALL MICHAEL JACKSON ( Epic 9-5038)
8. RIDE LIKE THE WIND CHRISTOPHER CROSS (Warner Bros. WBS-69194)
9. CALL ME BLONDIE (Chrysalis CDS 2241)
10. LOST IN LOVE AIR SUPPLY (Arista 3479)

Top New R&B Singles

1. AND THE BEAT GOES ON THE WHISPERS (Beter/RCA JH 11894)
2. I PLEDGE MY LOVE PEACEH & HERB (A&R/Atlantic PD-2553)
3. EVERY GENERATION RONNIE LAWS (United Artists UA-X1344-7)
4. IS THIS THE BEST (BOP-DOO-WAK) L. A. BOPPERS (Mercury 76038)
5. STANDING OVACTION Q. (Artists Int’l 6483)
6. TODAY THE DAY BAY-KAYS (MCA Records 2216)
7. GIVE ME SOME EMOTION WEBSTER LEWIS (Epic 9-5038)
8. MUSIC TRANCE BEN E. KING (Atlantic 3635)
9. MY HOME’S IN ALABAMA ALABAMA (WBS 4914)
10. WHY YOU WANNA TREAT ME SO BAD? PRINCE (Warner Bros. WBS 69178)
ENTER THE LAIR OF GORGAR
ONLY IF YOU DARE!

Top A-B-C lanes light bonus multipliers that can take you from 29,000 to 87,000 points! Light A-B-C once for 2X value! Light A-B-C again for 3X value!

BEWARE OF THE SNAKE PIT!
The Snake Pit holds your ball captive while Gorgar’s voice thunders “Me got you”! But, enter the Pit when 50,000 is lit and Gorgar is the victim as he agonizes “Me hurt”! Advance the Pit value from 1000 to 50,000 by dropping G-O-R targets! Collect value when you enter the Pit! Light 50,000 to send the Pit flashing its warning!

Or make 1, 2, 3, 4 targets and hear Gorgar roar “Me hurt”! Make all 4 to advance the Pit value to 50,000 and watch the Snake slither menacingly!

Making 1, 2, 3, 4 three times lights arrows for a possible Special and Gorgar’s surrender with “You beat me”! Arrows flash challengingly until you conquer and Special is made!

CHALLENGE THE SNAKE HOLE!
Send the ball into Gorgar’s Snake Hole for 100 points or for 1000 points when lit!

MAKE GORGAR CRY OUT!
Drop the G-O-R-G-A-R targets, make the monster thunder his name and advance eject value from 10,000 points to 15,000 points to extra ball. Make extra ball and the monster moans “You hurt Gorgar”! Drop G-A-R and light a bumper for 1000. The 2nd time light 2 bumpers. The third time light all 3. The 4th time each target is worth 5000 and the 5th time lights out-lanes for alternating Special and Gorgar surrendering with “You beat me”!

ESCAPE FROM THE MONSTER’S CLUTCHES!
Escape from Gorgar’s lair through tunnels D or E and make the next number you need of 1, 2, 3, 4!

GORGAR LIVES!
As the momentum of play builds, Gorgar’s heart beat races faster and louder at an ever-quickening pace to a dizzying pitch! From the first words “Gorgar speaks” to the last “Me Gorgar, beat me”, the monster challenges, dares, drives play on!

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GORGAR SPEAKS OF MONSTER EARNINGS!
GORGAR SPEAKS!

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AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

- Height: 69 in
- Depth: 52 in
- Width (cabinet): 22 in
- Width (backbox): 30 in
- Weight: 260 lbs
- Instruction manual in game
**West Coast Reps Comment On ATE**

(continued from page 34)

"we can compete over there."

Paul Jacobs, who recently acquired the position of executive vice president at Universal U.S.A., was sympathetic with Ziner's statements about copies. "There were lots of copies of the American hits by Italian and Japanese manufacturers," stated Jacobs. "The copies aren't filtering back into the U.S., but they do muddy up the European market."

Another manufacturer representative who was aware of the copy dilemma was Cinematronics salesman Jim Stroud. He mentioned that there must have been 20 copies of "Galaxian" at the show and confusion over which manufacturer was making what. However, he was quick to point out that video game was starting to make a big impact in Europe. "The Europeans have video fever now," said Stroud. "The video game is finally becoming a worldwide phenomenon."

