BILLY PRESTON
& SYREETA

"WITH YOU I'M BORN AGAIN"

The smash single from
"Late At Night," the
new album from Billy Preston

On Motown Records & Tapes

For information about the big Billy & Syreeta display contest, contact your local Motown Representative

Written by Carol Connors and David Shire

Produced by James DiPasquale & David Shire for Regal Productions, Inc.
EDITORIAL  A Matter Of Giving

At the recent membership meeting of the American Society of Composers, Authors & Publishers, better known as ASCAP, the treasurer's annual report revealed that record levels had been achieved in total receipts and domestic receipts. Both figures exceeded $100 million, the domestic receipts topping that level for the first time ever.

However, it was also noted that inflation had "narrowed" the Society's true revenues and that there had been little true growth. Perhaps that is a sign of the times.

In a utilitarian sense, music surely occupies one of the lower rungs on the ladder. After all, you can't eat a song, drive a commercial jingle to work or wear the score for a television drama.

Still, music occupies an important part of our lives. It offers comfort and inspiration, as well as pure entertainment. In such troubled times as we are living in now — with turmoil on the international political level and within the worldwide economic community — perhaps what we need is more of the human and creative side of life.

ASCAP members should feel proud for that reason. All financial aspects aside (after all, who other than oil sheiks abroad and oil magnates at home can genuinely claim economic growth today?), the members of the music community are among the few who can more to society than they can ever ask in return.

- WEA to implement bar coding for all product in 1980 (page 7).
- Change in government could affect Canadian record industry (page 7).
- Capitol/UA/EMI Record Group realigns promotion force (page 7).
- ASCAP domestic revenues top $100 million for the first time (page 8).
- Linda Ronstadt's "Mad Love" and Elvis Costello and The Attractions' "Get Happy!!" are the top Cash Box Album Picks (page 15).
- Journey's "Any Way You Want It" and Steve Walsh's "Schemer-Dreamer" are the top Cash Box Singles Picks (page 18).
Vive la différence!

Heart.
One unique band.
“Bébé Le Strange.”
The new album,
on Epic Records and Tapes.
ON MARCH 15, 1980
CASH BOX WILL SPOTLIGHT

The Second British Invasion

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

FOR RESERVATIONS CONTACT:

LOS ANGELES
Nick Albarano
6300 Sunset Blvd.
Hollywood, CA 90028
(213) 464-6541

NEW YORK
J.J. Carmack
1776 Broadway
New York, N.Y. 10019
(212) 698-2642

CHICAGO
Camille Compasio
1432 B. S. 6th Ave.
Cicero, IL 60650
(312) 863-7440

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

England: Nick Underwood, 25 Denmark Street • London WC 2, England • 01-436-1382
CASH BOX NEWS

WEA To Adopt Bar Coding For All Product During 1980

by Marc Cetner

LOS ANGELES — Following the lead of its Warner Bros. and Elektra/Capitol labels, WEA will adopt bar coding for all of its product some time after July 1, 1980, thus joining Capitol, CBS A&M, and Chrysalis in the move to the computerized numbering system for merchandising and inventory.

Already adopted by approximately 25% of the U.S. industry, bar coding is a standard of the National Association of Recording Merchandisers (NARM), WEA's concern to bar code its product, is to aid in the adoption of the system by the industry as a whole.

"As far as WEA is concerned, we are in the process of doing a study that will give us a compatible numbering system for our three companies," said Jack Reinstein, Elektra/Asylum vice president and treasurer, who also served as WEA spokesperson on the issue.

Universal Numbering System

"The study is about 95% done," Reinstein explained. "Once it is done, we will then be able to go to a universal numbering system that can be used among all of our companies and will lend itself to being bar coded as well."

Although Reinstein expressed reservations about the cost to retailers for the installation of the sophisticated data processing equipment required to read a bar code and the use of the OCRA and OCRB systems by such WEA customers as the Korvettes and Sears department store chains, he maintained that WEA will continue in its move to bar coding "at the request of NARM and our customers."

"If there is something that the merchandisers need, then we will attempt to give it to them," Reinstein stated.

Polygram is also attempting to convert to the bar coding system, but has run into problems with its multi-label catalog. "We are holding off on bar coding until we resolve the dilemma of our numbering scheme," explained Art Whitmore, vice president of information systems at Polygram. "The main problem is that our digit scheme is 12 digits, and we have to accommodate the other four digits for the code.

"Once we get that resolved, we can go ahead," Whitmore added. "We haven't applied for our number yet, but we can do that anytime."

Other Companies

Other companies are also considering the move to bar coding, but for various reasons — including graphics and the readiness of the retail community — are currently causing a wait-and-see attitude.

At MCA, one of the main obstacles to the bar code transition has been graphics. The company has a ready system for bar code numbers, but questions of aesthetics have temporarily halted any further action.

"We're waiting to see if the art department has something in the works on that subject," said Dan Westbrook, MCA vice president of manufacturing. "We're ready to move to the bar code, but we're waiting to get the art department behind it first."

Arista and Motown are also looking closely at bar coding, but both labels expressed doubts that retail was ready to convert to the system.

(continued on page 16)

Justice Department Expands Counterfeit Records Probe

by Leo Sacks

NEW YORK — The Justice Department's national probe into record counterfeiting is not limited to the recently subpoenaed Polygram Distribution product returned to the FBI by Reicker International and Sam Goody chains, according to officials involved in the investigation. It is known that a number of record manufacturers and retailers have been requested to appear before a federal grand jury in Brooklyn, including prominent executives from such labels as CBS, Casiotone, RCA and RSO. Although the makers of many of the retailers have been subpoenaed, a federal court transcript of a conversation between an FBI informant and a major retailer was unsealed and indicated by a grand jury in connection with the FBI's seizure of counterfeit recordings.

During December (Cash Box, Feb. 16), revealed certain links between counterfeit product and the legitimate industry. According to the transcript, Tucker noted that "some of the best retail stores in the country," including some Sam Goody and Korvettes stores, had received counterfeit recordings. Federal investigators estimate the annual street value of counterfeit product to be around $600 million.

The transcript is also understood to be reliable source, representing a representative of B.C.F. Productions Inc. of Bohemia, N.Y., one of 13 rats in New York railed by the FBI in December 1978, has discussed with a federal informant identified as Norton Ver- ner the sale of large quantities of counterfeit cassettes to a party in England. Verner is the individual who purchased 60,000 counterfeit eight-track tapes from Tucker last year for approximately $80,000 in cash, according to a federal indictment.

Tucker, 49, president and secretary of Super Duper Inc. of Hasbrouck Heights, N.J., is expected to be called upon to take the stand before U.S. District Court Judge Thomas C. Platt on March 7 for trial on two counts of obstructing a federal investigation into the sale and extortion. He is also expected to be sentenced in connection with his guilty plea last August to one count of wire fraud and one count of copyright infringement.

(continued on page 14)

Justice Department Expands Counterfeit Records Probe

by Leo Sacks

NEW YORK — The Justice Department's national probe into record counterfeiting is not limited to the recently subpoenaed Polygram Distribution product returned to the FBI by Reicker International and Sam Goody chains, according to officials involved in the investigation. It is known that a number of record manufacturers and retailers have been requested to appear before a federal grand jury in Brooklyn, including prominent executives from such labels as CBS, Casiotone, RCA and RSO.

Although the makers of many of the retailers have been subpoenaed, a federal court transcript of a conversation between an FBI informant and a major retailer was unsealed and indicated by a grand jury in connection with the FBI's seizure of counterfeit recordings.

During December (Cash Box, Feb. 16), revealed certain links between counterfeit product and the legitimate industry. According to the transcript, Tucker noted that "some of the best retail stores in the country," including some Sam Goody and Korvettes stores, had received counterfeit recordings. Federal investigators estimate the annual street value of counterfeit product to be around $600 million.

The transcript is also understood to be reliable source, representing a representative of B.C.F. Productions Inc. of Bohemia, N.Y., one of 13 rats in New York railed by the FBI in December 1978, has discussed with a federal informant identified as Norton Verner the sale of large quantities of counterfeit cassettes to a party in England. Verner is the individual who purchased 60,000 counterfeit eight-track tapes from Tucker last year for approximately $80,000 in cash, according to a federal indictment.

Tucker, 49, president and secretary of Super Duper Inc. of Hasbrouck Heights, N.J., is expected to be called upon to take the stand before U.S. District Court Judge Thomas C. Platt on March 7 for trial on two counts of obstructing a federal investigation into the sale and extortion. He is also expected to be sentenced in connection with his guilty plea last August to one count of wire fraud and one count of copyright infringement.

Change of Government Stalls Canadian Tax Break Program

by Kirk LaPointe

TORONTO — The topsy-turvy fate of legislation to assist the Canadian music industry seems once again to be temporarily shelved as a result of the Feb. 18 federal election that saw Pierre Trudeau's Liberal party convincingly returning to power after a nine-month stint as the opposition party.

The Liberals' dramatic return to power has capitated Capitol/UA/EMI Canada; Zimmermann, business affairs for CBS Records; co-manager Bernie Finkeinstein, Bruce Lundvall, president of CBS Records Division; Hill; Don Dempsey, senior vice president and general manager of E/P/A; co-manager Bernie Finkeinstein; Allen Davis, president of CBS Records International; Arnold Gwosdz, chairman and chief operating officer for CBS Records Ours; and Lemmy Petro, president of national A&M for Epic Records.

Parliament, taking 149 of 281 seats in the federal House of Commons, has been cause for reserved apprehension initially from leading marketers of the music industry in this country.

Now, it seems, much of the work in conjunction with the Conservative party during the last Parliamentary session, which included various tax incentives for record producers and other programs in support of the industry (Cash Box, June 16 and Dec. 30, 1979), has been undone, or at least stalled, as the new regime assumes the reins of control.

Industry Booster Ousted

The biggest blow to the industry, and one of the more shocking upsets for Joe Clark's PC government, was the defeat of David MacDonald, Secretary of State and Minister of Communications. MacDonald, a prime mover in the Tory government's music policy, was ousted from his seat representing the Egmont riding in Prince Edward Island.

Capitol/UA/EMI Group Realigned

Promotion Units

by Richard Imamura

LOS ANGELES — In a move designed to provide what Capitol/United Artists/EMI America Records Group president Don Zimmermann called a "better focus and better direction," the promotion staffs of both the R&B and country divisions of Capitol and United Artists/EMI America were consolidated last week.

In the R&B division, Don Mack, Capitol director of national R&B promotion, will head a new team to handle promotion duties for the Capital, United Artists and EMI America labels. The new staff, whose final size is still "under advisement," according to Zimmermann, will most likely consist of up to nine field reps.

In the country division, Lynn Shults, Capitol's Nashville general manager, will head the Capitol/UA country operations, with Jerry Seabolt, United Artists/Emi Nashville head, in charge of the entire country promotion team.

As a part of the consolidation, "three or four" staffers from the United Artists/EMI America R&B promotion team, including Jack Shields, the label's director of national R&B promotion, were terminated. However, the company is "attempting to relocate the others," according to Zimmermann.

R&B Relocates

Varnell Johnson, A&R head of the United Artists/EMI America R&B unit, and the rest of his staff have relocated their offices to the Capitol Tower.

In addition, three members of Capitol's Nashville staff, including Ed Keeling, the label's country promotion head, and one staffer from United Artists' Nashville unit, have also terminated.

According to Zimmermann, the consolidations mean that the Capitol team will (continued on page 17)

GROOVIN' WITH THE INMATES — The inmates recently made their American debut at the Bottom Line in New York The group's new single, "The Walk," is taken from their "First Offence" Polydor LP. Shown at the club (l-r) are: Cynthia Cox, national secondary promotion manager for Polydor; Bill Cataldo, national promotion director for Polydor; Peter Dunne of the band; Fred Haagen, president of Polydor; Dick Kline, executive vice president of Polydor; Tony Oliver, Ben Donnelly, Jim Russell and Bill Hurley of the group; and Jerry Jaffe, vice president of artist development for Polydor.

Polygram is also attempting to convert to the bar coding system, but has run into problems with its multi-label catalog. "We are holding off on bar coding until we resolve the dilemma of our numbering scheme," explained Art Whitmore, vice president of information systems at Polygram. "The main problem is that our digit scheme is 12 digits, and we have to accommodate the other four digits for the code.

"Once we get that resolved, we can go ahead," Whitmore added. "We haven't applied for our number yet, but we can do that anytime."

Other Companies

Other companies are also considering the move to bar coding, but for various reasons — including graphics and the readiness of the retail community — are currently causing a wait-and-see attitude.

At MCA, one of the main obstacles to the bar code transition has been graphics. The company has a ready system for bar code numbers, but questions of aesthetics have temporarily halted any further action.

"We're waiting to see if the art department has something in the works on that subject," said Dan Westbrook, MCA vice president of manufacturing. "We're ready to move to the bar code, but we're waiting to get the art department behind it first."

Arista and Motown are also looking closely at bar coding, but both labels expressed doubts that retail was ready to convert to the system.

(continued on page 16)
Indie Promotion People Hurt By Record Label Cutbacks

by Leo Sacks

NEW YORK — As a result of recent cutbacks at record companies in the promotion area, contracts for the services of independent promotion personnel have declined, according to a Cash Box survey. Top 40 and especially AOR independents have been forced to a changing scene, marked by new economic realities that have drastically cut the number of projects available to them. Most AOR independents privately concede that Top 40 Indies are ailing due to their counterparts partly because “the very nature of their business resembles that of the single,” as one Buffalo-based independent put it. This situation, they contend, is compounded by the fact that AOR promotion does not offer the immediate results at the retail level that an add at a Top 40 station can bring. Consequently, the hiring of AOR independents is viewed today as an ancillary expense because “labels want bottom line results which AOR promotion generally cannot provide — can’t give them,” according to one New York-based independent.

Faced with these new realities, a growing Capitol, Ariola End Distribution Pact For U.S.

NEW YORK — Capitol Records and Ariola America Records have terminated the agreement under which Capitol distributed Ariola America product in the U.S. According to a Capitol press release, Ariola America has indicated that certain titles in its catalog are being distributed by Ariola Records in the U.S., but that formal arrangements for U.S. distribution have yet to be announced. Neither Ariola or Capitol would say which titles were being distributed by Ariola. However, a source at an Ariola distributor said that he had received a single by Ariola recording group The Three Degrees from Ariola.

Returns Deadline

Capitol will continue to accept returns on Ariola product manufactured by Capitol until March 15, 1980. Returns are to be made through the local Capitol branch.

At present, Ariola had not committed itself to take back any Ariola America product other than that being distributed by Ariola Records in the U.S., but that informal arrangements for distribution are made for the distribution of Ariola America product in the U.S.

Indie Promotion People Hurt By Record Label Cutbacks

by Marc Cetner

LOS ANGELES — American Society of Composers, Authors & Publishers (ASCAP) total receipts exceeded the $100 million level for the third year in a row in 1979 as revenues jumped to $127,935,000 from $116,651,000 in 1978. 1979 was also a record year for record label promotions, the ASCAP treasurer’s report presented at a membership meeting Feb. 20 at the Beverly Hilton Hotel.

ASCAP president Stanley Adams explained that although “receipts in 1979 hit an all-time high,” the financial growth was “tarnished by inflation” and could not be precisely described as “all growth.” In those areas where ASCAP license fees have been on a flat dollar basis — the most important being network television — the society has not been able to keep pace with inflation, Adams said.

Despite inflation, ASCAP members received domestic pay-outs of $79,427,000 and foreign pay-outs of $2,122,000, for a

MCA Sues Stephen Bishop Over Contract

LOS ANGELES — MCA Records has filed suit in Los Angeles Superior Court against pop artist Stephen Bishop charging breach of contract. According to the suit, MCA is asking for $1.2 million in damages.

The suit contends that an agreement made between Bishop with ABC Records before the label was purchased by MCA called for six more LPs from the artist before he could record for Warner Bros. Records, where he recently signed. The initial 18-month contract, made in Feb. 1978, called for two albums, and two LPs during each of the subsequent periods stipulated in the agreement.

The suit claims Bishop repudiated the contract in April, 1978.

Table of Contents

Index

<table>
<thead>
<tr>
<th>Category</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Album Reviews</td>
<td>15</td>
</tr>
<tr>
<td>Black Contemporary</td>
<td>27</td>
</tr>
<tr>
<td>Classified</td>
<td>50</td>
</tr>
<tr>
<td>Coin Machine News</td>
<td>47</td>
</tr>
<tr>
<td>Country News &amp; Album Chart</td>
<td>34</td>
</tr>
<tr>
<td>Country Singles Chart</td>
<td>36</td>
</tr>
<tr>
<td>Dance/Disco</td>
<td>25</td>
</tr>
<tr>
<td>East Coastin</td>
<td>14</td>
</tr>
<tr>
<td>FM Analysis</td>
<td>20</td>
</tr>
<tr>
<td>Gospel</td>
<td>32</td>
</tr>
<tr>
<td>International News</td>
<td>43</td>
</tr>
<tr>
<td>Jazz</td>
<td>41</td>
</tr>
<tr>
<td>Jukeboxes Charts</td>
<td>19</td>
</tr>
<tr>
<td>Merchandising</td>
<td>26</td>
</tr>
<tr>
<td>Points West</td>
<td>41</td>
</tr>
<tr>
<td>Pop Album Chart</td>
<td>54</td>
</tr>
<tr>
<td>Pop Radio Analysis</td>
<td>24</td>
</tr>
<tr>
<td>Pop Singles Chart</td>
<td>25</td>
</tr>
<tr>
<td>Radio News</td>
<td>19</td>
</tr>
<tr>
<td>Regional Programming Guide</td>
<td>22</td>
</tr>
<tr>
<td>Singles Reviews</td>
<td>11</td>
</tr>
<tr>
<td>Talent</td>
<td>13</td>
</tr>
</tbody>
</table>

Cash Box/March 1, 1980
Linda Ronstadt

her new album on Asylum Records & Tapes

"mad love"

Produced by Peter Asher • Recorded by Val Garay
The Specials

How do seven lads from working class backgrounds in Coventry, England get together and form a highly successful band and record an album within a year? Ask The Specials, whose 2-Tone label has notched up top five Top 20 singles in the UK. Their first album, the debut album, released in the U.S. via Chrysalis Records, has rocketed to #80 on the Cash Box Top 100 Albums chart on the newsstand fare of ska, rock steady, punk and R&B.

"We don't just play ska, but mix a lot of different things together," decide lead Horace (Sir Horace Gentleman) Panther, bassist for The Specials. "We started out playing a lot of reggae, but we also had punky songs. Then we took everything down to the lowest common denominator, where rock meets reggae. You guess it'd fall under ska.

Panter, rhythm guitarist Lynval Golding and keyboardist Jerry (General Dankey) Davies, were part of the first wave of punk in mid-1977 and in a few months added lead guitarist Roddy (Roddy Radiation) Byers and vocalist Terry Hall and Neville Staple to the line-up. The unit was fully completed a year later when John (Prince Rishmoh) Bradbury decided to join after sitting in on a few practice sessions.

The Specials hit the road by the summer of 1978, touring with a number of bands in England, including the Clash. That tour brought about a short-lived business in- volvement with Clash manager Bernie Rhodes, one of many partnerships that were to fall through, having the band to go into business for itself. The group, with some outside financial backing, set up the 2-Tone label (the name was borrowed from a jut tabloid) and recorded a single, "Gangsters," with the B-side supplied by a band of Coventry friends known as The Clash.

"We set up 2-Tone following the punk tradition of having your own label," notes Panther. "Our main concern was to keep the band from taking care of business. We just wanted to have a label where we could keep the band's retail, marketing and everything else in control for ourselves."

The single took off, principally from the base audience of mods and skinheads, the group initially attracted, and soon every label in England was clamoring to sign them. The band resisted, deciding instead to manage their label, eventually linking a licensing deal with Chrysalis.

"We wanted to keep a lot of autonomy over what we released, but also have the distribution pvy," says Panther. "I don't think we've done it all ourselves,"

done it all ourselves.

Elvis Costello produced the band's debut LP in his very first project behind the boards. "He was a friend," says Panther. "He heard the song and liked it. He had done a deal with his publisher, Plangent Visions, which is how we got together. But the LP was co-produced more than anything. I think it was important to have someone reasonably objective working with us."

Panther says that the playing style, dis- plays being labeled "mot" or "skinhead," viewing those monokeys as trendy fads.

Gary Numan

Also recording artist Gary Numan, whose electronic music spares stark tales of human alienation in a machine-made world with the drama of a self-created spec- tacle. As it occurred while he was com- municating with the most important member of the electronic music revolution, the television. "That's where I first saw an electric guitar," he recalls. "What fascinated me even more was that it had dials and was plugged in."

Seventeen years later, Numan arrived in New York, the electric nerve-center of America, fresh from last year's phenomenal success in his native England. He had two number one albums in the U.K. of "Cars" and "The Pleasure Princi- ples" and two number one singles, "Friends 'Electric" and "Cars." "America is unbelievably, it's great. I'm even liking the food," he chuckles. "In England, Numan and his brand of techno-pop-rock, derived from David Bowie and Iggy Pop, and the defunct group, Ultravox, was a subject of controversy on the musical scene. "In the beginning it was basically a completely unfashionable," he says. "It isn't nice to be pulled apart each week by snide comments."