Sushat Bhutani, vice president of Namco America, also seemed excited about video's dominance at the London show. "People seemed to be rabid about the video games," offered Bhutani, "and the cocktail table market is also getting very strong."

"While the majority of the manufacturers surveyed reported that the show was crowded beyond expectation and that business moved at a brisk pace, some of the manufacturers felt that the show was too well attended and that Alexander Palace was not a suitable venue for the ATE."

One such manufacturing representative was Paul Jacobs. "I am not sure that I'm in agreement with letting the public in the way they did," said Jacobs. "There were so many people in the aisles that it became very difficult to conduct business."

Jim Stroud was also overwhelmed by the crowd's size. "The Palace was just too small to hold everybody," commented Stroud. "You couldn't even walk where you wanted to go. You simply were pushed by the crowd."

Although the crowds and the overabundance of copies caused most of the controversy at the three-day affair, all of the manufacturers agreed that the show was profitable.

Perhaps Gremlin Enterprises marketing director Bob Harmon best expressed the sentiments of the fellow manufacturers by saying, "The acceptance of video and favorable weather conditions made this year's ATE one of the most successful ever."

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**PERSONALITY PROFILE**

**Cinematronics' Sayers Rises In Male-Dominated Industry**

**CHICAGO** — When a woman rises to a vice presidency in the male-dominated coin machine industry, it's news. When the woman is Lenore Sayers, vice president of marketing at Cinematronics, it's good news.

The saga of Lenore Sayers begins in California and remains there. Raised in a small northern farm community of Woodland, she attended San Jose State College in the late '60s and early '70s. She majored in the biological sciences, intending to become a doctor, but suffered the characteristic late '60s disillusionment with college and left for San Diego to reconsider her future.

Eventually Lenore got a job in retail sales in a shopping mall until December 1973, when a friend said that the company she worked for needed help in the purchasing department. The company was Kee Games. Previously, Lenore had only known the coin business as a consumer, now, in sixth months, she rapidly ascended from clerk to expediter to junior buyer of machine components to marketing administrator for Kee president Joe Keenan. As administrator, she handled customer service, processed game orders, and, when J. Keenan was out of the office, received her first taste of talking to distributors. After Keen merged with Atari, Lenore retained the same responsibilities.

**Entre Marketing**

In March 1975, Lenore assisted Gene Lipkin in Atari's marketing department. She was knighted with the enviable title S.O.P.S. — sales order processing supervisor, and her rapport with distributors bloomed. One week when Gene Lipkin was out of town, her baptism in sales began. She had asked her to call some distributors, and they responded well to her low-key, understated approach. In fact, Lenore emphasizes the importance of Lipkin's tutelage. "It was the prime influence in her continued involvement and fascination with the coin industry."

After a successful initiation in game sales, Lenore gradually received a couple of "shoot again" feature which scores extra balls in two areas of the playfield.

"We call Torch the champion of the games," Mittel concluded, "and we are predicting that pinball players everywhere will be intrigued by the new features it offers."

The new game is currently being shipped to domestic distributors.

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**'Asteroids' Becomes Best Selling Video Game In Atari History**

**SUNNYVALE** — "To date we've produced more 'Asteroids' than any other game in our history, and orders are still piling up," reported Don Osborne, Atari's national sales manager.

"It's our biggest hit yet, surpassing even some of our classic hits like 'Tank', 'Breakout' and 'Atari Football'. The unusually high response to this game is a testimonial to the fact that it is returning extremely high profits to operators all over the world," Osborne continued. "'Asteroids' has the kind of play appeal and reliability that gives it good location versatility. It continues to be highly successful in game rooms as well as street locations of every type."

Osborne pointed out that typical comments from operators include those of Jim McIntyre, who operates Lakeswood Gardens Miniature Golf in Lakewood, Calif. "In a letter to the factory he noted that 'Asteroids' is a fantastic game with earning potential equal or above Space Invaders," adding that 'Asteroids' has expanded its base of players, pulling in new clientele that includes 26-30 year old players.

'Asteroids' is a unique space action game with explosive rapid-fire action in which one or two players are challenged to destroy asteroids and enemy spacecraft. The new Atari-designed Quadrascram video display system, which offers highly realistic visual effects, space age sound effects and a new High Score Table round out some of the features of this game.

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**Our Charts Know Music**

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**Cash Box/February 23, 1980**
Sayers Rising In Male Coin World

(continued from page 4)

for a smaller company and with fewer people, I can do more things like advertising and promotion.

On her present job, Lenore teams with Tom and David Stroud to take care of overseas and domestic sales, service, research and development. They go to the test labs to see the experimental games and contribute their expertise. To Lenore, a successful machine fulfills two simple criteria: it must work well and provide substantial collections. If the game can do this, then make it. Now more than ever, she realizes the significance of sound merchandise.

"Several years ago when video first started, the operator would buy anything, but he's become more selective, purchasing only one or two of the many available games," notes Sayers.

The competitiveness of the business and its challenges evoke a complex reaction in Lenore. They intrigue and repel her. "Like the challenges but I didn't like the hardships of challenges. At Cinematronics we're among the survivors in manufacturing during the recent hard years. Going through survival is challenging and frustrating."

Was being a woman in a male dominated industry one of the challenges? "Being a woman was a drawback in getting my first chance," remarked Lenore. "But the industry is proving if you're capable of doing a job then don't be<label>male, advertising accept you." She does not consider herself a woman's liberationist. To her, there are more critical lows, not the least of which is an intensely personal one that touches the quintessence of human relationships:

"Above all you ought to maintain self-integrity and the integrity of your company, and be honest with the distributor." Consequently Lenore resolves to "maintain Cinematronics as one of the leaders in the industry, constantly fighting to keep on top. You just can't let up." If Lenore's sincerity, vivacity, and enthusiasm count for much, then Cinematronics will likely remain as an industry leader.

CHICAGO:

The upcoming Amusement Operators Expo, scheduled for March 20-22 at the Fairmont Hotel in New Orleans, has generated a great deal of trade interest. Several manufacturers we spoke with will be exhibiting equipment, either in their own booths or through area distributors, and many company execs will personally attend the convention. In addition to about 60 or more exhibits, the show format will include a variety of seminars on subjects ranging from taxes to state associations.

STAN LEVIS DEPARTED HIS POST at Game Plan, Inc. to devote full time to his Antique Games Ltd. shop in suburban Northbrook. Since the store's opening, it has been the subject of local newspaper coverage and most recently, network exposure, via the Today Show.

BALLY PINBALL DIVISION EXEC Tom Nieman attended the recent IMA convention in Germany and was impressed with the show. Coin-operated games were a dominating force, he told us, and the show itself was a pleasure to cover — "great facilities," "great accommodations" within walking distance of the convention site, and it was evident in viewing the exhibits that a lot of time and money went into the equipment displays.

AT PRESTIME LAST WEEK Moyer Diebel districts were heading for the Dominican Republic to attend the company's annual distributors meeting.

WITH A NUMBER OF HIT GAMES in the fore, Empire Dist., Inc. is enjoying brisk business these days. Topping the best seller list are Midwest's "Deluxe Space Invaders," Atari's " Asteroids," Cinematronics' "Tailgunner," Exidy's " Tailgunner 2" and Grinnell's "omonaco GP," to name a few. Jerry Marcus notes that the distrub's been getting some really good test reports on the new Universal "Cosmic Gorilla" and "Galactic Warrior." The Rock-Ola 480 phone also is doing very well. A football tournament was held at Empire's Wakefield facilities in the works for April of this year. Further details will be announced later.

SAID A QUICK HELLO to Gamma Plan exec Ken Anderson, upon his return from the ATE. Ken mentioned that the "Victory B" was completely sold out delivering the new "City Island" pinball, which has been making a very impressive impact on the trade. Forthcoming releases from Game Plan include "Super Nova" and the "Vegas" table.

EASTERN FLASHES

See the new "Bronco" coin-op pool table in release by U.B.I. — so named because "it's such a workhorse," to quote company vice president Marty Shumsky. Model is proving to be a good equalizer and a big attraction on location, he added.