Numan's synthesizer melodramas, replete with references to android love, the pre-eminence of machines, and the nuclear explosion, drenched his native Earth, ran counter to the back-to-basics realism of London's punk-wave scene. Ironically, Numan's original band, Tubeway Army, played straight-ahead punk rock "just as a way of getting signed up."

Although Numan was still playing guitar in the initial days, he eventually switched the instrument to one which experienced an experience to an which would change his career.

"I was working with the Moog synthetizer in the studio, and I happened to hit on this certain sound which was very deep. I didn't have the power of ten guitars just from pressing a button. From then on, I decided to play a synthesizer instead of guitar, or mix the two of them together."

As Numan's fascination with the mini-Moog was a dense, rhythmically hyperactive sound reminiscent of Kraftwerk's "Soft Machine" and Syd Barrett's Pink Floyd — although Numan claims to have never heard that music. The ethereal, all-enveloping sound was the per- fect vehicle for delivering Numan's fragmented, highly personal world-view of a desperate future which is all too similar to the present.

Numan professes to have a greater fondness for the predictable "purity" of computers than the "twisted" impulses of synthesizers. "I've had 100 percent accepted expos- sure to a mass audience as a prere- quisite for success in the music business," he says. "I was always trying to drop from public view in two years.

His current American tour will offer audiences an evening of "escape" through the mix of "Cars" and "The Pleasure Principle," abandoned guitars altogether, Numan says. Numan's next album will incorporate a synthesizer, guitar and viola, as well as a mini-moog, bass, drums, and rhythm machine.

GRACE SLICK'S DREAMS — Grace Slick has just finished her first solo album for RCA Records, entitled "Dreams," the album is slated for March release. Pictured at a recording session for the album are (l-r): Ed String, the album's engineer; Slick; Ron Frangipane, the album's producer and arranger; and Skip Johnson, Slick's manager.

Jazz Stars Set

For N.Y. Grammys

NEW YORK — The Grammy Awards presentaitons of the New York chapter of The National Academy of Recording Arts and Sciences held on drums, jazz percussionist on saxophone, Jack Sieck on bass; Al Cohn on tenor sax; Frank Owens on piano; Bobby Rosengarden on drums; and Jeremy Mulligan on saxophone, for more information call (212) 755-1535.
ASCAP MEMBERS
SWEEP ALL 18
RECORD OF THE YEAR,
ALBUM OF THE YEAR
&
SONG OF THE YEAR
GRAMMY NOMINATIONS.

RECORD OF THE YEAR
1. After the Love Has Gone
   Earth, Wind & Fire, Artist
   Maurice White, Producer
   ASCAP
2. The Gambler
   Kenny Rogers, Artist
   ASCAP
3. I Will Survive
   Dino Fekaris & Freddie Perren, Producers
   ASCAP
4. What a Fool Believes
   The Doobie Brothers (Michael McDonald,
   Tiran Porter & Patrick Simmons), Artists
   ASCAP
5. You Don't Bring Me Flowers
   Barbra Streisand & Neil Diamond, Artists
   Bob Gaudio, Producer
   ASCAP

ALBUM OF THE YEAR
1. Bad Girls
   Donna Summer, Artist
   ASCAP
2. Breakfast in America
   Supertramp (PRS), Artist
   Supertramp, Producer
   ASCAP
3. 32nd Street
   Billy Joel, Artist
   Phil Ramone, Producer
   ASCAP
4. The Gambler
   Kenny Rogers, Artist
   ASCAP
5. Minute by Minute
   The Doobie Brothers (Michael McDonald,
   Tiran Porter & Patrick Simmons), Artists
   ASCAP

SONG OF THE YEAR
1. After the Love Has Gone
   Bill Champlin, Songwriter
   Bobette Music, Publisher
   ASCAP
2. Chuck E's in Love
   Rickie Lee Jones, Songwriter
   Easy Money Music, Publisher
   ASCAP
3. Honesty
   Billy Joel, Songwriter
   Impulsive Music/April Music, Publishers
   ASCAP
4. I Will Survive
   Dino Fekaris & Freddie Perren, Songwriters
   Perren-Vibes Music, Publisher
   ASCAP
5. Minute by Minute
   Lester Abrams, Songwriter
   Loresta Music, Publisher
   ASCAP
6. Reunited
   Dino Fekaris & Freddie Perren, Songwriters
   Perren-Vibes Music, Publisher
   ASCAP
7. She Believes in Me
   Steve Gibb, Songwriter
   Angel Wing Music, Publisher
   ASCAP
8. What a Fool Believes
   Kenny Loggins, Songwriter
   Milk Money Music, Publisher
   ASCAP

We've Always Had The Greats
Signal Tenders
Bid To Acquire
Ampex Corp.

LOS ANGELES — Signal Cos., Inc., a manufacturer of aerospace and industrial products, has tendered an offer to acquire Ampex Corp., the Redwood City, Calif-based firm that manufactures and markets professional electronic equipment for audio and video and computer industries. The offer involves an exchange of common stock valued between $347.6 million and $511.7 million.

Under the terms of the agreement, Signal would exchange 0.79 shares of its common stock, par value $0.025 a share, for each share of Ampex Corp., common stock. Ampex currently has approximately 11 million common shares outstanding and another 2.6 million shares reserved upon exercise of employee stock options and conversion of convertible debentures.

The proposed merger between the two companies is subject to termination by either party if, at any time up to 10 days before the closing of the exchange offer, there is a material change in the operations, management or condition of either company that makes the exchange offer materially less attractive.

The merger is also subject to approval by the boards of directors and shareholders of each company. The exchange offer will be subject to the approval of certain regulatory agencies and a favorable tax ruling.

The two companies said that the acquisition would be completed by the middle of this year.

A spokesman for Signal Cos. said that the firm does not contemplate any change in Ampex's operating philosophies or in its "existing management." Signal's subsidiaries, which include GEC Ltd., Oflox, Bush and UOP, Inc., are allowed to operate independently, while the parent company retains less than 51% control.

Ampex Corp., which suffered heavy losses when involved in the recorded music business, has rebounded solidly. Most recently, earnings before tax credits for the three-month period ended Jan. 26, 1980, increased to 64.8 million, up 34% from the $4.6 million reported during the same period of the previous year, while net sales and other revenues jumped 28% to $92.9 million in the third quarter of 1979.

Net earnings increased 70% from $6.9 to $10.6 million for the three-month period, including a $4.2 million benefit from utilization of tax loss carryovers, to $12.7 million, compared to a similar benefit of $1.5 million for the same period a year previously.

Sales of audio and video tape production were cited as being particularly strong during the quarter, as orders were reported to be up 12% during the last quarter.

ASCAP Monies
Up Again in '79

(continued from page 3)

total distribution of $100,639,000. The figure represents an increase of $9,173,000 over last year's $91,466,000. The sum is based on additional ASCAP member royalties, whether or not these were paid out, and pretax expenses of $2,949,000 were subtracted. In 1978 these expenses totaled $2,676,000.

Domestic distribution of the $76,427,000 — up from $75,586,000 in 1978 — was made to ASCAP members, using new quarterly installments, at a rate 5% higher than the previous year. By quarter, the payments were $14,655,000 for the three months ended March (up from $14,315,000 in 1978); $22,879,000 for the second quarter (up from $15,210,000); $22,702,000 in the third quarter (up from $20,127,000); and $26,529,000 for the fourth quarter (up from $22,159,000).

Domestic receipts for 1978 increased to $102,473,000 from $97,877,000 the previous year. Included in the breakdown are: licenses, including symphonic and concert, $90,765,000 (up from $85,330,000 in 1978); interest on investments, $3,319,000 (up from $2,176,000); and members' dues, $380,000 (up from $368,000). A total of $3,950,000 from foreign societies showed an increase over 1978 to $4,462,000 from $1,074,000.

(continued on page 40)

Integrity Reports Loses
LOS ANGELES — Disc retailer Integrity Entertainment has announced first-half losses and a second quarter profit slump, blaming the decline on "the general depressed conditions in the industry."

For the six months ended Dec. 31, Integrity, Inc. and Radio 1 reported a net loss of $3,105,000 (18 cents per share) compared to a net profit of $1,980,000, or 16 cents per share, for the same period a year previous, on revenue of $9,811,000. The previous year's revenue was $9,072,000.

The company's losses dropped in the second quarter to $1,717,000 (21 cents per share), from $1,825,000 (22 cents per share), for the same period in 1979. As a result, the company's cash reserves as of Dec. 31, 1979 were $23,157,000 compared to $24,390,000 for the same period in 1978.

Glankoff and Wischner
Communications Formed

NEW YORK — Peter P. Glankoff and Michael Wischner have formed Glankoff and Wischner Communications, Ltd., a public relations service firm serving corporations involved in product, services, and communications endeavors. Among the firm's clients are the Don Kirshner Entertainment Corporation and the Chiat Design Group.

The firm is located at 342 Madison Ave., New York, N.Y. 10017. Phone number is (212) 883-0001.

K-tel Posts Figures

NEW YORK — K-Tel International reported that operating income for the second fiscal quarter of 1980 was $1,974,000, a drop of $2,071,000, for the same period in 1979. In addition, operating revenues for this quarter were $65,288,000, up from $61,999,000 for the same period last year.

For the first half of fiscal 1980, K-Tel reported profits of $2,167,000 on sales of $97,459,000, up from a profit of $1,427,000 on sales of $87,569,000 for the same period last year.

Boutwell Starts Own
Merchandising Firm

NEW YORK — Ron Boutwell has resigned as chairman of the board of Boutwell Inc., Nicosia Merchandising Ltd. In order to start his own merchandising firm in Hollywood's Berwin Entertainment Complex.

EXECUTIVES ON THE MOVE

BURSDAL

Robert Burdsal, who has been promoted to director of administration at Century-Fox Records Corp. He has held similar positions at Motown Records and Capitol Records. He served six years at MGM Records Corp. and was vice president of administration, leaving to form his own firm, Burdsal Enterprises.

LIDER NAMED AT POLYGRAM

Polygram Distribution, Inc. has announced the appointment of Dorothy Lider as regional credit manager-west for Polygram. Most recently, she was national credit manager for 20th Century-Fox. Prior to that she worked at ABC as regional credit manager.

RAMSEY PROMOTED AT MCA

Roger Ramsey has been appointed to the position of sales manager of Polygram's southeast region. He has held similar positions at MCA Records last March as Houston's local promotion manager, working with MCA's pop, R&B and country artists.

BLUNDO PROMOTED AT POLYGRAM

Polygram Distribution has announced the appointment of Lisa Blundo as national advertising director. She joined the company in May of 1979 as advertising coordinator. Prior to that she worked as advertising director of a retail record chain in New York.

FRIEDMAN NAMED AT ARISTA

Arista Records has announced that Michael Friedman has been appointed director, product management, associated labels, as well as director, video services for the label. Prior to this appointment, he was assistant to the president of Arista, and before joining the label he was a personal manager for a number of recording artists.

ARCHIBALD TO MARVIN JOSEPHSON

John C. Archibald has been appointed vice chairman of Marvin Josephson Associates, Inc. in which he will be in charge of corporate planning and development. He comes to his new position from The Chase Manhattan Bank, where he was senior vice president and group executive responsible for six lending divisions that dealt with major U.S. corporations.

REMER APPOINTED

Doc Remer has been named national promotion director for Mirus Music, Inc. Prior to his appointment he was midwest regional promotion manager for Arista Records and has been involved in marketing, management, writing, production, and publishing.

CHANGES AT T.E.C.

Billy Hendricks, executive vice president of T.E.C. Records announced the appointment of Cynthia Jeffers to national promotion director; Gene Greenstein, who will work as regional director of promotion/southeast; Barry Williams as local promotion coordinator/southwest; and John Negron as local promotion coordinator/southwest, and Jeffers as national R&B promotion coordinator/southwest.

ROSENBERG NAMED

Silver Blue Productions has announced the appointment of Roy Rosenberg as vice president, records and marketing, a firm specializing in package design and corporate identity.

CHEECH APPOINTED

Record Plant Studios in New York has announced the appointment of Cheech Lero as traffic manager and Sandi Greenstein as production coordinator. Most recently Lero was associate editor of "Modern Drummer" Magazine.

GREENSTEIN IN PRODUCTION AREA

Most recently Lero was associate editor of "Modern Drummer" Magazine. Greenstein was in production area at Masterdisk Inc. and most recently at Infinity Records.
Jefferson Starship

ROYCE HALL, UCLA — Memories of San Francisco’s Fillmore. They may be woven into myths, but the music of that time is still very much a viable entity, as evidenced by the Jefferson Starship’s performance here recently.

With the departure of vocalist Grace Slick, the group has been led by Marty Balin. New vocalist Mickey Thomas, formerly of the Elvin Bishop Band, proved more than capable of filling Slick’s vocal roles, though her charismatic presence was missed.

From the opening plunge into a charged version of “Ride The Tiger” from the “Dragonfly” LP, sparks flew from the soaring guitar leads of Craig Chaquico and the inspirational dynamics of ex-Journey drummer Aynsley Dunbar.

Versatility was much in evidence as David Freiberg and Pete Sears traded keyboard, bass and vocal duties throughout the two-part 16-song set. Sears, critic Paul Kantner supplied driving rhythm guitar and, in conjunction with tenor Mickey Thomas, the vocals were comfortably reminiscent of the Airplane days.

The young audience remained suitably quiet during most of the show, which consisted primarily of songs from the Starship’s newest LP, “Freedom At Point Zero.” During the last song of the first set, however, the audience suddenly rose to their feet to acclaim the band as Johnny Cash closed the show, performing over an hour with the Tennessee Three as John Carter Cash, Nick交友者
cash. Cash did songs such as “One Piece A Time,” “Old Chuck Of A Day” and “I Walk The Line.”

It was the background that illustrated such songs as “Oh, Feats A Time” and “Ring Of Fire.”

All in all, it was quite a memorable evening with four giants in country music performing to an entrancing audience, who appreciated the legend behind each artist as well as the fact that each is still in their prime.

Johnny Cash
Wrayon Jennings

OPRY HOUSE, NASHVILLE — Even though it was a benefit concert where the artists donated their talents, no one in the audience saw anything less than a top-notch performance from all those involved.

Staged in the Grand Ole Opry House to an SRO audience, the talents of Wrayon Jennings and Johnny Cash were demonstrated.

George Jones lined up, as do the others, with his wife, and the group was invited to the Opry House to sing some of their songs.

The group included, in order of appearance, Cash, Jennings, and Johnny Cash lined up, as do the others, with his wife, and the group was invited to the Opry House to sing some of their songs.

Wrayon Jennings was first on the bill, and his band was as tight as a wound clock as it backed him perfectly through songs such as “Good Hands” and “I Don’t Want Nothin’ But A Love Song.”

Johnny Cash was next, and though his style was reminiscent of their old country sound, it was well received and drew a loud reaction from the entire audience.

Through the set, the band showcased their musical versatility and spontaneity. Along with Martinez, Sonjohn appears to be completely in tune with the mood of the audience.

After a typically long break, the band began to draw genuine pleasure from the listeners.

The Specials

THE WHISKY, L.A. — The Coventry, England-based septet known as the Specials exploded on the stage of the Whisky for both their evening and the impromptu blend of ska (or bluebeat, a predecessor of reggae), roots reggae, punk and R&B gave new meaning to the genre later described as “dance music.”

While The Special’s Elvis Costello contributed a more straightforward approach to the classics, they did not have the same impact as their more innovative version of “West End girls.”

Appropriately kicking things off with “(Downing Of A) New Empire,” followed by “Bettie” and “Neighbors” from their latest release, the group maintained a strong feeling of intensity throughout.

The energy and spirit of the band was evident in the audience, who were clearly enjoying the performance.

The Specials’ ability to provide an exhilarating experience is notable, and their music is a testament to their creativity and talent.

dennis garrick
Publishers, A&R Execs Seek To Reconcile Divergent Aims

(continued from page 10)
so that rock songwriters are generally artists themselves.

Smith also confirmed that “what A&R men really want is to sign an artist.” Irwin Schuster, senior vice president of Chappell Music, added that “A&R men are in fact looking for a package. They're looking for you to come in with the next Knack.”

Whether to pursue the self-contained artists’ share of the pie is the question that, more than any other, measures the differing attitudes of publishers. Schuster feels that, regardless of trends and the eminence of self-contained artists, “you never lose sight of the fact that there are always people who are open to new songs and who will help you build a

MCA To Release Eight Classical Albums in March

LOS ANGELES — MCA Records has announced the following classical releases for March on the MCA/Westminster label: “Czech Suite, Op. 39, and Serenade in D Minor, Op. 44,” by Antonín Dvořák, and performed by the Musica Astennia Orchestra; William Walton’s “Facade,” featuring poems by Edith Sitwell and recitation by Paul Robeson; and Barbirolli’s “Jesu, Meine Freude,” performed by the Pittsburgh Symphony Orchestra with Claudio Abbado conducting.

The March releases also include “Concerto No. 2 in B Minor For Violin and Orchestra,” by “Op. 7” and “Saints-Savant’s” “Concerto No. 1 in Major For Violin and Orchestra,” featuring the Cincinnati Symphony Orchestra with violinst Ruggiero Ricci as guest artist; Haydn’s “Symphonies Nos. 57 and 86,” also featuring the Cincinnati orchestra; and Mozart’s “Concerto in C Major For Flute and Harp,” K. 299,” and Handel’s “Concerto in B-Flat Major for Harp and Orchestra,” No. 6,” featuring Musicus Astennia Orchestra with Marcel Grandjany on harp and Samuel Baro on harp.

Final releases in the February series include “Choral Masterpieces of the Baroque,” featuring Leah Harkness, Ethel Merman, and Robert Merrill; Purcell’s “Music for the Funeral of Queen Mary,” and J.S. Bach’s “Cantata No. 118, O Jesu Christ, meines Leibes Licht,” performed by the Amor Arsia Chorale.


copyright.” To Schuster, this means enduring the discount the possibility that an artist who has had a hit record once can come back. Look at Donnie and Dick. I will continue to service Bobby Vinton and Wayne Newton with material, and I bet that we haven’t heard Bobby Vinton’s last hit. He has more fans out there waiting for his next hit.”

Filling Gap

At the other extreme, Leeds felt that, “with record companies cutting back in areas like artist relations and dropping the jumbo market, an artist publisher can move in on those areas and get involved with bands on a grass roots level.” Leeds pointed to the company’s strategy with Robin Lane, who recently secured a deal with Warner Bros. “We pressed up a record by her on our own Dej-Platters label, helped set up distribution for the record, and helped promote it as well. Suddenly, labels that had initially passed on her took an interest and we wound up getting a deal for her.”

“THERE ARE only so many Barry Manilows,” concluded Levey, and “it’s a more proven slavest of tunes. I wouldn’t rule out the possibility of an artist publisher can move in on those areas and get involved with bands on a grass roots level.” Leeds pointed to the company’s strategy with Robin Lane, who recently secured a deal with Warner Bros. “We pressed up a record by her on our own Dej-Platters label, helped set up distribution for the record, and helped promote it as well. Suddenly, labels that had initially passed on her took an interest and we wound up getting a deal for her.”

“THERE ARE only so many Barry Manilows,” concluded Levey, and “it’s a more proven slavest of tunes. I wouldn’t rule out the possibility of a

NMPA’s Board Of Directors Set To Meet

NEW YORK — The Board of Directors of the National Music Publishers’ Association will meet in Beverly Hills on March 12. Eighteen executives from New York, Atlanta, Nashville and Hollywood will assemble at the Beverly Wilshire Hotel to consider a broad spectrum of domestic and international projects and problems. The NMPA will assemble next in California in July and again in Nashville in April.

PREMIER SIGNS 3 — D — Premier Talent has signed 3-D, whose self-titled debut album has just been released. The album features Feldy Monroy’s group’s current single is called “Telephone Number.” Shown standing at the signing (l-r) are: Rick Zivan, Ted Wender, Mike Fink, Nick Stevens, and Kevin Ginsberg of the band. Pictured seated (l-r) are: 3-D road manager Andy Justin, manager John Dourmanian, and Frank Barsonides of Premier Talent.

Lovely. Linda has adapted a tougher, more brooding rock sound to assist her soaring torch-styled vocals on "Mad Love." While the California style that she made famous in her previous recordings is almost entirely there, there is a distinctly mid-wave feel to the 10 song collection. Her choice in using several songs by Elvis Costello and Creole Mark Goldenberg shows that the Malibu thrush has her bread right in the current wave of music. A must for Top 40, A/C and AOR.

THE DUDEK, FINNAGIN, KRUEGER BAND — Columbia JC 35770 — Producers: James Newton Howard and Andy Johns — List: 7.98 Bar Coded

The Dudek, Finnagin, Krueger Band is a new breed of trio that kicks up its Derbys. B habitats like pop/rock sound with musicianship of audio-visual quality. All three have strong credit with backing musicians, but they come around with a strong cohesive rock force on their official release. They handle vocal chores with equal ability and harmonize as well. For Pop and AOR.