SHAKE PRIDE OPERATOR Jack Lofaro, who played a major role in the Olympic Village Game Room installation, tells us the facility has really caught on tremendously well — initially with the work crew who were attending to all of the construction and set-up for the 1980 Winter Olympics and continuing with the athletes from all over the world. Jack and his crew are in charge of service and maintenance of the games, and considering the fact that the equipment is constantly being played, there's been a minimum of service required up to this point. By the time the Olympics are over he'll have plenty of little anecdotes to tell about the different reactions of foreigners to the various machines; the delegation from the People's Republic Of China, for instance, were fascinated by the pool tables and, with the aid of social service reps who were able to bridge the language barrier, soon learned to play. Most of the athletes are traveling on very limited budgets so the free play accommodation is especially appealing.

Jack feels very strongly about the tremendous public relations potential of this endeavor for the entire coin machine industry, internationally. Of course, in addition to the game room he's made certain that coin-operated music and games are visible in the various press areas, hospitality centers, even the high school which has been temporarily converted into an International Press House. Shumsky illustrated how a spacious Hospitality Camp which is outfitted with a variety of games, including pins, videos and a jukebox. As a further promotional gesture, he had special title strips made to spotlight the Olympic theme "Give it All You've Got" by Chuck Mangione.

CALIFORNIA CLIPPINGS

Atari's "Asteroids" is continuing its fursious sales pace at C.A. Robinson and the Bettelman brothers have an enormous waiting list. The distributor just received its first shipment of Bally's "Gondshaker" and Stern's "Galaxie." "ASTEROIDS ARE ALSO the big noise at Rowe International in San Francisco. Jack Sutton also tells us that Rowe's "Tempo," "Prelude" and "Kentwood" model photographs are continuing to sell well.

PETER BETTI, PORTALE Automatic Sales says that he is anxiously awaiting the arrival of Gottlieb's new "Spiderman," and that Fidyx's "Tally Gunner II" and Brent's "Monaco GP" are still faring well sales-wise. Betti also explains that he gets weekly calls from people trying to tell him a Japanese model "Space Invaders" "I think the market is going to be swamped with them in the next three or four months," he says. Meanwhile Betti is making plans for a major Portale "Shindig" in March.

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Printed Registration Information Below
Audiophile LPs See Growing Sales Activity At Retail Level

In contact with nearly every major audiophile manufacturer/producer since the Winter Consumer Electronics Show in Las Vegas to insure the broadest spread of product availability for the test, which is set to begin in 30 days.

"We want to give the product the best exposure possible, as sense as we can," continued Berson. "It's a pretty select audience we'll be going after initially, but we hope that through this test we'll be able to determine whether that clientele's interest among other record buyers.

Berson added that there has been a large problem in convincing many audiophile manufacturers to make a move into full-line retail outlets in the past and that this test is also designed to persuade some of those manufacturers that, through normal retail channels, they will be able to boost their sales appreciably.

"The manufacturers have been dealing with audio shops for so long that they're not used to conventional retailing practices," said Berson. "Many do not think it's in their best interest or their programs and retailers aren't comfortable.

New Wave Show To Feature Video

(continued from page 7)

WCI HOME VIDEO ADDS FOUR FILMS TO CASSETTE COLLECTION—WCI Home Video recently added four new feature length motion pictures to its 20-title cassette catalog for retail sale to the home video market. On March 1, WCI Home Video will release 16 new features which will be shipped to dealers via WEA Corp., the distribution arm of Warner Bros., Elektra/Asylum and Atlantic Records through several regional offices. These titles will be available simultaneously to such retailers and merchandisers as Sam Goody's, Pickwick International and Integ- Entertainment with videocassette product, as well as department store chains such as Macy's. Also, look for WCI Home Video to initiate a film line of "classics" before Christmas of this year.

RCA ACQUIRES LICENSE FOR 100 UA FILMS FOR VID DISC—RCA has entered into an agreement with United Artists Corp. for the license of 100 United Artists feature films for its forthcoming electronic video disc system. Titles such as Rocky, Annie Hall, Coming Home, West Side Story, Semi-Tough, and the Pink Panther movies will be included, as well as such classics as Thelma Falcon, Treasure Of Sierra Madrid, Marty and Some Like It Hot.

INTERNATIONAL VIDEO MARKET SET FOR CANNES—VIDCOM, the international market for videocommunications, has been set for Sept. 28-Oct. 3 at the Palais des Festival in Cannes, France. This will be the sixth event in VIDCOM's nine-year history and will feature a tremendous cross-section of video hardware and software, as well as special updates on the state of the international video industry. Production equipment will be on display, as well as home video equipment, including videocasette and videodisc players, in addition to tapes and discs for sale. Videocommunications is the first of its kind to be held before moving to NYC's Madison Square Garden for a similar engagement, will be the subject of a theatrical "Concept" film based on the album and show that promises to be somewhat akin to Who's Tommy project of several years ago in London.

Kramer/Rocklen is filming the Brothers Johnson for A&M Records. Two songs were scheduled for the shoot from the duo's brand new "Light Up The Night" LP. Elektra/Asylum's TV and Video department has been very busy of late with a number of video and film projects. Multi-platinum Asylum group the Eagles filmed last week for a project that features three compositions from "The Long Run" LP. The film, directed by Victoria Hochberg and shot by noted cinematographer Walker Wexler, is strictly for internal use and will be used for corporate purposes. Starbox before moving to NYC's Madison Square Garden for a similar engagement, will be the subject of a theatrical "Concept" film based on the album and show that promises to be somewhat akin to Who's Tommy project of several years ago in London.


gold key gets 'america's top 10'—Gold Key Media, a division of Vidtronics Co., has acquired America's Top 10, a weekly, hour-long music-oriented television series starring Casey Kasem and Stu Margolin. The show, which is a run-down of the nation's top ten songs each week, on a barter basis.

Video clips—Columbia recording group Pink Floyd, which recently finished a week-long "Powder's Black/White" video-disc shoot, will release forthcoming LP "The Wall" by end of year. The group last shot video material for the 1979s "Another Brick In The Wall" to air on Network 5,000,000 for "The Wall" LP. EMI/Univision is the production house, and the shoot took place on the streets of London.

The video was directed by Jim Golding. Also shot last week by Roseman was Epic's Michael Jackson, performing "Rock With You" and "She's Out Of My Life" from the "Off The Wall" LP. In the U.K., the LP, featuring "The Wall" LP, "Another Brick In The Wall Part Two," "Money" and " comfortably with Berson.

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In addition to the more than 100 titles in the Invision library, the company plans to commission original programming for exclusive distribution through its marketing network.

Invision Initiates Retail Video Sales, Distribution Program

Los Angeles—Invision, a Dallas-based video company, marketing division of Electronic Data Services Corp., has initiated a national dealer/distributor program to market the company's library of pre-recorded video cassettes. Prior to this new marketing program, Invision had offered home electronics products and video programs through a quarterly direct mail catalog. The company is all available in formats, with more than 100 titles in the Invision library and 500 more to be added in the near future. Among the cassettes that will be offered are television series, documentaries, and educational programs.

The marketing campaign and distribution efforts will include direct mail, information, point-of-purchase materials, cassette display cases, and special promotions.

In addition to the more than 100 titles in the Invision library, the company plans to commission original programming for exclusive distribution through its marketing network.

Audiophile LP Reviews

New Baby—Don Randi And Quest—Sheffield Lab 12—Producers: Lincoln Mayorga and Doug Sax—Dist.: Sheffield—List: 15.00

Digital recordings may be permeating audiophile disc catalogs, but the sonic qualities of a well-produced direct-to-disc cannot be overlooked. Sheffield began audiophile recording and it continues to set the pace with "New Baby" by the contemporary jazz saxophonist Don Randi & Quest. Original compositions range from Brazilian-flavored "The vine Kids" to the energetic jazz-funk themes of "Funke Around." Transparent imaging, absence of vinyl and tape noise and an upper level of support musicians all combine to make this disc a sheer delight.

New Directions—Laurindo Almeida—Crystal Clear—Producer: Ed Wodanetz—Dist.: CC Marketing—List: 15.50

Quality-conscious popular music fans should have no qualms about checking out Laurindo Almeida's "New Directions." La- zilian-born guitarist Almeida and a talented musical crew returned to his penshotted by Ashford and Simpson, Chuck Mangione and Barry Manilow. From all the rich tones of Almeida's acoustic Rickenbacker guitar to the tastefully layered, full-bodied mix is a clarinet capture here with life-like realism. Audiophile and pop music lovers alike should enjoy this disc.