WILLIE NILE — Arista AB 4260 — Producer: Roy Halee — List: 7.98

Willie Nile is a curious fellow. He has the moves, the music and the magic of a Springsteen or a Petty on his first full album. His songs have all the passion and excitement of the real thing and his aim is as true as any rock 'n roll debut around. This is a dramatic, unaccompanied rock 'n roll music driven by a man who could be in the running for songwriter of the year. An assured, totally original winner for AOR. Best cuts are, "Behind The Cathedrals" and "Vagabond Moon.

JOHN STEWART IN CONCERT — RCA AFL1-3513 — Producer: John Stewart — List: 7.98

This album, recorded live at the Phoenix Symphony Hall in Arizona in 1974, was made in the days before Stewart made friends with Steve Nicks and Co, and it reflects the folk roots. The album contains many Stewart standards such as "California Bloodlines" as well as two unreleased tracks, "Let The Big Horse Run" and "Freeway Pleasure." This is vintage Stewart.

COMPUTER GAMES — Mi-Sex — Epic NJE 36349 — Producer: Pete Dawkins — List: 7.98

This avant-pop band has taken the sound first pioneered by Eno and Ultrasound and molded into a more pop rock sound. Like its predecessors, the band employs witty future-oriented lyrics to augment the never-cynical synthesizer sound that is spearheaded by the muscular vocals of Steve Gipson and the synthesizer inventors of Murray Burns. If this debut is any indication, then the five-man Australian configuration should be in around for some time to come. A winner for AOR.


Performances by Dennis Summer, Karlis Fuz, Cher and Angel highlight the double album soundtrack to the film about a group of nubile Hollywood pulp socket who are soon to be reborn as rock and roll Renarts. Yet never been heard. Giorgio Moroder created the delightful original score, and the synthesizer will be critical to the overall sound. An album to be awaited eagerly.

TWO YEARS IN A PADDLED CELL — Earth Quake — Beserkeley BZ-10065 — Producers: Kaufman, Laguna and Earth Quake — List: 7.98

Earth Quake has been one of the staples of the San Francisco Bay Area music scene for more than ten years, and yet it has never received national acclaim. However, "Two Years In A Paddled Cell" could break the melodic, heavy metal rock machine as a major act. The band is using more of a pop approach these days and fans of Boston and Foreigner should shimmie and shake when they get a hold of Earth Quake.

TELL ME ON SUNDAY — Marti Webb — Polydor PD-16260 — Producer: Andrew Lloyd Webber — List: 7.98

A sophisticated folk-haunted quality, coupled with Marti Webb's clear voice and lush orchestral productions, best characterizes this disc. Switching from classic big band to more fun, a song to arrange the music quite different from normal rock or country-pop sounds. With the help of pioneer British rockers Hod Argent on keyboards and Barbara Thompson on winds and drums, "Tell Me On Sunday" is a winner. "Nothing Like You've Ever Known" are hits for A/C /C playlists.


Funk maestro James Brown is not quite to stop funk yet, but this LR is a departure from his previous "Regrets," recently released as a single is perhaps the most sensitive piece he's done in years. "Don't Stop The Funk" and "Let The Funk Flow" are sure bets for B/C playlists, while "That's Sweet Music," helped by taffy female vocal back-up, would work in Top 40 and B/C formats.


What can you say about the new wave kingpin except that he's better than Elvis? His new album has more than a few novel tricks for his old school fans. Perhaps the most winning sound is "Rollin' in The Deep." His music is rebellious vocals. Elvis and producer Nick Lowe have come up with 30 new songs on to a long playing 50-minute album that stands up well and is a happy winner with the quality and quantity of the material. The moddor for moderns on this EP are the "I'm the Impostor," "B Movie" and "Beatin' To The Pump."


Bohannon's new album is the Bohannon on "Music In The Air" and the new addition is a more than welcome one. Bohannon's percussion filled funkers are rendered with their usual flair, but it is on the dance-sung ballads like "Spring Is In The Air" and "Mary's Gay" that is "I'm For Real" that this album really comes alive. Bohannon has mastered the art of writing the sensual slow dance song.

RAISING CAIN — Johnny Winter — Blue Sky JZ 36343 — Producer: Johnny Winter — List: 7.98 Bar Coded

Johnny Winter is a winner in Ireland's Rolly Gallego in that he is still holding the blues rock tradition of yesteryear alive and well. Winter still plays with a fury and abandon that few guitarists can match with a ten foot bottle neck, and songs such as "Rollin' In The Jukehouse" and "New York, New York" are concrete examples of talent. Each highlights on the album include a strong version of Dylan's "Like A Rolling Stone" and "Rolllin' and Turbuling.


Kortchmar (known as Kooch to friends like James Taylor) is a master of the romantic. A back-up band, The Section, and on this solo outing he delivers a collection of potent, melodic, honest rock songs. The guitarist has a keen ability for writing memorable hooks and although his voice isn't his greatest asset, he belts out each number with a lot of enthusiasm. A possible of Hollywood songs like Jules Shear, Linda Ronstadt and Lee Sklar help out on the LR.


A&M-Single line is the musical identity of a debut LR for A&M. The six-piece group rides closer to the mainstream than to the new wave, but there is no absence of adventure in its vocals or music. Adam Sherman has a distinctive vocal style and the band, led by Paul Van Ness and Eric Kaufman, possesses a clean progressive guitar/keyboard sound. Finest moments are "Ghosts Of The Sun" and "Physical Speed.

IN COLORS — Stone City Band — Gordy G7-9911R — Producer: Rick James — List: 7.98

A dramatic film score-like intro opens the debut album by Funk fakers The Stone City Band, and from then on the LR is essentially the work of funk. Brother Rick James underwent the material and it is his guidance that leads his back-up band to a successful second album. Funk extravaganzas like "Little Roads," "Biggest Hit,"" and "Fancy Girls" are engaging, but the album's masterstroke is the beautiful "Having You Around.

JACKSON HIGHWAY — Capitol ST-12044 — Producers: Jimmy Johnson and David Hood — List: 7.98

This is the latest production from the famous Muscle Shoals recording complex in Alabama. Jimmy Johnson and David Hood's stylish booth work totally enhances the driving rock of this five-piece band. Lead vocalist Dennis Gulp is right out of the Bob Segen shank and great school, and he is at his best on "Do Me Home" and the old rock standards "Rave On." For AOR.


The most prominent punk to become a showcase master of the contemporary R&B vocal. At times on "Midnight Desire" he sustains his notes like a young Al Green. Brown's vocals are given an optimum degree of glamour and his arrangements are beautiful. The guitar of The Musical Shoals gang. While the music seems dated at times, southern R&B programmers will be hot to fire this one.

QUEEN OF SIAM — Lydia Lunch — ZE ZEA 33006 — Producers: Bob Blank and Lydia Lunch — List: 7.98

Lydia Lunch's musical world is slightly off kilter. Chords and notes are slightly dissonant and her schizophrenic vocals switch from madrigal lady to punk rock singer. Lunch seduces the avant-garde New York school that fostered people such as James Chance, and Blood Umer. Chance handles the funk, Umer the jazz and Lunch the punk. Why she might never attain the commercial or critical acclaim of her contemporaries, she's come up with an interesting LR here.
WEA To Adopt Bar Coding For All Product During 1980

(continued from page 7)

Lenny Scheer, Arista vice president of sales and distribution, explained that bar coding would eventually be helpful as far as inventory was concerned and that the label had gone far as to apply for a number, but he felt that the next move was up to the retail community. "I guess we'll just wait and see," Scheer said, and as the retail community begins to adopt it, we'll proceed like everyone else." These sentiments were echoed by Mike Loomis, Motown's retail development manager. "If you've been listening to consumer reports about grocery stores and the problems they are having with bar coding as well as we have, then you know it's something that every label must take a look at," said Lushka.

Financial Burden

"Additionally, we're dealing with a great number of free standing stores that have to change," Lushka added, "and I don't know if they are financially capable." Nevertheless, like many retailers and rack jobbers, Lushka believes that the financial burden of implementing bar coding is minimal compared to the benefits it offers. The industry is trying to remain competitive and offer the best possible service to their customers. "I think retail will be supportive of bar coding because it helps in terms of inventory management," said Bud Jack, Hileman assistant vice president. "I also think more manufacturers will be going towards it in the future, but the original implementation in the stores was the lack of bar coded software.

Rain Take Toll On Retailers

(continued from page 10)

In San Diego, Tower manager Wayne Ennes stated that business had been up for the past week due to the chain's storewide sale, adding that, as a rule, bad weather generally did not inhibit sales in the region. In Phoenix, Ariz., however, two weeks of intermittent showers and four consecutive days of rain storms presented an altogether different situation. "Very basically, the town is at a standstill," said Sid Siciliano, owner and manager of Chart's downtown location. "There are two bridges open out of 15 coming into the city, and trucks can't get across either the Salt or Aqua Fria rivers. We get30% or 40% of our product from the coast, we're already run out of some product and haven't received a lot of new releases. But we've remained open just the same.

Siciliano added that the heavy rains in Phoenix have cut sales as much as 40% at Chart's, but that the majority of retail for Alfa Distributing, which services Scottsdale, Mesa, Tempe and Phoenix retailers, as well as its own World Records and Tapes chain, stated that the rain had "stimulated sales slightly." Yerman added that while World Records had experienced some storm-related losses, there were no major store damages:

In other parts of the country, notably the northeast and midwest regions, unseasonably mild winter weather contributed to general increases in sales. "The weather has affected sales positively," said Hal Horowitz, store manager for the Record Theatre in Rochester, N.Y. "We've had exceptionally good sales. It has rained the least vicious winter in the history of Rochester. We usually have three or four storms, but we haven't had one this year."

Dennis Cutler, store manager for Cutler's Records in New Haven, echoed Horowitz' remarks, stating that it had been "a great winter, sales wise."

In Detroit, Sue Burns, operations director for Best Records, had a "great 40% increase in sales. We won't have to close down once this year. We have to close down once before Christmas and once during January, which results in sales dip, but it's just been a great winter."

Chocolat City Signs Brown

Former Parachute recording artist Randy Brown has shifted to the Casablanca subsidiary label, Chocolate City. The label will also release a new album, "Dolin' It" from the LP "Midnight Desire," which is also slated for shipping soon. Picture: Brad Armstrong, VP/chairman; Carl Holm, Chocolate City Records president; and Randy Brown, new artist.

Rainfall Delays Concerts

The recent rain storms, Melissa Manchester felt that the precipitation did put a damper on her show last night at the Long Beach Conv. Center. "The rain kept people away," Manchester, who lives in the mud-ravaged Hollywood Hills. Guests Burt Bacharach, Alan and Marilyn Bergman, Mark Rydell, and Allicke Willis were given free passes and in place of the show, and many guests had to abandon their cars for the evening because of the muddy dilemma.

Gorilla on the Dance Floor

Rock 'n' roll humorist Warren Zevon, who penned the uproarious autobiographical tale "Gorilla, You're A Desperado" for his latest album, has also had some bad luck while dancing in recent months. He decided to take up about while performing live, and his in-concert zool cost him some bad knee injuries during his "Excitable Boy Tour." However, when Zevon toured in support of his new "Bad Luck Streak in Dancing School" LP, he'll be prepared. It appears that the rockin' werewolf has started to take dancing lessons that combine elements of Tai Chi and other martial arts. He works out on a portable dance floor installed in his rented Hollywood home. Meanwhile, Zevon told NBC Radio recently that he was planning to do a stint of live TV in place of the show, and many guests had to abandon their cars for the evening because of the muddy dilemma.

By Request -- Louisiana's Le Roux, by special request of newly elected Louisiana Governor Dave Trean, will perform at his inaugural ball at Baton Rouge on March 17. One side of the album will feature "Fripertonics," made during his "Anti-tour" last summer. It is entitled "God Save The Queen." The latter side of the LP will be called "Under Heavy Manners" and showcases his "Discotronics." The album will support covers for AOR and dance promotional purposes, "Live! For The Music," "Tony Orlando's latest," is set for a March 17 release. "The Little River Band's "Backstage Pass" album, a live set, will be in the stores on April 7.

Studio Time

It's started out as a solo album, but now it looks as though Brian Eno's sessions with David Byrne at El Dorado studios in Hollywood will turn into a joint effort in the form of an R&B concept album called "Journey of the Dark Angel." The album is currently in progress at the studio A recently for work on Neil Young's song to the new Universal film Where The Buoy Roam.

It'll be another month before Jackson Browne finishes sessions for his next album to follow up to "Running On Empty." The album at Capitol's Studio A with producer John Paladino. Louisiana's Le Roux is cutting tracks for its latest LP at Cherokee Studios in Hollywood. Jai Winding is producing... Source Records group Chuck Brown and The Soul Searchers. Polydor artists are working on the Telefunken projects at Total Experience Studios in L.A. All three of the studio undertakings are being produced by Wayne Henderson.

Wam Bamms Thank You Ma'am

-- The Bay Area Music Archives and TBMM M Entertainment will host a Bay Area Rock Awards in conjunction with the Fresno World Music on March 25. Proceeds from the show will go to the Bay Area Music Archives, a non-profit professional library dedicated to the recognition and preservation of the artistic and cultural contributions of the Bay Area music scene. Hilarious host Jerry Jeff Walker, will be the event's master of ceremonies. The awards show will be co-produced by Jon Levin and Marty Ballin.

marc cethr
Capitol/EMI/UA Group Revamps Promotion Units By Consolidation

(continued from page 7)
now handle R&B promotion for the Capitol, United Artists and EMI America labels, while the United Artists Nashville team will assume country promotion duties for Capitol and United Artists.

In the new set-up, Mace will continue to report to Bruce Wendell, Capitol vice president of promotion, and Shultz will report to Zimmermann. In addition, crossover product in both divisions will be the responsibility of Wendell for Capitol acts and Charlie Minor, UA/EMI America vice president of promotion, for his label’s acts.

In the R&B unit, the acts that fall under the aegis of the consolidated promotion team include Natalie Cole, Peabo Bryson, Taureas, Maze, Nancy Wilson, Sun, Mystic Merlin, Pyrymyd, Angela & René, Donna Washington and Eddie Henderson on the Capitol label; Ronnie Laws, Earl Klugh, Noel Pointer, Brass Construction, Southroad Connection, Quick and Dayton on United Artists; and Wilson Pickett on EMI America.

In the country division, the acts that will be covered by the consolidated Nashville team are Kenny Rogers, Charlie Rich, NARM Will Award 21 Scholarships

NEW YORK — Twenty-one scholarships will be awarded at the 1980 Scholarship Foundation Dinner on Monday, March 24, at the annual NARM Convention at the MGM Grand Hotel in Las Vegas, Nevada. This is the greatest number of scholarships ever presented in the foundation’s thirteen-year history.

Kenneth Gamble, Chairman of Philadelphia International Records and president of the Black Music Association, has contributed a $6,000 scholarship in honor of BMA.

CBS has contributed a $6,000 scholarship in memory of Andre Kostelanetz. The Kostelanetz Memorial Scholarship brings the total of CBS scholarships to three, including the Goddard Lieberson Memorial Scholarship and one in the name of the corporation.

Jazz Consortium Opens As Non-Profit Group

NEW YORK — The Consortium of Jazz Organizations and Artists (CJOA), has opened. The CJOA is a not-for-profit service organization whose purpose will be to hold funding seminars for jazz projects with visiting experts from city, state and national funding organizations, private corporations and utilities.

According to Marl-Jo Johnson, the organization’s executive director, “One of CJOA’s interests lies in the revitalization of jazz in general and of the Harlem community in particular.” The consortium is located at 2080 Adam Clayton Powell, Jr. Boulevard. Phone number is (212) 866-6000.

Jackson 45 Is Gold

NEW YORK — Epic recording artist Michael Jackson’s single “Huck With You,” has been certified gold by the RIAA. This is the second gold single from Jackson’s platinum debut solo album, “Off The Wall.”

Attention Subscribers

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.

On What day of the week do you regularly receive Cash Box?
- Monday
- Wednesday
- Friday
- Monday of the
- Tuesday
- Thursday
- Saturday following week

NAME

COMPANY

ADDRESS BUSINESS □ HOME □ STATE

CITY

PROVINCE

ZIP

ATTACH LABEL HERE

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

ATTACH LABEL HERE

Please return to: Subscription Dept.—Cash Box Magazine—1775 Broadway—New York, N.Y. 10019
JOURNEY (Columbia 1-11213) Any Way You Want It (3:20) (Weed High Nightmate Music — BMI) (S. Perry, N. Schon)
Short, smart drum shots and quick, choppy guitar licks pace the first single from the upcoming "Departure" LP. If this record is any indication, the Bay Area platinum powerhouse quartet hasn't so much shifted direction as it has restructured its musical stance and tightened up the rhythm section. This new economy of style and intense power is already grabbing numerous adds.

A pounding, Latin-influenced dance beat kicks off the bright, tumbling second single from Hall & Oates' "X-Static" LP. This is an extremely lively affair, and the swinging percussives are nicely complemented by clicking guitar and jump-up keyboard fills, making for a finger snapping' pop/dance addition.

David Ruffin's younger brother Jimmy should receive massive B/C and pop attention with this track co-written and produced by Bee Gee Robin Gibb and Blue Weaver. Ruffin gives the glitzy melody a tough vocal workout and Gibb adds one of his patented high vocal swoops just for good measure. Already grabbing numerous adds.

SINGLES TO WATCH

SUE SAAD AND THE NEXT (Planet P-45912) Won't Give It Up (3:33) (WB Music Corp. — ASCAP) (S. Saad, T. Riparetti, J. Lance, B. Arstani)
Planet rookies Sue Saad and the Next rank high among the recent bumper crop of new rockers to watch, and this single shows they have both the style and power to back that recommendation up. Fast but flashy, this has the drive and substance to make it on AOR and pop lists.

This record, from CHA's "Sure Shot" LP, was recorded very loud, presumably for the benefit of disco/dance play, but this should suit the tastes of B/C programmers and audiences as well.

NANCY WILSON (Capitol 4839) Let's Hold On To Love (4:35) (Funky Caroline Music — C. Johns, B. Larrow)
Longtime Capitol R&B veteran Nancy Wilson is back with a unique mid-tempo ballad harkening back somewhat to Dionne Warwick's earlier hits. From "Take My Love," her 41st LP for the label, this could cross to pop lists.

ZAMFAR (Mercury 76045) The Lonely Sherpherd (3:09) (Happy Music-Verlag) (J. Last)
Internationally known orchestra leader/composer/producer James Last has come up with a very unique piece for an artist known only as Zamfar, who plays the unconventional Pan pipe of Greek extraction. A bit terser, oddly affecting melody could make this a cross to pop.

QUIET STORM (Tampa T 54310F) Only You — Pt. 1 (3:47) (Bertman Music Co. — ASCAP) (R. Rancifer)
This Smokey Robinson-produced R&B/dance outing is long on rhythm with rock steady bass and conga work behind jazz female harmonies. A tasty sax break fits right into the pocket. B/C and dance programmers are urged to give this a listen.

A most fitting first single from the Isley Brothers' forthcoming "Go All The Way" LP. This sinewy R&B-flavored ballad is virtually brimming with sensuality, aided by the silky, luminous lead vocals of Ron Isley. A foxtrot instrumental bed buoys this study multi-format effort.

AIRPLAY (RCA PB-11738) Should We Carry On (3:43) (Garden Rake Music/Foster Frees Music/Irving Music — BMI/Gota Music-Pro) (D. Foster, J. Grayson, B.J. Cook Foster)
Producer/songwriter David Foster steps out from behind the spotlight to Jay Graydon and the first single from the duo's self-titled debut LP shows that they have the sort of commercial pop/AOR oriented musical sensibility to justify their name.

E/A has quickly followed "Hold Your Head Up," Tanne's last outing from his new "Templation" LP, with this muscular purifier. Crackling guitar work weaves throughout the big power chords here, as Tannen's vocal cuts deep. A pleasure for AOR, pop lists.

The first single from Armatrading's new "Malice In Wonderland" LP is truly a group effort, with each member contributing to the composition. The band's new pop-oriented approach also owes a debt to such original popsters as T-Rex here. Slick enough for pop, but not too light for AOR.

THE CLASH ( Epic 9-50851) Train In Vain (Stand By Me) (3:00) (Riva Music, Inc. — ASCAP) (D. Stocker, M. Jones)
This is without a doubt the most commercial effort The Clash has released to date, but it hardly represents a sellout to the mass appeal by the punk veterans. An infectious rhythm has supplant the three chord guitar attack and Joe Strummer is more restrained but equally effective. A/C and pop sleeper.

KENNY D.desc (Bearsville BGS 49197) Sugar (3:26) (Eve Knight Music/Unichappel Music — BMI) (W. H. Bryant)
The first fruit of a production pact between Bearsville and blues great Willie Mitchell, this track from Doss' upcoming "Movin' On A Feeling" LP is highly infectious.
THOUGHTS ON RADIO — "A new age has dawned for America and the ears is already calling it the 'age of uncertainty.' For radio broadcasters, I'm happy to observe that the term 'in vogue for us in the next ten years appears to be 'how beginnings.' As our nation faces some of its greatest challenges, radio is being reborn with a renewed sense of purpose underscored by our continuing commitment to serving public needs." These statements and other comments on radio deregulation, AM station and Lincoln outlooks for the '80s were included in an ABC Radio president Ben Hobberman in an article appearing in the February 1980 issue of the California Broadcasters Association Magazine. On deregulation, Hobberman said, "ABC emphasizes the concentration of economic and regulatory requirements to essential operation of radio stations in the 'public interest.' ABC believes that current mandatory requirements which could properly be eliminated include: application procedures, minimum program, percentages, restrictions on advertising and circulation and programming standards. We believe that the standard has worked well and should be retained. The FCC has not, however, provided the regulatory guidance under which the radio industry can pattern their operations and should decide whether or not additional advertising dollars; and, to create a new level of public service.

AVAILABILITY OF JOBS — Columbia School of Broadcasting has high hopes for its announcing and engineering graduates that he believes according to the U.S. Bureau of Labor Statistics. According to Broadcast, the late '70s, 33.6% growth for radio and television announcers is expected to increase 32.8%, and electrical engineer announcers will increase 28.6%. This indicates that successful job seekers in the new decade will be those who can combine a skill that is in demand with a willingness to relocate. Bureau statistics also showed that the demand for advertising agents will go up by 30.6% in the '80s. To help students widen their broadcasting skills, Columbia will soon be offering a radio/TV advertising time sales program.

DEE JAY PRIME TIME — To be broadcast on New York's WNYW-AM, Ed Koch, who made his first appearance at WNYW-FM NEW YORK, New York. Mayor Koch, as chairman of the WNYW-AM, was the first major figure to announce that an important new program focusing on the issue of AIDS was to be announced. The program, which will be broadcast daily in New York City, will cover all aspects of the AIDS crisis and will highlight the efforts of city and state officials to combat the disease.

STATION TO STATION — More FM rock concert news, as M105/Cleveland sent 18 names to the group's L.A. performance and 21 to the group's New York performance, and $105 spending money for each winner. M105 air personalities created nine different "walls" consisting of audio quiz' that listeners called then and received door prizes. According to M105 contest staff, the winners are chosen, close to 100 listeners tried to get through on the phone every hour, and the winners were chosen. M105 declared February as Pink Floyd Month and is in the process of giving away 105 "The Wall" LPs. In Philadelphia, WMMR's Jon Bon Jovi and Michael Picozzi gave away 500 soundtracks to the movie itself.

KOFM/Oklahoma City recently took first place in "Allie" Award honors for Best Single Market 30-second television spot: Best Self-Promotion, Media; Best Use of Illustration, color art, which was awarded for the KOFM Starring Andy McCarthy promotions. WMMR/Philadelphia saluted George Washington's birthday by honoring the founding fathers of rock 'n' roll, spreading the word daily featuring the music of Buddy Holly, Chuck Berry, The Beach Boys, The Association, Bill Haley & The Comets, Del Shannon, The Monkees & The Pappas and Otis Redding.

NEW JOBS — Jay Cooper was named program director at KERE/Denver. Michael J. Phillips was named program director for NBC FM, Radio, Phillips will be based at KYDS/Minneapolis and will be responsible for the format's sales and advertising. He will be responsible for the format's sales and advertising. He will be responsible for the format's sales and advertising.

WINDY AWARDS — Many of Chicago's top radio personalities gathered to present "Windy Awards" for outstanding Chicago produced radio commercials in 1979. The awards were presented at the Second Annual Greater Chicago Broadcasters Association Dinner held Feb. 6 at the Hyatt Regency Chicago. Pictured in the bottom row are: Chuck Ladd, WDAJ; host Gary Deich, Chicago Tribune; Sherron Kaplan, WBBM-AM; Clark Weber, WIND; and Peter Porter, WJUR. Pictured in the top row are: Jay-Allen Mitchell, WBBM-FM; Tori Hemmert, WXR1; Fred Winston, WYFY; Mike Lewis, WDOL; and Larry Lujack, WLS.

National Ad Accounts Spark Network, Syndication Battle

by Mark Albert and Michael Martinez

LOS ANGELES — Competition between radio networks and syndication companies for national advertising dollars, has been heating up over the last several months, a Cash Box survey has revealed. New network programming featuring exclusive interviews with publicists and live recorded concerts has become a visible product in an area that has traditionally been the main stay of syndication companies.

The biggest competition is in the sales area," said Ron Cutler, president and executive producer for Golden Egg. "The networks saw that special programming was very viable, especially for the national advertising dollar."

The results of the competition at this point consists of short-term features, networks are also beginning to compete with longer formats such as live concerts and rock personality profiles like NBC's recent feature on Chuck Berry. Some observers believe that networks will eventually compete with these new personalities, and features like the Wolfman Jack Show, Dr. Demento and the Charlie Tune Show, which are syndicated by Associated Features.

Culler also pointed out that the advertisers themselves cited networks and not other syndicators as Golden Egg's prime competitors. Golden Egg, like some of its contemporaries, relies heavily upon the barter system, by which the winners are made available to each station at no charge, with the company retaining a portion of commercial time for national advertising.

"In employing the barter system," Culler explained, "We live and die on the advertising dollar. That's where the battle is. There are more networks than syndication companies. We're outnumbered.

Competition Boosts Quality

Those surviving generally agreed that radio stands to gain from this competition. "From a programming standpoint, the product can only get better, and this is obviously good for the industry," stated Harvey Moosnick, vice president of RKO Radio. "Both networks and syndicators will have to meet the challenge in providing radio with top quality product."

Networks may have an edge with their ability to change on the fly, but there seems to be an overall

Former FCC Atty. Deny They Want RKO Stations

LOS ANGELES — A spokesman for three attorneys who last year lobbied for RKO products to form a broadcast company, has firmly denied speculation that the party was interested in purchasing RKO stations on the market due to a commission decision.

Sam Cooper, 32, former assistant general counsel for legislative liaison, said, "It has never been our intention to purchase any property or as result of the RKO decision. You won't see an application from us."

The FCC last month ruled that RKO General was not qualified to hold TV and radio stations, a decision that affected three TV stations, WNAC-TV/Boston, WOR-TV/New York and KHJ-TV/ Los Angeles.

Cooper, with Jim Winston, 31, former assistant to Commissioner Bob Lee, and Booker Wade, 35, former assistant to Commissioner Terry Brown, report that they are merely planning to form a partnership aimed at acquiring valuable communications properties. Cooper said that the group was not looking at any particular market.

The attorneys have retained counsel to spot potential properties and have begun contacting financial sources.

Cooper said that because of their work with the commission, there has not yet been proper time to organize their own efforts.
## FM STATION REPORTS - NEW ADDS/HOT ROTATION

### KYX-FM - AMARILLO - DON SITTON
- **ARTIST**: Knack, The, 38 Special, Eagles, Tom Petty, Jefferson Starship, Pat Benatar, Styx, Nazareth, Fleetwood Mac, Dan Fogelberg, Pink Floyd, J. Geils, Rush, April Wine, Rockets, ZZ Top, Neil Young, Romantics
- **LABEL**: Knack, 38 Special, Eagles, Tom Petty, Jefferson Starship, Pat Benatar, Styx, Nazareth, Fleetwood Mac, Dan Fogelberg, Pink Floyd, J. Geils, Rush, April Wine, Rockets, ZZ Top, Neil Young, Romantics
- **PRIME CUTS**: No Need For A Roof, Fools, The Night Is Young, Mr. Man, Life In A Girl's Mind
- **WEBS-FM - BOSTON - TONY BERARDINIKATE INGRAM**
- **ARTIST**: Bruce Cockburn, Dr. Strut, Flying Lizards, Fools, Dir Hamilton, Holy Lynch, Linda Ronstadt, Mahogany Rush, Private Lightning, Suzanne Finelli (45), Queen (45), Bells, ZZ Top, Bevin, Lening, Ivy Top
- **LABEL**: Pretenders, J. Geils, Tom Petty, Private Lightning, Heart, Clash, Fools, Pink Floyd, Marianne Faithful, "American Gigolo", With The Wilsons, Wilson, Pickett, Cliff Richard, Lee Lachsh, Ipyg Top
- **PRIME CUTS**: Hang On, Hold On, I'm Comin', Punk Rock, The Hard Line, Can't Stop

### WMV-FM - CLEVELAND - KID JOHN/JOHN GORMAN
- **ARTIST**: Heart, Linda Ronstadt, Fleetwood Mac, Director, Elvis Costello, Rachel Sweet, Suzanne Finelli (45), Joe Perry Project (45), Tubes (45)
- **LABEL**: Pretenders, J. Geils, Tom Petty, Private Lightning, Heart, Clash, Fools, Pink Floyd, Marianne Faithful, "American Gigolo", With The Wilsons, Wilson, Pickett, Cliff Richard, Lee Lachsh, Ipyg Top
- **PRIME CUTS**: Hang On, Hold On, I'm Comin', Punk Rock, The Hard Line, Can't Stop

### WKX-FM - DETROIT - JOHN DUNCAN
- **ARTIST**: Madness, Robin Trower, Linda Ronstadt, Elvis Costello, Rachel Sweet, Sue Saud, Nightstalker, Ben Carter, Lewis Jones, Aria Evans, The Ten Pound Lover
- **LABEL**: Specials, Bruce Cockburn, Gary Numan, Clash, Johnny Johnson, Pearl Harbor, Davis Bombing, Pretenders, Alia Katherdian, Rockwell, Eric, Steve Nunnelly, XTC, Romantics, Tom Petty, Pat McNet, Bob Mabry, Lee Lachsh, Searchers, Utopia, ZZ Top
- **PRIME CUTS**: Hang On, Hold On, I'm Comin', Punk Rock, The Hard Line, Can't Stop

### WCLF-FM - LAUDERDAME - MICHELE ROBINSON
- **ARTIST**: Linda Ronstadt, Heart, Warren Zevon, Shooting Star, Steve Walsh, Jackson, 45, Gentle Giant (45)
- **LABEL**: Pink Floyd, Tom Petty, ZZ Top, Jefferson Starship, Styx, Bad Boys, Dan Fogelberg, Pretenders, Rush, Queen (45)
- **PRIME CUTS**: Hang On, Hold On, I'm Comin', Punk Rock, The Hard Line, Can't Stop
FM STATION REPORTS — NEW ADDS/HOT ROTATION

WLR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN

KNX-FM — LOS ANGELES — MICHAEL SHEEHY
NOTS: None.
NOTS: Christopher Cross, Dan Fogelberg, Felix Cavaliere, Judd Tuzu, Frank Weber, Photography, Rose, Graham Nash, Charlie Daniels, Crash, Derringer, Judd Tuzu, Dan Fogelberg, Pat Benatar, Billy Burnette.

KFW-FM — LOS ANGELES — TED FERGUSON
NOTS: Linda Ronstadt, Warren Zevon, Heart.
NOTS: Chris Reel, J. Geils, Knack, Ruch, Babes, Dan Fogelberg, Bob Seger (45s, Queen 45s), Linda Ronstadt, Pat Benatar, BonJovi.

ZETA-4 — MIAMI — RON PARKER/STEPHANIE KNOX
NOTS: Linda Ronstadt, Chris Reel, Sonic Youth, "American Gigolo," GCS, Wisbech Ash

NOTS: Pink Floyd, Dan Fogelberg, Tom Petty, Styx, Pat Benatar, Pretenders, Rush.

WKOF-FM — NASHVILLE — ALAN SNEED/JOHN BRYANT

LINDBECK-FM — NEW YORK — SCOTT MUNI/MARY ANNE MINTY


PIZB-FM — NEW YORK — MEG GRIFFIN

NOTS: Pretenders, Elvis Costello, Specials, Clash, Sylvain Sylvain, Tom Petty, J. Geils, Ramones, Matchbox (impr), Cure, Bon Jovi (45s impr), Steve Forbert, Madness, Knack, Jam.

ZETA-7 — ORLANDO — BILL MIMS

NOTS: Pink Floyd, Tom Petty, ZZ Top, Dan Fogelberg, Molly Hatchet, Eagles, Utopia, J. Geils, Rocks, Nazareth.

WIBZ-FM — PARKERSBURG — LARRY SCHUSTER


WFOG-FM — PHILADELPHIA — HELEN LEICH
NOTS: Linda Ronstadt, Elvis Costello, Heart, Christopher Cross.


WYD-FM — PITTSBURGH — JIM KINNEY


NOTS: Graham Nash, Peter Green, Christopher Cross, Little Feat, Pink Floyd, "No Nukes," Bob Welch, Kenny Loggins, Steve Wonder, Eagles, Dan Fogelberg, Bruce Cockburn, Dr. Steve, David Sandborn, Nicotine Larson.

WWFE-FM — BOSTON — RICK BARKER/JOE COKK
HOTS: Heart, Wishbone Ash, Earthquake, Johnny Winter, Jackson Holland, Linda Ronstadt, Kayak, Pretenders, Ragdolls, UK.


KML-FM — SAN FRANCISCO — PAUL VINCENT


NOTS: Linda Ronstadt, Warren Zevon, Marc Tanner.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.


NOTS: Linda Ronstadt, Warren Zevon, Steve Forbert.
TOWER PROMOTIONS - A check with the Tower Records stores in the San Francisco Bay area reveals that they are at the Berkshire, Concord, San Francisco, Mountain View, Fresno and Campbell stores. There will be a drawing that will result in ten couples being awarded a "Pearl Harbor cruise" on the Blue and Gold fleet in San Francisco Bay. A second place of R&B Form 2I in conjunction with KKH radio, Columbia Masterworks and United Airlines. The grand prize will be a two-week for two in New York, March 24-31, with accommodations at the Plaza Hotel. The couple will be given tickets to see "Don Pasquale" at the Metropolitan House and "Mafalda" at the New York City Opera.

NEW YORK PROMOTIONS - Some new activity has been reported from the New York CBS office. The 26 World Record/T.S.S. locations and WLAF-FM are conducting a major Mafalda contest. A drawing will be held in which there will be 30 grand prize packages. The grand prize will be a "Flirtin With Disaster" gold record, picture disc and autographed album. Ten second prizes will be awarded: picture discs and autographed LPs, with ten third prizes of picture discs and album in addition, there is a merchandise contest for which the store manager who does the best job of displaying the LP will receive a gold record with five runner-up prizes of picture discs. A second promotion involving the Romans music is being conducted with the seven Crazy Eddie's stores and three college radio stations, NYC, Fordham and Rutgers. A New York City "Weekend Speer" is being offered to the winner. This will consist of tickets to a play, dinner and a horse and buggy ride for each of the three winners.

MORE STAR TREK NEWS - Several more stars have announced promotional activity involving the Star Trek LP. Korvettes in New York is displaying a pinball machine in its 31st Street store that forms the basis of the promotion. The contest, tied in with WKTU radio (92 AM), will run for four weeks. Contestants will be mailed entries to WKTU or fill out forms at the Korvettes store. Ninety-two winners will be selected at random, each receiving a Star Trek album. They then will be able to compete in a pinball playoff during the following week. The 20 highest scorers will receive customized tote bags designed at the New York CBS office. They will then be available at the store, with the winner receiving a trip for two to this year's convention.

OTHER ACTIVITY - Peaches, Kansas City, is conducting a large use for Nutts and Buttons, a local group. The LP is being given a heavy storefront along with distribution of buttons and sale of t-shirts. Some creative merchandising of the new Heart album, Sound Warehouse, San Antonio, is having customers complete entry forms with three trivia questions about the group. There will be a drawing with a grand prize of free membership to the International Fitness Center, and Peaches, Oklahoma City, is curiously pushy, is donating first and second place in the first Academy Awards. Feb. 14 and Feb. 28... Radio Doctors, Milwaukee, is holding a promotion along with WPLX. The station has formed a "Rock 'n Roll Air Force" club and any patron who comes into the store on a Wednesday and buys the album gets a discount. Peaches, Indianapolis, has a Bruce Cockburn "Dancing in the Dragon's Jaws" kit. Entries will register during February to be eligible for win Chinese keys.

CUSTOMER QUOTE OF THE WEEK: "I'd like to exchange this album. I listened to it, and frankly, it don't cut it." IN-STORE - Toto made an appearance at Charts, Phoenix, Feb. 4... Jane Oliver, with a huge in-store on Feb. 8, at the new Sam Goody store at Moosetown, New Jersey, drew close to 1,000 patrons. Whirlows showed up at National Record Mart, Oakland, Penn., Feb. 23... Lydia Lunch was at Tower, Seattle, Feb. 29... REGIONAL ACTIVITY - New Heart is strong everywhere, particularly in the Midwest and West... A John Lennon tribute from New York to sell Zeppelin is powerful in the west, with new sister Sledge selling best in the east.... Lee Lovich is strong on both coasts, and Brothers Johnson are breaking out of the east and south.

ENDS AND ODDS - More sales and openings. Gary's Records, Virginia, is holding a special sale to celebrate the 25th anniversary of Motown Records. All the "Greatest Hits" packages will be run on special sale during the last weekend in February. Disc Records, Texas, is going with a "LP into the 80's with the hottest music of the 70's" sale at its 10 stores. Albums from the 70's will be sold at reduced prices... Radio Doctors scored with a four-day "Honest George Washington" sale in which all albums were featured at $1.00 off the normal price. National Record Mart ran a grand opening sale at its new Columbus, Ohio outlet, Feb. 21-24. The first 1,000 customers received free t-shirts.

SINGLES BREAKOUTS

Korvettes - National
D'LANO
CAPTAIN AND THE TERRORS
TERI ERHARD
KISS
THE KA'S
LEONARD BERNSTEIN
NAZARETH
SING
LIEBERMAN - Denver
DAD BAND
KISS
CHUCK MANGIONE
RECORD AND TAPE COLLECTOR - Baltimore
GIL SCOTT-HERON
AND ERIK JAKON
PRINCE
GRAMMY NASH
DERRICK SLEDGE
ROBBY ROBERTSON
SPICIES - Miami
CHRISTIAN CROSS
FLYING LIZARDS
ANDY GIBB
KNACK
ROSE RECORDS/SOUNDS GOOD - Chicago
J.GEILS BAND
KNACK
MAMMOTH CHIN
ANNIE MURRAY
STYX
ROMANTICISM
IRIS SING
RECORD BAR - National
JOHN DENVER
DAD BAND
HEART
GEILS BAND
HEAT
KISS
LEON BONADONNA
WARRIN ZEVON
TOWER - San Francisco
J.GEILS BAND
HEART
HEAT
KISS
STEVIE RAY VAUGHN
KNACK
TOWN - Los Angeles
J.GEILS BAND
KNACK
LIEBERMAN - Kansas City
CROSS
BETH DONO
HEART
J.GEILS BAND
HEAT
PHARAOH MARINO AND MAMMOTH CHIN
ANNIE MURRAY
ROX
STEVIE RAY VAUGHN
TONY ORTEGA
VAN HALEN II
WHISPERERS
STRAWBERRIES - Boston
BETH DONO
LEON LOVICH
SUNSET EDGE
SUGAR HILL GANG
TAHAVES
AZ - Orlando
BETH DONO
FLYING LIZARDS
ANNIE MURRAY
HEART
SOMEBODY
LOVE
KISS
WARRIN ZEVON
PEACHES - Bethal Park
BETH DONO
KNACK
SUNSET EDGE
SYLVAIN JLYVAIN
CHARMS - Phoenix
CHRISTIAN CROSS
GREG & KIM
J.GEILS BAND
HEAT
KISS
LEON BONADONNA
CHUCK MANGIONE
SOUL SHACK - Washington
JOHN DENVER
HEART
KISS
TOM TRAVERS
WHISPERERS
PORT 'O CALL - Nashville
D.L. BYRD
DRAMATICS
ANDY GIBB
PHIL MCGEE AND FRIENDS
WILLIAM LONNBERG
MYSTICALS
ROBERT WINTER
BRAT PAINTER
TAYLORS
HARRY DADWARD
MUSIC STOP - Detroit
J.GEILS BAND
RICK AND THE LAMBS
RULS

TOP SINGLE BREAKOUT OF THE WEEK
RIDE LIKE THE WIND - CHRISTOPHER CROSS - WB

TOP ALBUM BREAKOUT OF THE WEEK
BEBE LE STRANGE - HEART - EPIC
THE RHYTHM SECTION

NEWS FROM ARISTA — At the recent Arista Records regional meetings held in Los Angeles, label president Clive Davis announced that Annette Franklin had been signed to a contract. Other highlights of the meeting included presentations of upcoming product from Raydio, The Three Degrees, The Average White Band, Gene Page (featuring Charlene Sylvers) and Dionne Warwick. Warwick’s new effort was produced by Steve Buckingham.

NEW ARRIVAL — Casablanca’s J ohry Busby and his wife Carolyn are the proud parents of a bouncing baby girl named LaVonnc Francisco.

BLACK OPPORTUNITY COMPANY FORMED — Data Black Public Opinion Polls Inc, is the first black-owned national survey and research organization devoted entirely to the study of the black American public. Data Black will focus on conducting four scientific local and national surveys annually for distribution to subscribers. Data Black is jointly owned by Dr. Kenneth Clark, president of the Clark, Phillips, Clark, Harris research consultancy, and Percy Sutton, chairman of the board of Inner City Broadcasting Corporation. For more information call James E. Booker Associates, Inc. at (212) 755-0842.