Cash Box/Febraury 23, 1980
NUMAN CONTEST — Atlantic Records is currently conducting a nationwide Gary Numan display contest for WEA personnel. The competition will take place with WEA branches in 11 cities and will utilize a special edition poster designed by the New York office. The contest, which runs from Feb. 11-March 31, is open to all branches on the basis of promotional ideas and new lines. Other promotional Numan materials have been developed, including an eight-minute in-store video of two cuts from the LP “Replicas.” Large quantities of a 25¢-per-person poster are also available. These posters will be shipped to stores, concert promoters and the press.

TAPE NEWS — Sony Corporation recently revealed its new promotion package for 1980. It combines discounts, heavy co-op advertising, as well as extended terms and convenient inventory material. Also available during the promotion is the new “Full Color Sounding” tape display. The year’s “Sound” advertising campaign resulted in a 114% increase in Sony blank audio tape sales, and several sequential programs have been budgeted for this year. The current display will utilize graphics from the first “Full Color Sounding” print ad and will be designed to hold two tapes. It will easily convert from a stand-alone to a counter display. There will also be special promotions for individual cassette series. The EHF has a high sell-through rate, with one set of four HFX series cassettes receiving a carry case. SHF tapes will be sold with a special offer of a free “Full Color Sounding” tape with the purchase of two tapes. Finally, purchasers of three I.X.N low-noise cassettes will receive a deck of “Full Color Sounding” playing cards. Premiums consisting of umbrellas, T-shirts, and other promotional items utilizing ad campaign artwork will be made available to dealers and distributors as a means of utilizing core dollars.

MORE VALENTINE PROMOS — The 20 Music Plus stores are running a Valentine’s Day promotion highlighting the slogan, “Our hearts are in the right place with the Valentine’s Day gift pack.” The pack consists of a Valentine’s Day card and includes a heart and for the price of $10. Peach Shop, Dallas, Oklahoma City and Tulsa are conducting a contest tied in with the opening of the film “Foolin’ Around.” Along with free passes to the premiere on Feb. 14, customers received movie posters, T-shirts and were eligible for a drawing in which each store gave away the second-edition, limited-edition Seals and Crofts picture disc. Peach Shop, Indianapolis, held a Heart contest on Valentine’s Day, where customers had to guess how many red hot heart-shaped candies were contained in a jar in the store. The winner received the jar as well as the CBS catalog of Heart LP’s. Finally, Peach Shop, Cleveland, gave away a rose with the purchase of each Tom Petty album sold, while Licorice Pizza held a Valentine’s Day drawing to win a dozen roses.

OTHER ACTIVITIES — Polygram has awarded first place in its “Sonic Energy Sweepstakes” to its Los Angeles branch. This was based on the three events: a ska-athon, in conjunction with KHJ radio; a basketball game with the Seattle Supersonics and L.A. Lakers (in which the branch played KHJ radio during half-time); and another game with the L.A. Lakers and the San Diego Chargers. Disc Records of Texas is holding an MCA catalog in-store contest display contest with a $300 first prize for the winning outlet. Peach Shop, Cincinnati, hit with an unusual move for “Star Trek—The Online,” a CBS contest there was a drawing on Feb. 13 in which 10 names were selected. These contestans ran through the store on a 100-second record running grab as many of the 100 albums in the large collection of records, and received a free copy of the CBS catalog. There was also a prize for the first 100 spectators, good for one CBS promo cassette, one rock poster and $1.00 off any CBS LP or tape in store. Spec’s, Miami, and radio station “Lover 94” conducted a Rap Contest “Perfect for Him For A Night,” the entry deadline was Feb. 9. The contest had 94 seconds to call the station after his name was announced to win $94 in cash and limousine service for two to the Bodega Restaurant in Miami. Finally, Licorice Pizza, scored with a “Star Trek Look-a-like Photo Contest” Feb. 7, 20. The winner received a DVD of the book “The Fermat Series” and a 10-month membership to the L.A. Lakers. The contest was held in the store’s front lobby.