FCC CHANGE EEO RULING — After April 1, the FCC will start to review stations with five or more employees, to determine whether minorities or women are employed at a ratio of 50% of their availability within the local work force. Stations that have 11 or more employees will be required to have a 50% ratio of minority and/or women in their top four job categories. All stations with 30 or more employees will be subject to a complete EEO review.

RANDY BROWN TAKES OFF WITH CHOCOLATE CITY — Randy Brown’s first album for Cecil Holmes/Chocolate City Records, “Midnight Desire,” is easy on the ear, unlike an earlier project, since major stations including WOL, WURL, KFRC, WWJ, KATZ, WGG and others have added the single “We Ought To Be Doin’ It” Gearing up for a heavy push on Brown’s career, the company is organizing a showcase to make more of the public aware of what a fine performer he is.

BOOTH CHALLENGES FCC — Booth American Company informed the FCC that it will fight to keep its broadcast license and not succumb to the easy out with a “distress sale.” The two organizations will meet April 15 at a hearing that has been set by the FCC to determine whether this organization will keep its broadcast license and the two Detroit stations, WJLB and WZMK. John L. Booth II has been quoted as saying that the company is confident that when that organization’s total record is reviewed, the FCC will agree that Booth America Company is indeed qualified to hold the licenses of its two Detroit stations. Booth has owned WJLB since 1941, and it was the first station in Detroit to program specifically for the black community.

THE ENTERTAINMENT COMPANY MAGIC — The Entertainment Company, which has worked its magic on such top artists as Cher, Captain and Tennille, Tom Jones, and Thelma Houston, to name a few, is now waving that wand over a new group on MCA Records called Heat. The album was produced by Tom Saviano and David Wolfert and will be released in early March in the cover that is mirror black, embossed with burning letters that spell out H-E-A-T. The executive producers on the album are Gary Klein and Charles Kopplman.

TEAM WORK — Recording duo Nicholas Ashford and Valerie Simpson are in the process of producing Gladys Knight and the Pips’ upcoming Columbia LP. The husband and wife team are producing the album at A&M studios in Los Angeles. Pictures are (l-r) William Guest and Earl Paten of the group, Simpson; Ashton; Knight; and Earl “Bubba” Knight of the group.


<table>
<thead>
<tr>
<th>RANK</th>
<th>Charting Week</th>
<th>Album Title</th>
<th>Label</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2/23</td>
<td><strong>The Whispers</strong></td>
<td>KLG/Franklin</td>
<td>The Whispers</td>
</tr>
<tr>
<td>2</td>
<td>2/23</td>
<td><strong>The Stax Vol. 1</strong></td>
<td>Stax</td>
<td>William Bell, Booker T. Jones, et al.</td>
</tr>
<tr>
<td>3</td>
<td>2/23</td>
<td><strong>The Very Best Of Sam &amp; Dave</strong></td>
<td>Dunbar</td>
<td>Sam &amp; Dave</td>
</tr>
<tr>
<td>4</td>
<td>2/23</td>
<td><strong>The Best Of Al Green</strong></td>
<td>Atlantic</td>
<td>Al Green</td>
</tr>
<tr>
<td>5</td>
<td>2/23</td>
<td><strong>The Best Of Otis Redding</strong></td>
<td>Stax</td>
<td>Otis Redding</td>
</tr>
<tr>
<td>6</td>
<td>2/23</td>
<td><strong>The Best Of Aretha Franklin</strong></td>
<td>Atlantic</td>
<td>Aretha Franklin</td>
</tr>
<tr>
<td>7</td>
<td>2/23</td>
<td><strong>The Best Of Wilson Pickett</strong></td>
<td>Atlantic</td>
<td>Wilson Pickett</td>
</tr>
<tr>
<td>8</td>
<td>2/23</td>
<td><strong>The Best Of Sam Cooke</strong></td>
<td>Atlantic</td>
<td>Sam Cooke</td>
</tr>
<tr>
<td>9</td>
<td>2/23</td>
<td><strong>The Best Of Otis Redding</strong></td>
<td>Stax</td>
<td>Otis Redding</td>
</tr>
<tr>
<td>10</td>
<td>2/23</td>
<td><strong>The Best Of Al Green</strong></td>
<td>Atlantic</td>
<td>Al Green</td>
</tr>
</tbody>
</table>

**PROGRMMERS PICKS**

<table>
<thead>
<tr>
<th>Program</th>
<th>Station</th>
<th>Location</th>
<th>Artist</th>
<th>Album</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bill Chapel</td>
<td>KGFJ/Los Angeles</td>
<td><strong>We Ought To Be Doin’ It</strong></td>
<td>Randy Brown</td>
<td>Chocolate City/Casablanca</td>
</tr>
<tr>
<td>Jay Johnson</td>
<td>WYLD/New Orleans</td>
<td>Talk To Me</td>
<td>Dorothy Moore</td>
<td>Malaco</td>
</tr>
<tr>
<td>Linda Haynes</td>
<td>WURL/New York</td>
<td><strong>We Ought To Be Doin’ It</strong></td>
<td>Randy Brown</td>
<td>Chocolate City/Casablanca</td>
</tr>
<tr>
<td>Jay Bryant</td>
<td>WSK/Atlanta</td>
<td>Don’t Say Goodnight</td>
<td>Isley Brothers</td>
<td>T-Neck/CBS</td>
</tr>
<tr>
<td>Mike Hardaway</td>
<td>WENZ/Philadelphia</td>
<td>Don’t Say Goodnight</td>
<td>Isley Brothers</td>
<td>T-Neck/CBS</td>
</tr>
<tr>
<td>George Chester</td>
<td>KMJ/Metairie</td>
<td>Rocking Me In Your Arms</td>
<td>B brother</td>
<td>MCA</td>
</tr>
<tr>
<td>Jerry Rushlan</td>
<td>WEDR/Baltimore</td>
<td>Welcome Back Home</td>
<td>Back Home</td>
<td>Dramatics</td>
</tr>
<tr>
<td>Doug Blakely</td>
<td>WUFO/Buffalo</td>
<td>Can It Be Love</td>
<td>Teenie Marie</td>
<td>Motown</td>
</tr>
<tr>
<td>Brute Bailey</td>
<td>WIGO/Atlanta</td>
<td>Desire</td>
<td>The Masqueraders</td>
<td>Bang/CBS</td>
</tr>
<tr>
<td>Eddie Jordan</td>
<td>KWNF/Hartford</td>
<td>Emotion</td>
<td>Merry Clayton</td>
<td>MCA (Entire LP)</td>
</tr>
</tbody>
</table>
The Solar Ga

World Tour 1980
Produced by Dick Griffey

SAN CARLOS, CALIF.
SAN BERNARDINO, CALIF.
BATON ROUGE, LA.
PINE BLUFF, ARK.
NORMAN, OKLAHOMA
DALLAS, TEXAS
BIRMINGHAM, ALA.
LOUISVILLE, KY.
PITTSBURGH, PENN.

CLEVELAND, OHIO
KALAMAZOO, MICH.
COLUMBUS, OHIO
DAYTON, OHIO
TOLEDO, OHIO
OMAHA, NEB.
MILWAUKEE, WIS.
CHICAGO, ILL.
NEW YORK, N.Y.

BALTIMORE, MD.
SPRINGFIELD, MASS.
SAVANNAH, GA.
ORLANDO, FLA.
JACKSONVILLE, FLA.
MIAMI, FLA.
KNOXVILLE, TENN.
HUNTSVILLE, ALA.

MOBILE, ALA.
COLUMBUS, GA.
AUGUSTA, GA.
ATLANTA, GA.
SACRAMENTO, CALIF.
TRENTON, NEW JERSEY
SAN ANTONIO, TEXAS
YOUNGSTOWN, OHIO
SEATTLE, WASH.
laxy Of Stars

Featuring "Second Time Around" BXL-13479
Shalamar

Featuring "And The Beat Goes On" and "Lady"

TULSA, OKLAHOMA
AUSTIN, TEXAS
LAS VEGAS, NEVADA
FRESNO, CALIF.
SAGINAW, MICH.
MONTEREY, CALIF.
OAKLAND, CALIF.
RICHMOND, VA.
TAMPA, FLA.

CHARLOTTE, N. C.
SHREVEPORT, LA.
JACKSON, MISS.
COLUMBUS, S. C.
WILMINGTON, DEL.
GREENSBORO, N. C.
DENVER, COL.
HARTFORD, CONN.
LAKE CHARLES, LA.

PHILADELPHIA, PENN.
WASHINGTON, D. C.
NEW ORLEANS, LA.
BOSTON, MASS.
KANSAS CITY, MO.
INDIANAPOLIS, IND.
SAN DIEGO, CALIF.
CHARLESTON, S. C.
GREENVILLE, S. C.

NEW HAVEN, CONN.
BEAUMONT, LA.
LOS ANGELES, CALIF.
DETROIT, MICH.
HOUSTON, TEXAS
MEMPHIS, TENN.
NORFOLK, VA.

Manufactured and Distributed by RCA Records
WAW — ATLANTA — DOUG HARRIS, PD

WWIN — BIRMINGHAM — JAMES MORGAN, PD

WWGM — PHILADELPHIA — DOUG HARRIS, PD
Word Music Notes Increase
In 1979 Copyright Income

NASHVILLE — Word Music, the publishing division of Word, Inc., has seen a 20% increase in total copyright income for 1979, according to Don Cason, assistant director of A&R and music publishing. Cason attributes the increase to growth in the areas of sheet music and performance royalties.

Under the direction of Stan Moser, senior vice president of records and music, and Buddy Huey, vice president and director of music, the publishing division has seen continued and constant growth over the past several years.

Established in 1967, Word is one of the country's major gospel music publishers, holding more than 30,000 copyrights. The major catalogs, Word (ASCAP) Dayspring

Dates Set For 1980 Estes Park

NASHVILLE — The annual gathering at Estes Park of Christian artists and gospel industry leaders will take place July 27-29, according to Jim Floria, head of the Christian Artists Corp., sponsor of the event. This year will mark the sixth annual Christian Music Seminar.

More than 1,500 registrants are expected to attend the week-long event, including over 400 artists, with 45 states represented as well as several foreign countries.


Registrants will have over 100 seminars and workshops to choose from, many especially for music leadership. Classes will be led by publishers, artists, songwriters, recording company executives, agents, and management personnel, and church music professionals. Reading sessions will be held by most of the leading publishers of gospel music with over 15 companies presenting new and standard material from their libraries.

PTL Under Investigation

NASHVILLE — The Federal Communications Commission is investigating the financial records of the Charlotte-based PTL, a faith-based television network, according to Jim Bakker. The FCC is investigating allegations that the organization, which produces the nationally syndicated PTL Club religious show, solicited money from supporters for specific purposes but spent the money elsewhere, in violation of FCC rules.

Bakker testified in a closed FCC hearing during November, 1979, but on Jan. 8 he allegedly refused a subpoena directing him to testify again and turn over more PTL documents.

The FCC has jurisdiction over the PTL (continued on page 33)
GOSPEL

GMA Nashville Week Set For Late March; Will Culminate With Dove Awards

NASHVILLE — The Gospel Music Association has finalized plans for its 2nd annual Gospel Music Week set for March 24-26. Executives from all facets of the gospel music industry and numerous artists will be on hand for the four-day event, spotlighting fellowship and learning experiences during the expanded agenda of seminars, workshops and showcases culminating in the 11th annual Dove Awards presentation and banquet, March 26.

Artists James Blackwood, Pat & Shirley Boone, the Boone Girls, Terry Bradshaw, Shirley Caesar, Chris Christian, Andrew Cuerver, Dino & DiBello Kartenolis, Hovie Lister, Dottie Rambo, George Beverly Shea and Marjorie Wilkin will join RCA's Tony Brown, Gospel Music Association executive director Don Butler, gospel deejay Bishop Al Hobbins, BMI vice president Francois Preston, and Mannie Music president Hal Spencer to present Dove awards to the winners in 16 categories. They will also present Dove awards and announce inductees to the Gospel Music Hall of Fame.


Label Showcases

Various labels will present new artists at two showcases on March 24 and 25. Each evening will feature the Gospel Music Spectacular 1980, a concert by top talents in the black, contemporary, inspirational and traditional gospel fields. Among the artists appearing are the Imperials, the Florida Boys, the Williams Brothers, and Almiret, Foley and Moore.

The week will climax with the March 26 Dove Awards presentations, when music will be provided by Popey Bredert and Truth with Paul Sparks as guest conductor. Co-hosts for the evening will be the husband and wife teams of Bill & Gloria Gaither, Walter & Tramaine Hawkins and Paul & Katie Lee Johnson.

Registration for all Gospel Music Week activities including the Dove Awards is $100 per person. For further information contact the GMA office at P.O. Box 23201, Nashville, Tenn. 37202 (615) 242-0303.

PTL Under Investigation

(continued from page 30)

because it owns a television station; otherwise, Bakker and his counterparts could not be held responsible for any alleged wrongdoing since their only involvement with the show is in a production capacity.

The FCC investigation stems from broadcasts on PTL-owned WJAN-TV in Canton, Ohio. The FCC is trying to determine if the money solicited during that broadcast was spent for the purposes intended.

Bakker contends that PTL has disclosed all financial information, but the FCC and Better Business Bureau disagree. On a BBB list of charitable organizations, the PTL is listed among those which do not meet the BBB's standards for charitable solicitations.

Chalace Music Packs

With Distrib. By Dave

NASHVILLE — An exclusive western region distribution pact has been announced between Chalace Music and Canoga Park, Calif.'s Distribution by Dave, according to Law Andrews, president of Chalace Music. Chalace, based in Tacoma, Wash., has albums by Bob & Joy Cull and Keith Hawkins in its catalog, with a new release by Bob Cull slated for April.

Birdwing Announces Easter Discounts

and In-Store Merchandising Campaign

NASHVILLE — Birdwing Records has created a new Easter display that will feature self-supporting floor displays colored a bright red, blue and yellow. It is designed to hold 80 records and taxers.

The display is designed to feature six albums on Birdwing: "Come To The Quiet" and "The Lord's Supper" by John Michael Talbot; "The Messiah" by the London Philharmonic Orchestra and Choir; "New Morning, Every Morning," "Joy Of The Lord" and "Communion" collections from the New Creation Singers. The display is offered free with any order of 50 or more pieces of these albums from Birdwing, a division of Sparrow.

Birdwing is also offering a special discount of 43% for orders of 50-99 pieces and a 45% discount for orders of 100 or more pieces. The special discount merchandise and display ships March 3.

Word Releases Catalog Guide To Black Gospel

NASHVILLE — Word Distribution has produced a special "Complete Guide To Black Gospel" catalog for its music distributors and retailers, to emphasize and promote their heavy involvement in the black gospel record and music field.

Artists featured in the catalog include Andrae Crouch, Walter Hawkins, Dianne Bell, Jessy Dixon, Tramaine Hawkins, Teddy Huffman and the Gems, the Rev. Jesse Jackson, and his "Push For Excellence" album, Leon Patillo, Billy Preston, Nedra Ross and Billy Thedford.

CASH BOX

Subscription Blank

1775 BROADWAY • NEW YORK, N.Y. 10019 • (212) 586-2640

NAME ____________________________

COMPANY __________________________

ADDRESS BUSINESS ____________ HOME ______

CITY ____________ STATE ____________ ZIP ____________

NATURE OF BUSINESS ____________ PAYMENT ENCLOSED

DATE ____________ SIGNATURE

USA ____________ OUTSIDE USA FOR 1 YEAR

☐ 1 YEAR (52 ISSUES) $90.00

☐ 1 YEAR FIRST CLASS/AIRMAIL $150.00

including Canada and Mexico

☐ 2nd YEAR $75.00

☐ 2nd YEAR FIRST CLASS/AIRMAIL $110.00

☐ 1ST CLASS STEAMER MAIL $125.00

Please Check Classification Below

☐ DEALER

☐ ONE-STOP

☐ DISTRIBUTOR

☐ RACK JOBBER

☐ PUBLISHER

☐ RECORD CO.

☐ DISC JOCKEY

☐ JUKEBOXES

☐ AMUSEMENT GAMES

☐ VENDING MACHINES

☐ OTHER

Cash Box/March 1, 1980
<table>
<thead>
<tr>
<th>Top 75 Albums</th>
<th>Women On Chart</th>
<th>Tracks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Kenny</strong></td>
<td>1,23</td>
<td>1,23</td>
</tr>
<tr>
<td><strong>50</strong></td>
<td>1,27</td>
<td>1,27</td>
</tr>
<tr>
<td><strong>73</strong></td>
<td>4,45</td>
<td>4,45</td>
</tr>
<tr>
<td><strong>49</strong></td>
<td>3,9</td>
<td>3,9</td>
</tr>
<tr>
<td><strong>IS</strong></td>
<td>3,8</td>
<td>3,8</td>
</tr>
<tr>
<td><strong>71</strong></td>
<td>3,8</td>
<td>3,8</td>
</tr>
<tr>
<td><strong>38</strong></td>
<td>1,11</td>
<td>1,11</td>
</tr>
<tr>
<td><strong>11</strong></td>
<td>2,17</td>
<td>2,17</td>
</tr>
<tr>
<td><strong>21</strong></td>
<td>1,17</td>
<td>1,17</td>
</tr>
<tr>
<td><strong>17</strong></td>
<td>1,11</td>
<td>1,11</td>
</tr>
<tr>
<td><strong>38</strong></td>
<td>1,11</td>
<td>1,11</td>
</tr>
<tr>
<td><strong>g</strong></td>
<td>5,9</td>
<td>5,9</td>
</tr>
<tr>
<td><strong>42</strong></td>
<td>5,9</td>
<td>5,9</td>
</tr>
<tr>
<td><strong>59</strong></td>
<td>5,9</td>
<td>5,9</td>
</tr>
<tr>
<td><strong>10</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>23</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>54</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>51</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>69</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>14</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>61</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>40</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>32</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>39</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>36</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>64</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>58</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>73</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>47</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
<tr>
<td><strong>28</strong></td>
<td>5,8</td>
<td>5,8</td>
</tr>
</tbody>
</table>

**Capitol And UA Consolidate Country Promotion Staffs**

by Don Cutis

NASHVILLE — The United Artists and Capitol labels combined their country promotion staffs Feb. 19 in Nashville. In a consolidation move that also affected the R&B promotion teams for the labels in Hollywood (See separate story, page 7), Capitol/United Artists/EMI America president Don Zimmermann announced that Lynn Shults will head the Group's Nashville operation, with Jerry Seibolt in charge of country promotion.

As explained by Zimmermann, the consolidation under Shults, head of Capitol's Nashville operations, and Seibolt, head of United Artists' Nashville unit, means that the UA promotion team will now handle acts on both labels.

As a result of the consolidation and UA's assumption of country promotion duties, four employees were terminated on Feb. 19. Among the staffers terminated were Ed Keeley, head of Capitol's country promotion unit, Jack Pride and Chuck Flood, also.

Production Co.

work on the motion picture, "The Last Married Couple in America," and many television specials, including "George M" and "S Wonderful, S Marvelous, S Gershwin.

Hagan was the producer of "instant specials" for 20 years with NBC News, which included "American Revolution of 63" and "The Cuban Missile Crisis." Hagan was also the first producer of the Country Music Association Awards Show.

**Thunderbird Signs Three Artists To Roster**

TULSA — Thunderbird Artists, a division of the Jim Halsey Company, has added Kenny Rogers, Riders In The Storm and Charlie Daniels Band to its growing roster of talent.

WHICH COMES FIRST, THE HIT SINGLE OR HIT ALBUM?
WITH US, BOTH.

RAY STEVENS
"SHRINER'S CONVENTION"
BB26* CB33* RW 32*

CHARLEY PRIDE "HONKY TONK BLUES"
BB25*CB25* RW 24*

DANNY DAVIS & WILLIE NELSON "NIGHT LIFE"
BB 37* CB45* RW 44*

RCA
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
CMA Is Promoting Worldwide Popularity Of Country Music

NASHVILLE — In an effort to further promote country music in the international market, Country Music Association (CMA) executive director Jo Walker and RCA recording artist Jeanne Pruett attended several country music festivals in Australia in January. Walker extended her travels to cover New Zealand in early February, where she met with principles in the country music industry in that country.

Walker attended Pruett's off their two-week stay in Australia with the Australian Country Music Jamboree in Melbourne, a week-long event held by the city's Free Entertainment in Parks (FEIP) program. The Jamboree began Jan. 14, and offered several days of entertainment by country artists and musicians, including the Hawking Brothers, 1901, Colin Millington, Dena, Country Outcasts, Rupe Adams, Silverwater, Jean Stafford, Kevin Hannah, Cash Backman and Ambush and Barry Leuders and Stoney Creek.

On Jan. 28, following the Australian Grand Old Opry show, Presidents of Country Music Clubs' Awards and the Southern Hemisphere Awards were presented, with Walker and Pruett taking part in the ceremonies. Winners of the awards were as fellows: Most Popular Soloist — Chad Morgan; Female Vocalist — Donnalyn; Male Vocalist — Johnny Chester; Album — "Wandong"; Instrumentalist — George Xanthos; Potential Artist or Band — Peter Cauldon; and Country Band — The Hawking Brothers.

Hank Williams Play Premieres In Houston

NASHVILLE - The premier of "Hank Williams - The Show He Never Gave" has been set for Houston, Tex., where it will play at the Tower Theatre for four weeks, beginning March 10.

This play has been brought to the U.S. from Canada, after a national tour in 1977-78, by Wesley Rose of Acuff-Rose in Nashville, owner of the copyrights for the Hank Williams' catalog. Star of the show is Canadian-born performer Snerry Waters, who portrays Hank Williams.

The show was written by Maynard Collins and the production has been newly staged and directed for its Houston premiere by Milton Moss. Supporting cast members include George Essay, David Harvey, Doug Orr and Joel Zifkin.

The play takes place in the fictitious setting of a concert hall on New Year's Eve, 1952, which is the day before Williams died on route to a concert in Canton, Ohio.

Before continuing to Tamworth for the Australian Country Music Festival and Awards, Walker and Pruett made side trips to Sydney, where they gained exposure through various newspapers and radio stations, including 2WU, 2SM and 2KY. In Brisbane, Pruett and Walker taped a segment of Reg Lindsay's syndicated television show.

Australian Awards

On Jan. 27, Pruett and Walker attended the Australian Country Music Awards, sponsored by Radio 2TM in Tamworth. The show was held at the Lansdowne Theatre, were receiving the most votes from a panel of industry judges. Nominations for the awards are made by record and publishing companies for material wholly recorded and released in Australia and New Zealand by recognized country artists between Nov. 28, 1979, and Nov. 26, 1979. RCA country artist Charley Pride was on a 16-date tour of New Zealand, attended the Awards show and presented Male Vocalist of the Year Reg Lindsay with his award.

The categories and winners are as follows: Best New Talent — Allan Casswell; Best Vocal Group — 1901; Best Female Vocalist — Pruett (continued on page 48)

The Kendall Strike Canadian Platinum — Ovation Records artists The Kendalls were recently honored with their first Canadian platinum album at a Jan. 31 concert appearance in Hamilton, Ontario. The L.P., "Heaven's Just A Sin Away," is the fifth country album to certify platinum in Canada. Pictured (l-r) are: Jeanne Kendall; Dick Schory, president of Ovation; Royce Kendall, A&R director; and Ed Preston, RCA/Canada vice president and general manager.

Bruce Talent Agency Now Bringing Many New Advertisers To Nashville

by Jennifer Bohler

NASHVILLE — Patsy Bruce is no neophyte when it comes to the music business. She and Ed Bruce are the composers of such popular songs as "You're Gonna Love Me When I'm Not Around," "You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Handling some 300 clients, the company has effectively established Nashville as a hotbed of talent, and has enabled the city to break into the lucrative market of radio and TV commercials.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.

Serves Major Accounts

National accounts the Bruce Agency has supplied talent to reads like a who's who in the advertising business. Among its clients the agency claims Master Charge, Kellogg's, Chrysler, Datson, Levi Strauss, Frito-Lay, Sears, Firestone and Stroh's Beer.

Recording and movie credits are equally impressive. Patsy Bruce has casted extras in the movies "Coal Miner's Daughter," "Mudor in Music City" and "Concrete Cowboy." She also had a hand in "Representing You Babies Grow Up To Be Cowboys" and "Texas When I Die." They are also founders of the Bruce Agency in Nashville, a successful talent agency which places entertainers with national advertising accounts, television series and movies.
SINGLES REVIEWS

JOHN ANDERSON (Warner Bros. WBS 49191)
She Just Started Liking Cheatin' Songs (2:22) (Pi-Gern - BMI) (K. Robbins)
A super country song from the singer whose "Lyny Red Eyes" climbed the charts. It's a country song all the way with a hook you have to grab any ear. This could be a very big record for Anderson - it's perfect for jocks and radio.

EDDIE RABBIT (Elektra E-46513-A)
Sone Too Far (3:22) (Debbie Brooks - BMI) (E. Stevews-E. Rabbit-D. Malloy)
Some nice guitar work opens up this pop-flavored sound from Rabbit that has a poppy beat. It's about falling in love and it sounds like he's giving all the way - and so is this record.

JEANNE PRUETT (IBC 00008)
Temporarily Yours (3:19) (Bobby Fischer - ASCAP/Tuff - BMI) (B. Fischer-S. Throemtechnon)
Her follow-up to "Back To Back" should assure Pruett of having back-to-back hits. Her sweet country sound wraps itself around a solid song with a strong chorus. Will be a permanent favorite.

BEN COLD (Sunbird S-104-A)
The Rambler (3:52) (Writers Night, ASCAP) (D. Schults-S. Woolley)
It's been awhile since Ben Colden's been heard but he's making a strong comeback with this comic take-off of "The Gambler." The record is a scream and listeners will scribble for more.

LARRY GATLIN AND THE GATLIN BROTHERS BAND (Columbia 1-11219)
Looking For Some Love (3:30) (Larry Gatlin - BMI) (L. Gatlin)
Gatlin's expansive vocal range is amply displayed here as he sings his soft-paced number about falling in love with another consenting party. Nice, MOR type sound.

ED BRUCE (MCA MCA-4157)
Drasin' (3:45) (Newkeys/Sugirlam/Sister John - BMI) (R. Rogers)
The deep resonant voice of Bruce never sounded better than this on number about a cheatin' woman he'd like to cheat with.

SINGLES TO WATCH

EDDY RAVEN (Dimension DS 1005)
Dealin' With The Devil (2:33) (Milene Music ASCAP/Acutt-Rose Publishing, Inc. - BMI) (Eddy Raven/Sanger D. Shaler)

LARRY G. HUDSON (Mercury 7-1015)
I Can't Cheat (3:05) (Larry G. Hudson Music - BMI) (Larry G. Hudson)

FREDDY WELLER (Columbia 1-11221)
I'll Never Fall In Love Again (3:20) (Larry Gatlin - BMI) (L. Gatlin)

CARLENE CARTER (Warner Bros. WB 49155)
Old Photographs (3:52) (Song Of Cash - ASCAP) (C. Carter)

JUICE MARERO (Charo CH 142)
Love That I'm Feeling (2:56) (Mr. Mort Music - ASCAP) (James Reeves)

KITTY WELLS (Ruthoca 126b)
Old Milwaukee's Talking (1:47) (Milene Music - ASCAP) (Kallie Jean)

AMY (Decade DC-12108)
Storybook and Song (3:11) (Pinball Music - BMI) (J. Rae/L. Fishlove)

PAUL EVANS (Cincinnati Music BMI)
Stairway To Heaven (3:58) (BMI)

Good Neighbor (3:03) (Port Music, Inc./Trajames Music - ASCAP) (Paul Evans)

MELISSA LEWIS (Door Knob DK R0-122)
The First Time (2;25) (Limmbo Publishing - BMI) (Moe Phillips/Doug Zepf/Opheilia Casper)

ALBUM REVIEWS

FREE AND EASY - Faron Young - MCA MCA-3212 - Producer: Eddie Kilroy - List: 7.98
The smooth country voice of Faron Young never sounded better than on this collection, produced by Eddie Kilroy. The selection of songs is superb, allowing Young to show his versatility. Kilroy's production aids each song with the right touch. Best cuts include "I Took It Like A Man, Cried Like A Baby," "As Usual" and "The Woman In My Bed."

The Daddy of all the bluegrass pickers has released this album, recorded at his annual Bean Blossom festival in Indiana, on which the premier bluegrass festivals hold. There's some fast pickin' and hot licks here and the best include "Little Cabin Home on the Hill," "The Little Girl And The Dreadful Snake," and "Molly and Tenbrooks Medley."

TOGETHER WE DRIFTED APART - Freddy Fender - Starlite 36284 - Producer: Huey Meaux - List: 7.98
The Tex-Mex sound of Freddy Fender is as soulful as ever and his collection includes producer Huey Meaux mix it in with ballads and up tempo toppers that are well suited to Freddy's voice. There are also some songs sung partly in Spanish and partly in English - a Fender trademark. Best cuts include the title, "Give me Another Tequila," "It's Gonna Be Easy," "Give It All To Me" and "Please Talk To My Heart."

KENNY DONATES GAMBLER COSTUME - Singer, actor, and performer Kenny Rogers recently donated the costume he wore in the TV movie "Kenny Rogers As The Gambler" to The Country Music Hall of Fame and Museum. Set to air in April or May on CBS, the film will feature Rogers as the lead character in the movie based on his #1 record. Pictured with the costume and Rogers is Bill Ivey (r), director of the Country Music Foundation.

Cash Box/March 1, 1980
THE COUNTRY MIKE
KFDI LISTENERS DONATE TO SAVE LIVES - Two policemen were recently shot in Wichita, Kan. One was fortunate to be wearing a bullet-proof vest and was saved; the other was not so fortunate and was killed in the line of duty. The incident prompted KFDI/Wichita to begin an on-air promotion Feb. 16 to raise money to buy bullet-proof vests for the police department, according to station PD Don Wylde. "We realized that it would not only collect enough for the police department, but also enough to equip the entire sheriff's staff. When the day was over, listeners donated over $45,000. This combined with a $12,000 donation was enough to provide vests for both the city and county police and sheriff departments. Good work, KFDI!"

MUSIC DIRECTOR PROFILE — Bob Guerra MD at KNEU/Oakland has been involved in radio for 10 years since graduating from Brown Institute in Minneapolis in 1976. Bob began his career at a degree in business as an operations manager, KOKE, P.O. Box 1208, Austin, Tex. 78767. According to Scott Seiden, MD, WQQT/Savannah is looking for a day time personality. Opportunity for a small market person to move up. Send tapes including a production sample and resume to WQQT, P.O. Box 250, Savannah, Ga. 31402.

SANDY JUAN BAPTISTA — March of Dimes Horseback Ride — Lonnie Bell MD at KOYN/Billings, Montana discovered a unique way to raise money for the March of Dimes. Its called the Yellowstone Valley March of Dimes Horseback Ride. It started quite by accident back in 1955. Lonnie was given a horse from Don Todd, a rancher from Red Lodge. Bell did not have a trailer to transport the horse; so Todd challenged Bell to ride the horse the 66 miles from Red Lodge to Billings. The four local businesses was enough to provide horses for the event. Lonnie was given the horse from Don Todd, a rancher from Red Lodge. Bell did not have a trailer to transport the horse; so Todd challenged Bell to ride the horse the 66 miles from Red Lodge to Billings. The four local businesses was enough to provide horses for the event. Lonnie was given the horse from Don Todd, a rancher from Red Lodge. Bell did not have a trailer to transport the horse; so Todd challenged Bell to ride the horse the 66 miles from Red Lodge to Billings. The four local businesses was enough to provide horses for the event.

Radio Seminar Awards Two Scholarships To Students

NASHVILLE — The Country Radio Seminar has awarded its 1980 scholarships to two students majoring in broadcasting, according to Roger C. Wei, president of the University of Kansas. Both students are actively involved in the broadcasting field.

"Croy has held a variety of positions and responsibilities at the campus radio station, WMMK-FM. She also has an on-air job at WMMK-FM and a public service role in the community," Croy said. "I've been working in radio since high school and have loved every minute of it. A broadcasting career is one of the most exciting and dynamic fields today.

Wilson is the PD of the university station, KJHK, and is an intern at KKYU, Kansas City. "There are so many responsibilities that I've been able to realize at this point," Wilson said. "My main goal now is to get myself as busy as possible to handle them all."

To qualify for a grant, students must be enrolled at an accredited institution of higher learning, be pursuing a degree in broadcasting or telecommunications, be an upperclassman maintaining a B average, have a financial need, and work a minimum of 10 hours per week for the school's communications department. At the date, the Seminar has awarded $15,000 to deserving students over the past five years. In addition to the year's universities, schools which have benefited from the scholarship fund include Texas Tech, Seton-Hall University, Middle Tennessee State University and the University of Nebraska.
<table>
<thead>
<tr>
<th>Album Name</th>
<th>Artist</th>
<th>Label</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 40 Jazz Albums</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>ONE ON A WEEKS</td>
<td>Bob James &amp; Earl Klugh</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>EVERY GENERATION</td>
<td>Ronnie Laws</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>AMERICAN GARAGE</td>
<td>Pat Metheny Group</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>HIROSHIMA</td>
<td>Arthur Crudup</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>ANGEL OF THE NIGHT</td>
<td>Angelique Rollins (GRP/Avco 501)</td>
<td>17</td>
</tr>
<tr>
<td>6</td>
<td>RISE</td>
<td>Herbie Hancock</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>FUN AND GAMES</td>
<td>Charlie Mingus (GRP/Avco 3715)</td>
<td>15</td>
</tr>
<tr>
<td>8</td>
<td>A TASTE FOR PASSION</td>
<td>Jean Luc Ponty (MCA 378)</td>
<td>20</td>
</tr>
<tr>
<td>9</td>
<td>A BEST OF FRIENDS</td>
<td>Lenny White (GRP/A&amp;M 2053)</td>
<td>7</td>
</tr>
<tr>
<td>10</td>
<td>NO STRANGER TO LOVE</td>
<td>Roy Ayers (Polydor PD-L 414)</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>THE DANCE OF LIFE</td>
<td>Harold Brown (LAX/MCA 2020)</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>MORNING DANCE</td>
<td>Spyro Gyra (Polydor NF 3004)</td>
<td>14</td>
</tr>
<tr>
<td>13</td>
<td>STREET BEAT</td>
<td>Tom Scott/Coltrane (GRP/Avco 3201)</td>
<td>15</td>
</tr>
<tr>
<td>14</td>
<td>THE WALL WITHOUT STIK-HOPER</td>
<td>DUKKO (MCA 3160)</td>
<td>16</td>
</tr>
<tr>
<td>15</td>
<td>8:30</td>
<td>The Weather Report (Atlantic FC2 3629)</td>
<td>17</td>
</tr>
<tr>
<td>16</td>
<td>PRESSURE</td>
<td>L.A.X (MCA 3195)</td>
<td>18</td>
</tr>
<tr>
<td>17</td>
<td>THE BEST OF JOHN KLEMMER VOLUME 1</td>
<td>David Murray (A&amp;M 2-0414)</td>
<td>18</td>
</tr>
<tr>
<td>18</td>
<td>WATER SIGN</td>
<td>The Jeff Hecker Fusion (Arab AB 4254)</td>
<td>20</td>
</tr>
<tr>
<td>19</td>
<td>GENETIC WALK</td>
<td>Norman Watt (50th Century Fox/GRP T1000)</td>
<td>23</td>
</tr>
</tbody>
</table>

**Jazz Album Picks**

- **MAGICO** — Haden, Garbarek and Gismonti — ECM ECM-7-7775
- **SAYONARA** — Healing of the Heart — MCA MCA-3160
- **JACOB'S LADDER** — Bobby Jones — MCA MCA-3175
- **THE SOUTHERN CROSS** — Ronny Laws — Sony STR800
- **THE SWEETEST THING** — Sarah Vaughan — Capitol/Verve

**Comings and Goings**

- For a working jazz musician, the bar blues is your bread and butter as well as a means of apprenticeship. Sequestered off to the side of the action on a bandstand, often playing for inattentive audiences, a real musician is challenged to pull the strands of inspiration through which he can escape. Seated Seventeenth Avenue bar, the Angry Squire, one night recently for a quick snort, Cash Box was surprised to see pianist/vocalist Amina Claudine Myers holding forth with a trio on the elevated bandstand. Though she’s usually associated with the avant garde through her work with people like Don Cherry, Ralph Tamone, Michael Richard Abramson, and Dan Jenkins, Amina’s grasp of the jazz tradition and her regal, dignified beauty recall the great Mary Lou Williams. We came on in the heels of Eltington’s “Take The A Train,” which Meyers has been known to sing with a rich bluesiness and driving two-handed harmonies. On “Summertime,” bassist Bob Cunningham’s immaculate arco mandolin was spot on, the quintet looking clean of the usual cliches, propelling the tune from deep melancholy to exultant song, and guest drummer Phillip Wilson provided gossamer colors and intricate accents at a dynamic level so soft it felt like the human breath. Trombonist Joseph Bowie is no stranger to the bar blues either, his early mid-western musical experiences having been dotted with carnivals, rock and roll and late night R&B. His new punk jazz band, Defunkt, is dedicated to the jazz impulse, and their inspired performance at the rock club Hurrah reflected both the rock roll raving-up of seminal Detroit rock bands like MC5 and the very early funk of the Dinks. Defunkt’s “newest” and most recent release, “Are You Experienced” Jami Hurwitz, is heavily influenced by Miles Davis, constructs a concise instrument line on a post-bop beat, making the music more active, and it’s a new album that was recorded during a workshop on an all-night radio show on WBAI in New York. Defunkt’s bold approach to jazz modernism is all the more thrilling when you consider the band’s potential and the reverberations of the much more ambitious—though less consistent—work of the 1940s New York Band. This new album is a development of that sound, and works like a development of that sound. It is, however, a work that is both more focused and more adventurous. The band’s approach to jazz is characterized by a mixture of strong musical ideas and an openness to new sounds and ideas. The result is a music that is both challenging and exciting, and that is sure to appeal to fans of both traditional and experimental jazz.

**Helping Hands**

- “The Universal Jazz Coalition, Inc. (UJ), under the leadership of executive director Cobin Narita, has been providing guidance and technical assistance to New York jazz musicians for many years, with an emphasis on fostering a dialog between the creative and business-minded needs of the music industry. Last month at the Jazz Gallery (55 W. 19th Street), the UJ held a conference on the jazz record industry with panelists Vernon Slaughter (CBS), Elliot Horne, (RCA), Bob Hurwitz (ECM), and Andre Bowers (Epic/Spa). The panelists discussed topics such as the role of the record label in the promotion and marketing of jazz music, the importance of live performances and recordings, and the challenges faced by jazz musicians in today’s music industry. The conference was attended by jazz musicians, record producers, and industry professionals, and was a valuable resource for anyone interested in the jazz music industry.”

**DUKE ELLINGTON/SONG BOOK ONE** — Sarah Vaughan — Pablo Vivo 2312-111 — Producer: Norman Gronz — List: 8.98

- This has been followed by a series of recordings by Sarah Vaughan, who has been featured in a number of jazz festivals and concerts. These recordings have been well-received and have helped to establish her as a leading pop singer. Sarah Vaughan’s voice is described as sweet and melodic, with a strong range and emotional depth. Her ability to convey the lyric and melody of a song is said to be effortless.

**DUKE ELLINGTON/SONG BOOK TWO** — Ella Fitzgerald — Verve VE-2-2355 — Producer: Norman Gronz — List: 8.98

- The album features Ella Fitzgerald, one of the most influential jazz singers of all time. Fitzgerald’s voice is characterized by a rich, warm tone and a range of emotional expression. Her ability to interpret the lyrics of a song with great sensitivity and nuance is well-known, and her recordings are frequently cited as examples of the art of jazz singing.

**DUKE ELLINGTON/SONG BOOK THREE** — Alphonso Harms — 335 Studios (ECM 40/124)

- Alphonso Harms is a jazz vocalist and composer who has been active in the jazz scene for many years. His music is characterized by a deep sense of rhythm and a strong command of the jazz tradition. Harms has colaborated with a number of other prominent jazz musicians, and his recordings have been well-received for their originality and technical skill.

**DUKE ELLINGTON/SONG BOOK FOUR** — Andy Statman — Sony STR800

- Andy Statman is a singer and instrumentalist who has made a significant impact on the world of folk and roots music. His recordings feature a range of instruments, including the mandolin and fiddle, and his music is characterized by a strong sense of melody and harmony.

**ALIVE** — Urna Records/Wisc Women Enterprises

- This CD features a number of female musicians who are active in the world of jazz and related music. The recordings showcase a range of styles and approaches, and are said to be of high quality.

**SOUNDSCAPES** — Chas Wilson — MCA MCA-3160

- Chas Wilson is a saxophonist and composer who has made a significant contribution to the world of jazz. His recordings feature a range of styles, including free jazz and experimental music, and are known for their technical skill and innovation.

**AZYMUTH** — Nino Rota — Epic ECLP 3628

- Nino Rota was a film composer who worked extensively in the world of classical music. His recordings feature a range of styles, including operatic and symphonic music, and are known for their technical skill and emotional depth.

**AZYMUTH** — Aydin Yildiz (MCA MCA-3160)

- Aydin Yildiz is a percussionist who has made a significant impact on the world of jazz and related music. His recordings feature a range of styles, including Afro-Latin rhythms and driving two-handed harmonies. Yildiz is known for his technical skill and creativity, and his recordings are often cited as examples of the art of jazz percussion.
PLAYMAKER PATRICE — Elektra/Asylum's Patrice Rushen dropped by a practice session of the L.A. Lakers and suited up for a few shots against three of the team's giants. Pictured surrounding Rushen are (l-r): L.A. Lakers Michael Cooper, "Magic" Johnson, and Jamaal Wilkes.

Women Jazz Stars To Appeal In K.C. For Jazz Show

LOS ANGELES — The third annual Women's Jazz Festival has been set for March 20-23 in Kansas City, Mo., the Women's Jazz Festival, Inc. has announced.