CUSTOMER QUOTE OF THE WEEK: “I’ve looked all through the ‘Fs’ and I can’t find a single Pink Floyd album.”

REGIONAL ACTIVATIONS — American GIGO tape soundtracks and new Chuck Mangione selling well in the west. 3-D album selling well in the midwest. Mickey Mouse album breaking out of the south. New Ramones powerful in the south and west. Searchers with sailboat small breakouts.


FINGERPRINTS IN-STORE — Virgin recording artists Fingerprint made an in-store appearance at the London branch recently. Picture taking and autographs were provided by the store manager of Music City, Jimmie O’Neill and Cha Burns of the band. “Arthur” Friedman, Virgin tour publicist; and Kenny Alton and Bob Shilling of the band. Pictured kneeling are (l-r): Lori Flaks, Virgin college promotion; Joe Holland, buyer for music sales at Music City and Greg Rieder, music director of WMBER.

SINGLES BREAKOUTS

ALBUM BREAKOUTS

TOP SINGLE BREAKOUT OF THE WEEK

EVER IT UP — HEART — EPIC

TOP ALBUM BREAKOUT OF THE WEEK

FUN & GAMES — CHUCK MANGIONE & A&M
Audophile LPs Sales Grow

A supplier of audiophile product to the budget economic climate, said John Kaplan, a buyer for the Händel Company. “We’re not in that business. A K-Mart customer would not ordinarily buy a product like that. It’s generally a more well-informed retail personnel, as well as record buyers.”

That’s why, we carried nearly every audiophile line, but it was only recently that we have gotten back into it,” said Marketer. “It’s a fact that has occurred due to the increased demand for audiophile product. Both our salespeople and our accounts have become more knowledgeable about audiophile product.”

John Baier, a buyer for King Karol in New York, added that while most of the audiophile lines they stock have been selling steadily, “London digital albums have been moving especially well.”

The major rack jobbers and record merchandisers, whose accounts include the larger discount chains, steadfastly resist buying the high-priced recordings, which can cost as much as $17.98 or more.

Pressing Costs Up

plant of Sun Valley, Calif., the Almonten plant of PolyGram in Burbank, Calif., the Electrosonic plant in Shelbyville, Ind., PRC Record Pressing in New York, Pickwick International’s Keel Mill of New York and Columbia Records in New York. Prices were generally in the 4-6% range, with Columbia declining to disclose its figures. A Columbus spokesman, however, noted that the company had “tried to minimize the impact on the labels we press for.”

The phylalummic, which offers a range of complex records, features a pre-recorded series of unusual symphony. Howard says he tried to keep the multi-record series “broad in scope.”

An important recent example was provided by an event titled “The Art of Feature.” It featured conductor Michael Tilson Thomas and musicologist Lawrence Morton. Thomas derived into Stravinsky’s complex rhythms, using the piano when appropriate, while Morton offered the audience colorful anecdotes about the late Russian composer.

Occasionally, however, musicians are observed to perform phylalummic, for example, on April 4, for example, Martin Bernheimer of the Los Angeles Times, Donna Permutt of the Los Angeles Herald Examiner, and Alan Rich of the New York Daily News were all in attendance. They participate in a panel discussion concerning the role of the critic. “That event,” predicted Howard, “should be one of our blockbuster events for the season.”

L.A. Philharmonic

(pressed from page 34)

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CBS Down In ’79

(continued from page 8)

CBS/Publishing Group advanced three of its top performers—Jeffery C. Jones, Jeffery C. Jones, and John C. Crile—by 110% over 1978.

Polydor To Issue Eight

NEW YORK — Polydor Records has scheduled eight LPs for release on Feb. 19. Included in the release are “Crash And Burn” by the Pat Travers Band and James Brion, and “The Glenn Miller Daze” by the Glenn Miller Band.

Also set are “More Of You” from Alton McClain & Desyn; “Hotbox” by Fatback; “Bobby Collins’ America” by Bobby Collins; “A Man’s No Good” by Bill Bruford; “Tell Me On A Sunday” by Marty Webb; and Ron Goedert’s “Breaking All The Rules.”
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