The Kansas City-based non-profit group will host the event in a variety of locations and will feature a varied fare highlighted by a showing of rare film footage of live Billie Holiday.

On March 21, the WJF will host the 1980 Combo Contest winners, the Los Angeles-based group Quintess, at the Top New Talent (NTT) Concert. The band features Ruth Kissane on trumpet and flugelhorn, Kay Blanchard on tenor sax, pianist Janet Jones, bassist Carrie Barton and Marilyn Donadl on drums.

The annual Main Concert this year features Cleo Laine and John Dunsworth, the Carla Bley Band, Joanna Brackeen and the WJF All-Stars. Join-in jam sessions are also scheduled throughout the festival, which will be moderated by jazz critic Leonard Feather.

NARM Sets Panel On '80s Challenges

NEW YORK — A panel of noted music industry executives will discuss "Challenges of The '80s" at the general business session of the NARM convention on March 25 at the MGM Grand Hotel in Las Vegas.

The panel, which includes keynote speakers at past NARM conventions, will consist of: Irwin Steinberg, chairman and chief executive officer of PRO USA; Clive Davis, president of Arista Records; Stanley M. Gortikov, president of RIAA; Jerry Moss, chairman of A&M Records; Joseph Smith, chairman of Elektra/Asylum Records; and Walter Yentink, president of the CBS Records Group.

According to Joe Cohen, executive vice president of NARM, topics to be covered by the panel will include: the economic aspects of the recorded music industry; competition with other leisure time industries; the impact of new products such as video and audiophile recordings; and changing marketing philosophies and merchandising techniques.

For more information write NARM at 1060 Kings Highway North, Cherry Hill, N.J. 08034, Phone (909) 795-5555.

B'nai B'rith To Hold Music Meet March 3

NEW YORK — The music and performing arts lodge of the B'nai B'rith will hold a panel discussion on "The Direction of R&B Music in The '80s" on March 3 at the Sutton Place Synagogue.

The scheduled guest panelists are: Bernie Block, vice president of marketing and sales for De-Lite Records; Roy Harris, director of special markets for RCA Records; Joe Loris, editor and publisher of "Impact"; Andre Perry, director of promotion for Arista Records; and Sonny Taylor, director of promotion and special markets for Polydor Records.

Vassy Single Released

LOS ANGELES — International Artists Records has just released Kin Vassy's single "Makes Me Wonder Why I Ever Said Goodbye." Composed by Mickey Newbury and produced by Kenny Rogers, the single is from Vassy's upcoming LP, "Old Friends And New Beginnings."

O'Jays LP Platinum

NEW YORK — "Identify Yourself," the latest album by Philadelphia International recording group The O'Jays, has been certified platinum by the RIAA.

RAC CITES GOODY SPOTS — Two of Sam Goody's Inc.'s television commercials, "We Fill Your Life With Music" and "Donna Summer/Technics," produced by Markland, Inc., recently grabbed second place in the TV awards at the annual Retail Advertising Conference in Chicago. Pictured at the awards presentation (l-r) are: Roger Rike, president of the TV Bureau of Advertising; Joseph DiMartino, advertising director for Sam Goody, Inc.; Bert Adams of Markland Advertising Agency; and Dorris Shaw, vice president of sales promotion for the May Company.

WEA To Adopt Bar Coding For All Product During 1980

(continued from page 18)

Implementation prediction of three to five years was off. Personally, I don't see it happening for another five to ten years.

However, this time lag could prove harmful to the entire bar coding movement, according to Lieberman's Okinow. "If we don't get a lot more people doing it, then the people who are already committed may give up. That's what I'm afraid of," Okinow emphasizes.

Also feeling concern over the less-than-complete record industry adoption of the bar coding system is NARM. One of the prime movers in the bar coding movement, NARM recently sent a questionnaire to its membership designed to give an accurate picture of the "state of the computer art" in the music industry and to compile data which will be released to the industry as a bar coding motivational tool (Cash Box, Feb. 16).

NARM Objectives

"We're concerned with the manufacturers' ultimate acceptance of bar coding so that it can be used by merchandisers to capture information that will streamline their whole operations," said NARM executive vice president Joe Cohen. "It will enable them to operate effectively, efficiently and profitably, and hopefully aid in evaluating marketing decisions made on an everyday basis.

Cohen's work on the bar coding issue will also be evident at this year's NAMM convention in Las Vegas at the end of March. One highlight will be the introduction of a piece of ADVCO bar coding equipment that costs less than everything the industry has seen before. "It will print bar code, do price reading, do data entry," Cohen explained. "And it's priced such that any retailer in the country will find the cost justified.

With such a piece of equipment available, complemented by the results of the NARM survey, the movement to bar coding may well be accelerated.

"I think you'll see retailers and rack jobbers converting to it much more rapidly because the advantages for all of us are pretty great," commented Larry Mundorf, vice president of retail operations for the 9-FIT store chain, Ohio-based Stark's/Camelot retail chain. "And if bar coding can be accelerated by a study that proves that everybody wants the system, then a competitive advantage is made to speed up the adjustment."

(continued from page 41)

Perry (Arista), Irv Kratka (Inner City) and Hank O'Neal (formerly of Chiaroscuro) taking questions from the audience and discussing topics which included the self-production and marketing of jazz albums, advances, royalties and deductions for expenses. A future conference is scheduled for March 19 at the Jazz Gallery, but in the meantime, the UJC is striving to provide the kind of services that aspiring and established musicians consider essential. "Musicians tell me all the time that they wish there was a central location they could use," Nahta told Raw. "Which is why we've been trying to set up a Louis Armstrong community service center where musicians could gather to share experiences, put on concerts, have cheap rehearsal space and make affordable demos." As always with jazz, money is the problem. "We got $15,000 from the National Endowment for the Arts and $14,000 from the State Council for the Arts, which only accounts for a quarter of our budget: we make up the rest as best we can through contributions at concerts and small service fees. Why can't more funding be arranged, we wondered? "I think it has to do with the fact that the funding sources don't recognize the need to fund lesser-known, emerging artists; the funding sources will say, well, cut down on the number of concerts, but you can't deny new artists the chance to work out their ideas before an audience. When one of our member artists gets a gig at a club for no money, and with no promotion, we feel that the appearance has to be supported. As a result, we provide a communication service with direct mailings and technical assistance, concert presentations of our own, a young musician's institute, and assistance in the preparation of grant proposals and the like." But of all the work Nahta does, perhaps nothing is as important to her as her presentations on the behalf of the women in jazz. The UJC's Salute To Women In Jazz will take place June 1-8, and will feature appearances by Joanne Brackeen, Connie Claudine Myers, Sheila Jordan, Melba Liston, Jane Ira Bloom, Jay Clayton and many others in the only real, coordinated effort to showcase female jazz artists in New York City.

ON JAZZ chip stern

HEART PREVIEWS “BEBE LE STRANGE” — Epic Records recently hosted a Valentine's Day reception at SIR Studios in New York to celebrate the release of Heart's new LP, "Bebe Le Strange." Shown at the reception (l-r): Steve Fossen of Heart; manager Ken Kear; Don Dempsey, senior vice president and general manager of E/P/A; Ann Wilson of Heart; Lennie Peltz, vice president of national A&R for Epic; and Howard Leese of Heart.
argentina

buenos aires — record piracy in argentina suffered a severe blow when police forces in the cities of rosario and mendoza recently seized bootlegged cassettes that were produced at illegal plants. hecilo cuomo, president of the local CBS branch, reported that the company and the rest of the industry are involved in an all-out effort to attack piracy in this market, with the cooperation of the police and government.

hille hillekamp, general manager of promotion and advertising for polydor, visited briefly in buenos aires and will return here march 3 as part of a business tour covering the affiliated companies of his group. in argentina, a series of meetings with the trade press and an exchange of points of view have been prepared by john lear, managing director of phonogram.

micronetics awarded a gold record to TV artists carlos baia, who has entered the charts with two albums and two singles during 1979. baia has starred in a highly rated program on channel 7, which operates as head of a network covering the entire country.

alberto calderón is now in charge at his new post on EMI. last year he resigned from CBS after many years in that company. he is working in the A&R section headed by roberto rulli, handling the development of catalog projects.

tonodisc general manager francisco vidal, a few hours after returning from a Red MIDEM and a brief visit to the Status, received a new visit from franco star pianist rick gray. this time coming to argentina with trumpeter jean claude borelli. tonodisc reports the signing of several catalogues at MIDEM, which will be launched soon in the local market.

RCA's Jorge Schutt reports that everything is being readied for the april convention of RCA International, to be held in buenos aires. the event includes not only the Spanish-speaking countries, but also Italy, Japan, Brazil and many others. a cocktail party will open the gathering, which is expected to be very important.

hugo plombi of sicamérica has also returned from MIDEM with several label arrangements and projects. the company has aggressive plans for the '80s, and expects to increase its share of the market sharply in the upcoming months.

buddy mccluskey, also coming from cannes, was previously at Stockholm recording tracks with top group abba for the upcoming album in Spanish, scheduled to be released later this year.

miguel aminoff

Canada

toronto — colosse mulherin has resigned as post as capital records' national press and artist relations officer, effective march 1. some of the capitol's domestic properties are readying product. prism is in the studio. lisa dal bello is getting set to enter for her third disc, as is surrender for its second. the company's brightest project at the moment is red rider, with the company confident it has a hit on its hands. extensive marketing is being planned, with the band's first single, 'don't fight it,' on its sleeve. a promotional tour is being planned, selectives to be counter-merchandised with retailers.

kirk lapointe

(continued from page 44)

Jackson garners international awards — Epic recording artist Michael Jackson was recently honored with a bevy of international awards for his hit "Off The Wall" LP and "Don't Stop 'Til You Get Enough" single. Jackson received a gold sales award from South Africa, a gold LP and silver single from the UK, and a gold single from New Zealand. Pictured are (l-r): Dennis kilen, CBS Records London; cri president; president president of coast operations; Shirley Brooks, Cri administration; Dick asher. CBS Records Group president; deputy president/chief operating officer; Jackson, Bruce Lundvall, CBS Records Division president; and Freddy DeMann, and Ron Weiser, Jackson's management.

Private members' bills are rarely given more than a first reading.

"It's very hard to say what'll happen next," Wat d said. "We've never been able to pin down the Liberals on the subject."

Robertson agreed, adding, "Right now, with the worry about the federal deficit, I don't think any Finance Minister is going to be willing to give money away. He or she will come under fire from the Conservatives for doing so."

That's the ultimate irony of the situation. While the Tories have been working with the capital cost allowance program since inception in the legislative process, it is likely they will be in opposition to it should the Liberals try to carry it through. With the potential of increasing the federal deficit, the capital cost allowance could be attacked by its creators as a part of the over-political wrangling of economic warfare.

Zappa #1 — Sweden Music AB's new No. 1 publishing award was awarded to CBS International recording artist Frank Zappa for topping the Norwegian charts with his "Bongwater." The album features Zappa's manager Bonett Glotter (l) and Kj Lunden-Weiden, professional manager of Sweden Music AB.

Pettty Announces Dates For Worldwide Tour

Los angeles — Backstreet recording artist — pete petty will embark on a worldwide tour in March 1. The 16-concert tour will cover ten cities in the UK, Japan and Australia.

Concert dates are as follows: Birmingham, UK, March 2; Manchester, UK, March 3; London, UK, March 6-7; Osaka, Japan, April 16-19; Nagoya, Japan, April 17; Tokyo, Japan, April 18-22; Sydney, Australia, April 26-27; Brisbane, Australia, April 29; Melbourne, Australia, May 1-2; and Adelaide, Australia, May 3.

Bataan Tours Europe For 'rap-o, Clap-O'

Los angeles — Sadoul recording artist Joe bataan is currently on an extensive European tour in support of his single, "rap-o, Clap-O." The tour, which covers all major European markets, will continue through the end of March.

Bataan will perform in various club-size venues, as well as participate in television and radio shows and promotion/publicity activities. Among the television programs Bataan will tape are Belgium's Chansons A La Carte, Italy's Discando and Germany's Musikliteratur.

Cole Signs For March Tour in Latin America

Los angeles — Capitol recording artist Natalie Cole has been signed for her first-ever Latin American tour. Beginning with a March 9 performance in Sao Paulo, Brazil, the tour will last throughout the month. Also included in the tour will be dates in Argentina, Chile, Peru and Mexico.
INTERNATIONAL BESTSELLERS

Argentina

TOP TEN LPs
1. Greatest Hits — ABBA — RCA
2. Greatest Hits — ABBA — RCA
3. Greatest Hits — ABBA — RCA
4. Greatest Hits — ABBA — RCA
5. Greatest Hits — ABBA — RCA
6. Greatest Hits — ABBA — RCA
7. Greatest Hits — ABBA — RCA
8. Greatest Hits — ABBA — RCA
9. Greatest Hits — ABBA — RCA
10. Greatest Hits — ABBA — RCA

Steve Shrimpton
Shrimpton's McCarty's MPL Comm. Ltd.

LONDON — MPL Communications Ltd. has appointed Stephen Shrimpton as managing director of MPL, Paul McCartney's publishing and recording organization. Shrimpton, who has been managing director of EMI Australia, took the appointment on Feb. 4 and now operates from MPL's London offices.

Shrimpton's role for MPL will be to negotiate all arrangements for worldwide exploitation of MPL's catalogue, which includes records, publishing, films and books. He will also be responsible for the development of McCartney's ideas into specific projects.

Shrimpton, aged 37, joined EMI Australia in 1979 and became MD in 1974.

The Kendalls Certified Platinum In Canada

LOS ANGELES — Ovation recording artists The Kendalls' "Heaven's Just A Sin Away" LP has been certified platinum in Canada by the Canadian Recording Industry Association (CRIA). The certification is the fifth platinum awarded to a country act by the CRIA.

Ian Gomm Signs With The Entertainment Co.

LOS ANGELES — Staff recording artist Ian Gomm has signed an agreement with The Entertainment Company, whereby the firm will be responsible for arranging singer/songwriter's catalog in the U.S. and Canada. Gomm is represented in the U.K. by Albin Music Ltd.

Peer Named Sr. VP

LOS ANGELES — Ralph Peer II has been named to the post of senior vice president of the Peer-Southern Organization.

Smurf Sales Up In Scandinavia

COPENHAGEN — Following a trend that first took hold in Scandinavia two years ago in Norway, Smurf albums have become a significant outlet for local talent. Initiated by Geri Brousse's the December label, the Smurfs craze has accounted for more than one million album sales in Sweden, Norway and Denmark.

The originator of the Smurf trend on the continent was the German artist Fader Abraham, who in turn, was influenced by the Wombles on the UK. The Wombles, which featured Miki Batty (who currently records for Epic), was an ecology-minded bad group of the late-60s and early-70s, that popularized "silly" pop music along the lines of the Banana Splits of the USA.

Smurf sales have been the strongest in Norway, where, in the last two years, Brousse's releases on the December label have accounted for more than 600,000 sales.

Smurf sales in Denmark have also been significant in the last two years, with Johnny Heimann's releases on his own Starbox label accounting for more than 200,000 sales.

In Sweden, which was the last of the Scandinavian countries to pick up the Smurf trend, Klaus Mørborg and Stefan Ruden have accounted for more than 250,000 sales in the last year.

MEET THE KNOCK — Winners of a recent EMI Electrola-sponsored contest for their customers, were awarded a trip to Hollywood and the Capitol Tower. Winners, who designed the best advertising display in their own Capitol recording group. The Knock, were able to meet members of the group. Picture are (l-r) Bruce Portman, international manager, Capitol/UA/EMI America; Bert van BCAM; Robert J. Wolters, marketing manager, EMI Electrola; winner Hristo Grotew, EMI Electrola Hamburg, Doug Fegel of the group; winner Sven Witt, Montauakor; Prescilla Niles of the group; Helmut Fest, corporate vice president, international, Capitol/UA/EMI America; and Heinz Hem, EMI group repertoire head, EMI Electrola.

INTERNATIONAL DATING

ITALY

CBA PLANS JOURNEY'S DEPARTURE — Top CBS Records executives recently reviewed the forthcoming Columbia LP from Journey called "Departure." The executives met with the band to discuss plans for the album's release and the band's 1980 world tour.

Journey's manager, Mike Dilbeck, vice president, west coast A&R, Columbia, Steve Perry and Neal Schon of Journey, and Del Castillo, vice president, CBS Records, western region. Picture seated is Bruce Lundvall, president, CBS Records.

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi

-Ante de Luigi
INTERNATIONAL

Krones Named To Head New Mgmt. 3 Office

LOS ANGELES — Kip Richard Krones has been named to the post of managing director for the newly opened London offices of Management Three Limited. Krones will serve the firm’s London-based clients, the Moody Blues and The Tarney/Sporer Band, as well as work with new talent and assist in the worldwide representation of American-based clients. Krones will also serve as a representative of Jerry Weintraub’s worldwide concert promotion and publishing businesses. Management Three Limited principals Weintrab and Robert A. Finkelstein recently opened the new London office to better serve overseas clients.

CMA Promoting Worldwide Popularity Of Country Music

(continued from page 38)
Vocalist — Jean Stafford; Best Male Vocalist — Reg Lindsay; Best Instrumentalist — Suckcin; Best Album — “Walk A Country Mile,” Slim Dusty (EMI); Best Composition — “Three Empty Bottles,” Dave Pincombe; “Roll Of Reknown” — Shirley Thomas; Australian Heritage Award: Buddy Williams; Top Selling Record — “Walk A Country Mile,” Slim Dusty; and Country Music Capital Award — Eric Scott (Record producer /owner of Hadley Records).

New Zealand CMA

Following Pruitt’s departure for the States, Walker continued to New Zealand, where she met with CMA International Committee Development Chairman for New Zealand, Dennis Brown. She also met with several of New Zealand’s country music organizations, including the New Zealand Country Music Association, whose annual awards were presented in December, and the Kapi-Mana Country Music Association.

“After three weeks of observation in these two countries, the growth, the interest and the need for support from the industry groups there is very much in evidence,” noted Walker. “As in the United States, country music may very well be a dominant force in these countries’ music communities during the next decade. We in American country music need to do all we can to help develop the trend, for Australia and New Zealand are very important markets.”

MURRAY GETS GOLD — Capitol recording artist Anne Murray was presented with her fourth gold LP for her latest album, “If I Always Love You,” by label executives following the RIAA’s certification. Pictured standing are (l-r): Gary Hulstway, national sales manager; Helmut Hum, assistant president; president, international, Capitol/EMI America/UA Records Group; Rupert Perry, vice president of A&R; Don Zimmerman, president of Capitol/EMI/UA Records Group; Jim Ed Norman, the album’s producer; Murray; Bruce Wendall, vice president, promotion, Dennis White, vice president, marketing; and knelling (l-r): Leonard Rambou, Murray’s manager; Walter Lee, vice president, sales; Dan Davis, vise president, creative services; and Bob Young, vice president, business affairs.

Kip Krones

Four CBS/Sony LPs

Get Gold In Hong Kong

HONG KONG — Four LPs on the CBS/Sony label in Hong Kong have been certified gold by the IFPI. The gold certifications, which signify sales in excess of 10,000 units, were awarded to Barbra Streisand’s “Greatest Hits, vol. 2,” “Discovery” by ELO, “Songs Of Love” by Anita Ward and “Gold Disc” by Cee Bee.

Supertramp Gets Gold

ATHENS — A&M recording group Supertramp’s “Breakfast In America” LP has been certified gold in Greece, signifying total sales in excess of 50,000 units.

Mercury Gets U.S.

Rights To Kayak LP

LOS ANGELES — U.S. rights to future product by the Holland-based group Kayak have been acquired by Phonogram, Inc./Mercury Records. The LP “Periscope Life” was released Feb. 9 on the Mercury label.

MOUSE FINDS GOLD — The “Mickey Mouse Disco” LP from Disney was certified gold in Australia shortly after its release in November. Pictured are (l-r): Gary Kristel, vice president and general manager of Disney Music Co.; Mickey Mouse; and John Magon, the album’s producer.

Monarch Set To

Manage Jack Bruce

NEW YORK — Jack Bruce, British bass player and songwriter, has signed a new management contract with Monarch Entertainment Bureau. Bruce, best known for his long association with the group, Cream, will tour the United States in March.

Martino Announces

12-City Canadian Tour

LOS ANGELES — Capitol recording artist Al Martino, who is currently on tour in Australia, will begin a 12-city tour of Canada on April 7.

Tour dates will include Vancouver, April 7; Saskatoon, April 10; Regina, April 11; Winnipeg, April 13; Brandon, April 14; Thunder Bay, April 16; Duluth, Minn., April 17; Sault Ste. Marie, April 18; Sudbury, April 19; Belleville, April 20; Ottawa, April 23; and Hamilton, April 25. Martino’s Australian tour will conclude March 6.

CASH BOX/March 1, 1980
ASCAP Monies Up Again In ‘79
(continued from page 12)
For the sixth straight year, ASCAP reported on advances made to members to be recovered from future distributions due these members. As of Dec. 31, 1979, total outstanding advances to members were $4,512,000, up from $3,457,000 a year earlier. According to ASCAP, the management reviewed the status of expanded advances and an amount totalling $112,000 was considered as non-recoverable. However, $70,000 from advances written off in prior years was recovered.

ASCAP’s cost of operating for 1979, based on domestic and foreign receipts amounted to 10.3% in 1979.

Foreign Installments
Foreign distributions were made in two installments. A July 31 disbursement of $9,716,000 was distributed as follows: England, $4,176,000; France, $2,472,000; Germany, $2,355,000; Sweden, $225,000; and South Africa, $184,000. On Dec. 28 another foreign installment was made totalling $11,496,000 for the following countries: Australia, $1,372,000; Austria, $516,000; Belgium, $461,000; Canada, $3,645,000; Denmark, $303,000; Holland, $1,082,000; Italy, $503,000; Japan, $848,000; Spain, $237,000; and Switzerland, $523,000.

Adams also formally announced that he would retire as president of ASCAP in April. Although he said he would continue “to remain a boyfriend,” the announcement ends a 17-year reign as the society’s head.

Networks Battle Radio Syndicators
(continued from page 19)
cited Westwood One as his #1 competitor for short form features.

Westwood One, a major syndicator that relies on the barter system, distributes Star Trak, a 90-second rock news show; an Interview feature hosted by Croyd Tusken; Called Off The Record; a rock interview show hosted by Mary Turner; and the Dr. Demento show.

Westwood One founder and president, John Pastir, said, “The situation is competitive in the strictest sense. The only difference is in distribution.”

It was felt by everyone surveyed that the bottom-line beneficiary of increased competitive quality programming is the listener. When the listener is the winner,” Golden Egg’s Gutter said, “then radio has successfully done its job.”

NARM To Hold Merch Panels
NEW YORK — The 1980 NARM Convention will feature merchandising panels on cutouts and accessories at its breakfast sessions on March 25 and 26.

The March 25 panel will be moderated by Scott Young, executive vice president of Pickwick International’s retail division, and will focus on the merchandising of such goods as carrying cases, record cases, products, needles, sheet music, and more. Members of the panel will include Dr. Bruce Maier, president of Discwasher Inc.; Marty Ostrow, national record marketing director for Rolling Stone Magazine; Steve Spector, national sales manager for Warner Publications; and Peter Wish, executive vice president of the Record Plant.

The following day’s panel will discuss the merchandising of cutouts and will be moderated by Norman Hausfater, president of the Great Atlantic and Pacific Music Company. Participating in the session, which will feature a slide presentation prepared by Joe Bressi, vice president of marketing for Capitol Music, will be Dave Crockett, president of Father’s and Sun’s Inc., Peter Hyman, vice president of Surplus Record and Tape; David Schlang, president of One Way Records; and Martin Spector, president of Spec’s Music.

Spyro Gyra, Axe Top MCA March Releases
LOS ANGELES — MCA Records will release seven LPs during March. Included are “Capturing The Sun,” a double ensemble Spyro Gyra: “Living On The Edge,” by the rock quartet Axe; “Heat,” the debut LP by the group Host; a self-titled LP from Ann-Margaret: “The Blue Album,” by Harold Melvin and The Blue Notes on Source Records; “I Got Love,” a debut LP by New York-based singer Peggy Blue; and a self-titled LP from Lorettis Lynn, which is also the soundtrack for her autobiographical film Coal Miner’s Daughter.

New Accounts For Schmerling Company
NEW YORK — Schmerling and Associates, a public relations firm based in Philadelphia, has added several new accounts. They include: The Society of Professional Audio Recording Studios (SPARD); WCAU-FM; and singer Marilyn Lipton. For more information, contact Harry Schmerling at (212) 563-8296.

Consumer Electronic Imports Decline In ’79
NEW YORK — United States imports of most consumer electronics goods declined in 1979, according to the marketing service department of the Electronic Industries Association’s Consumer Electronic Group.

Imports of record players, record changers, and turntables for the year dropped 31% to 230,227, a decline of 36.4% from the 11,067,846 units brought into the U.S. in 1978. Imports for this product category in the first quarter of 1979 showed a 37.4% decrease from the 2,812,598 figure reported in the same period of 1978.

In the video tape recorder/player category, U.S. imports increased to 620,260 units, representing a 23.5% increase from the 500,155 total reported in 1978. Fourth quarter video tape recorder/player imports also rose, jumping to 221,942 units from 133,725 units in the same period last year.

Delil Label Issues 45
NEW YORK — Delil Platters has issued the single “Hold On” b/w “Don’t Turn Out The Light,” by David Finnerty and The Jackals. In conjunction with the release, Finnerty has been signed to an exclusive recording agreement with MCA Music, who will be assisting with the promotion of the record.

The Delil label, which was conceived by its president, Michael J. Lembo, as a showcase vehicle for promising acts, is distributed by JEM Records.

CBS RECORDS MAKES DONATION TO KING CENTER — CBS Records recently made a donation to the Martin Luther King, Jr. Center for Social Change at the organization’s recent annual conference in Atlanta. Shown at the conference (l-r) are: LeBaron Taylor, vice chairman of CBS News affairs for CBS Records; Mrs. Coretta Scott King, who accepted the check on behalf of the organization; and Jessi H. Hill, Jr., chairman of the board of the foundation.

Conference Held On Jazz Record Business
NEW YORK — The Universal Jazz Coalition, Inc. (UJC) held a conference on the jazz record industry last month at the Jazz Gallery, UJC executive director Cobi Narita produced the conference and acted as moderator.

Topics covered included advances, royalties and deductions for expenses, with a major portion of the conference given over to questions from the audience. The self-production and marketing of jazz albums was also discussed.

The panelists were: Vernon Slaughter of CBS Records; Elliot Horne of RCA Records; Bob Hurwitz of ECM; Andre Perry of Arista Records; Irv Kratka of Inner City; Hank O’Neal, front man with Chirocious; and artists Byard Lancaster and Pojeto Reitz of the UJC.

The UJC has scheduled a second recording conference for March 19 at the Jazz Gallery, for more information, write to the UJC at 156 Fifth Ave., Suite 817, New York 10010. Phone: (212) 924-5026.

Heilman Loses Appeal
NEW YORK — A federal judge has upheld the conviction of David Heilman, former president of E-C Tape Service, on charges of criminal copyright infringement. In a decision issued on Feb. 8 by Judge John F. Grady of U.S. District Court for the Northern District of Illinois, the Court rejected Heilman’s contention that the U.S. Copyright Act is “constitutionally vague” and that he was selectively prosecuted.

Libis: For $34 Million
Heilman was convicted of 18 counts of copyright infringement in February, 1979. More recently, a Federal judge in Milwaukee ruled that Heilman and E-C Tape were liable for more than $4 million in damages to record companies whose product was illegally duplicated by the company.

In his decision, Judge Grady stated that Heilman’s knowledge of numerous civil actions taken against illegal duplicators validated his contention that his infringe- ments were not willful. Instead of conforming his conduct to the bounds of law, the defendant chose to persist in conduct which he knew had a “high likelihood of being held by a court of competent jurisdiction (as an act of a criminal statute). That is surely sufficient to meet the accepted definition of willfulness.”

ASCAP Sets Deadline For Writing Awards
NEW YORK — ASCAP has set March 1 as the deadline for the receipt of entries in the 14th Annual ASCAP-Deems Taylor Awards. Prizes of $500 each will go to the authors of the best non-fiction books about music and/or its creators published in English in the U.S.A. during 1979. Prizes of $250 each will be awarded to writers of newspapers and/or magazine articles on similar subjects.

Publishers of the winning works will be honored with plaques at the annual awards ceremony at ASCAP’s New York headquarters. Writers, editors and publishers may enter works, and four copies of each entry are required. An entry in the articles category may be between one and ten articles. Entries should be addressed to ASCAP-Deems Taylor Awards, American Society of Composers, Authors, and Publishers, One Lincoln Plaza, New York, New York 10023.

Greenstein Signs At Narrow Gate Music
LOS ANGELES — New York singer/songwriter Robin Greenstein has signed several of her compositions with Narrow Gate Music, which is a new company added to the Bob Dylan publishing organization.
Gottlieb Unveils New Pinball Lineup At Distributors Meet

CHICAGO — The introduction of Star Series 80, an entirely new generation of Gottlieb pinball games, was announced by Robert A. Weinberg, vice president of sales and marketing for D. Gottlieb & Co., at the company's national distributor sales meeting, held Jan. 9 at the Oak Brook Hyatt Hotel in Oak Brook, Ill. The presentation was attended by company executive vice presidents, principals and their sales staffs from the United States, Canada and Japan.

The Star Series 80 games feature our exciting new solid state System 80 and System 80,” declared Bloom. “Our continued commitment to new technology in pinball machines is unswerving, and the new series is complete with our latest model, Star Series 80, a fully integrated computer game with an unlimited number of memory locations, including the ability to store information in the machine's memory for use in future games.

The presentation of System 80 electronics and System 80 followed with an on-stage dialog between Dick Finger, director of engineering, and George Offatx, field service engineer, who began discussing the details of the new features that were made possible through advances in technology.

NAMA President Hits New USDA Regulation

CHICAGO — Charging that the U.S. Department of Agriculture regulation of competitive foods in schools (“don’t do a thing to help increase participation in the school food program or to discourage the plate waste criticized by members of the Congress”), Richard Schreiber, president of the National Automatic Merchandising Association, predicted that the issue may well wind up in the courts.

The regulation, which is expected to go into effect by July 1, 1985, prohibits the sale of all soft drinks and items of “minimal nutritional value,” and after the last lunch period throughout the school grounds, as noted by NAMA.

Schreiber cited USDA’s own documentation, issued Nov. 28, 1979, as a curious contradiction since it went to great lengths to show that the regulation would have virtually no effect on the dollar volume of soft drinks, and soft drinks are prohibited completely, whether they meet the nutrient density test or not.

Future Design Highlights Bally’s New ‘Silverball Mania’ Pinball Game

CHICAGO — Bally has taken pinball a step beyond with the creation of “Silverball Mania,” the factory’s newest and uniquely attractive conventional flipper. In this new model the Bally art department has provided an outstanding visual experience for players with dramatic artwork and graphics depicting a futuristic pinball world in a large silver pinball.

Combined with the physical appeal of the game is the exciting play action it offers and the various scoring options to match the visual effects. Players must try to light all letters of the words SILVER-BALL MANIA on the playfield; each letter is worth 1,000 points with additional points for each completed sequence. The first completion lights the Wizard Bonus for 15,000 points and the second lights the Supreme Wizard Bonus for 30,000 points and the third award is of special and limited benefit to the backglass SILVERBALL carryover feature. Any lit letter in the carryover feature (whether activated by player or operator during the game) will award a game to attract player interest. The game also has a center hoop feature with two rollers and one target which help to light the playfield letters. The rollers also increase the bonus up to 5x and the target can also award an extra ball. Additionally, there is a disappearing kicker beneath the flipper which can be activated by the top center lane or the center hoop as well as a kicker special light that can be lit.

Further information about the new machine may be obtained by contacting a Bally distributor or the Bally Pinball Division at 90 O'Leary Drive, Bensenville, III. 60106.
AMOA Sets School For Indiana Ops

CHICAGO — AMOA, in cooperation with operators throughout the state of Indiana, is sponsoring a 10-day service school on digital pinball machines, which will be held March 5-12 at the Ramada Midtown (1550 N. Meridian) in Indianapolis.

The course will be conducted by Don Miller, who has served as AMOA's instructor since the school program was initially launched by the national association. Full specifics on how to register, understand and apply schematics will be covered during the course; as well as troubleshooting, the use and function of parts, preventive maintenance, how to prevent player abuse and other pertinent service information.

10 Day Classes

The registration fee is $200, which covers tuition only. Students must pay for their own accommodations and personal expenses. Classes will be held for 10 consecutive days during the hours of 8 a.m. and 5 p.m., with a one-hour lunch break, and enrollment is limited to 20 persons.

Further information may be obtained by contacting Leo Drosto or Bonnie York at AMOA headquarters (312) 726-2810.

Exhibitors Sign Up For Int'l Trade Show

CHICAGO — As of mid-February, 18 firms have signed up to exhibit at the April 18-20 International Coin Machine Trade Show being held in the New York Hilton Hotel.

Ben Chistosky, the show's producer, listed those exhibitors as follows: Betson Dist., Mondial International, Alberton, Inc., U.S. Billiards, Coffee Mat, Inc., Tornado-All Type, United Billiards, Inc.

NAMA President Wins New USDA Regulation

(continued from page 47)

Referring to NAMA members' experience in serving high schools and to the USDA consumption statistics, Schreiber said the regulation will serve only to drive junior and senior high school students off the school premises in search of the protected products. It is in any way solving whatever school lunch participation problems may exist.

The NAMA membership comprises more than 2,400 firms which provide vending and foodservices throughout the country, as well as many manufacturers of food, confections, snack products and beverages.

FROM JAPAN... TO JAPAN...

Kay A. Chiba

The best all-round coin man in Japan

Worldwide services since 1959

Gottlieb Introduces New Pinball Lineup

(continued from page 47)

A microprocessor technology adapted into the game, the revolutionary new size playfield called Dimension 80, was given full presenta-

tion at the National Distributor Sales Meeting Jan. 9 in Oak Brook, III. Among many highlights of the presentation was Gottlieb's announcement of the factory's new lineup of pinball games, led by "Spider Man."

Pictured in the top row are (l-r): Gottlieb's Cliff Strain with Bob Nims, Frank Ash, Al Rodstein and Bob Miller, winners of factory-sponsored pinball tournament, and an actor dressed up as "Spider Man." Introducing the new game. Shown in the bottom row are (l-r): each Gottlieb distributor was presented with a plaque which lists the company's ambitious advertising and merchandising programs. He was assisted by Cliff Strain, Gottlieb's assistant sales manager, who presented a six-minute review of the basic features of the new line.

Jack Mittel, newly appointed vice president and general sales manager, concluded the marketing presentation with a speech that outlined the factory's warranty program and various equipment support programs.

At the conclusion of the product presentation all Gottlieb distributors participated in a pinball tournament which was won by a team composed of Frank Ash (Active Amusement), Al Rodstein (Banner Specialty Co.,), and Rodstein's partner, who was president of AMO, and Bob Miller (Shaffer Dist.).

Distrib. Banquet

The concluding event of the day was a distributor banquet hosted by Judi Weinberg, Gottlieb president, and Alvin Gottlieb Weinberg spoke enthusiastically of the company's preparation for the '80s, the "third golden age of pinball and the greatest decade in Gottlieb history."

He pointed out that the American consumer will be staying closer to home in seeking entertainment and urged the distributors to "...be sure that Gottlieb games are on location everywhere."

At the conclusion of Weinberg's remarks he presented a brass plaque with a token of appreciation from the company to its distributors. Prior to the commencement of the even-

ting's entertainment there was the presentation of a silver cup to a select group of dis-

tributors whose association with Gottlieb has extended over a period of 25 years or more. Recipients included: Joseph Ash (Active Amusement Machine Co.), Albert Rodstein (Banner Specialty Co.), Al Rodstein (Birmingham Vending Co.), Ronald A. Gold (Cleveland Coin International); C. A. Culp (Culp Dist., Co.); Mor-

Cash Box/March 1, 1980
See the new "Silverball Mania" pin currently in release by Bally. It's gorgeous to look at — exciting to play.

LOEWEN, AMERICA president Bert Davidson happily notes that the NSM "Fastball" phonograph has been making quite an impact in the domestic market. Sales Thusfar, he said, exceed last year at this time — attributable largely to the improved features of the product and expanded national distributor network.

GOTTLIEB'S UPCOMING "SPIDER-MAN" pin, which was a sensation at the factory's recent distributor meeting, should be ready for domestic delivery in April. Watch for it.

WILLIAMS PRESIDENT MIKE STROLL and marketing chief Ron Creuse played hosts Feb. 24 at a cocktail party-reception in Paris to announce the appointment of Eisa. Saito M. SA. as the factory's exclusive distributor out there. Occasion also marked the introduction, in prototype, of the firm's next "revolutionary new pin" called "Firepower." Look for another outstanding innovation in pinball to hit in 1980. At present, of course, there's "Gorgar," which is doing extremely well according to Ron; and "Lasser Ball," which is currently in export.

AFTER WRAPPING UP a successful Midway service school at Game Sales Co. Inc. in Memphis, Midway's service technician Bob Norton headed for Green Bay, Wis. to conduct a session at Empire Dist., Inc.

NICE HEARING FROM songstress Toni Arden, who was on the long distance phone last week to tell us how pleased she is that her record "My World to You" (GP) is starting to happen on jukeboxes. Ben Arrigo of Glenn Productions in New York has been servicing ops with promo copies; he can be reached at (212) 265-6685.

ALSO ON THE SUBJECT of records, Keith Medin of Tony Galagano Records One, Stu-roems the following for jukebox programming: "Stay In Time" by Off Broadway (Atlantic); "What I Like About You" by The Romantics (Romerent); and, for country locations, "Two Story House" by George Jones and Tammy Wynette (Epic).

EASTERN FLASHES

A full entourage of Rowe International execs will be in Anaheim, Calif. March 14-16 for the NAMA Western Convention. The team will include president Merrill Krakauer, executive vice president Paul Pellegrino; sales vice president Ed Willet; sales manager Ted Lloyd; members of the sales staff, Gene Lindberg, Don Dorf, and chairman, Walter Koch, with whom the trade-show advisory committee, Rowe will have a huge exhibit booth this year, displaying its current vending line as well as the VAN (Vending Audit Merchandising), which is a highly sophisticated new monitoring system and there will be audio visual presentations as well as demonstrations of some new concepts relative to cold drinks — it'll be a very active exhibit, needless to say.

WE WISH A SPEEDY RECOVERY to Stanley Knoll of Cleveland Coin-Columbus, who took a fall at work last week and sprained some ankles. He has been hospitalized for awhile but is now recuperating at home. Hope you're back in the office real soon, Stan.

SPOKE WITH TONY YULA of Mondial-Springfield last week on what would almost be considered a busy day at this time of year. Thuder, the winter has been the mildest they've had in quite some time; we hope it stays that way. Productively, Gottlieb's "Buck Rogers" is the hottest seller of the moment and a big money earner, according to Tony, who added that the new "Roller Disco" body wide just arrive and is looking good. They're now expecting "Torch", which will be followed up in a month or so by "the amazing new Spider-Man." Mondial is heavily back-ordered on Atari's "Astrooids," which is a phenomenal seller and the district is very enthusiastic about Gremian's "Gash," (Head On) and "Luminos," (Gottlieb's) "Galaga." BEN CHICOFSKY, producer of the 1980 Int'l Coin Machine Trade Show, reports that several firms, including a number of East Coast distributors, have reserved exhibit space for the show. Show dates are April 16-18-20, at the New York Statler Hotel.

CALIFORNIA CLIPPINGS

Peter Bettel of Portale Automatic sales still maintains that the big news in L.A. is Atari's "Astrooids." Portale is also selling Gremian's "Monaco GP's" and Eddy's "Banditos" at a rapid pace. The Portale president also reported that he is constantly being flooded with offers for the Japanese-manufactured "Space Invaders." "I get a phone call a day from Japan or Hawaii asking me if I want to buy the cocktail versions," explains Bettel. "It makes you wonder how long 'Space Invaders' is going to last in America. "Aside from that dilemma, Bettel feels that operators are quite content with the quality of the games. "There are a lot of quality games out there, and no one seems to be dominating the competition," added Bettel. Portale is presently planning a promotion for Gottlieb's "Spider-Man," which should hit town shortly.

C.A. ROBINSON'S IRA BETTEL is pretty much echoes Bettel's sentiments as far as Atari's "Astrooids" are concerned. "It's amazing," says Bettelman, "the picture has not changed for weeks. The demand for "Astrooids" is still far exceeding the supply."

INDUSTRY CALENDAR

Mar. 14-16, NAMA Western Convention; Anaheim Convention Center; Anaheim, California.
Mar. 14-15, AMOA Notre Dame Seminar; O'Hare Hilton; Chicago.
April 18-20, International Coin Machine Trade Show; New York Statler Hotel; New York City.
May 15-18, IAAPA and Amusement Assn.; (N.Y.); annual conv.; Host Farm; Lancaster, Pa.
May 16-18, Ohio Music and Amusement Assn.; annual conv. & trade show; Columbus Hilton Inn; Columbus, Ohio.
June 5-7, Music Operators of Texas; Flagship Hotel, Galveston.
Oct. 31-Nov. 2, AMOA, annual exposition; Conrad Hilton Hotel; Chicago.
Nov. 22-24, IAAPA annual convention; Rivergate; New Orleans, La.

AMUSEMENT AND MUSIC OPERATORS OF VIRGINIA hold its first quarterly meeting of 1980 recently, with association president C. H. Hudson presiding. While this long established state association has a very substantial membership, as brought out at the meeting, there are still a number of non-member operators in the state and this group, of course, is the target for AMOV's current drive, which has full membership support as well as that of area distributors. In this regard, one prominent distributor suggested that the state group provide background information and full specifics on the state association's function to all distributors in the area for circulation to customers throughout the state as a source of enlightenment for non-members and for improvement for those to join up. AMOV is also concentrating at present on an impending amendment proposal to clarify the state's gross receipts tax. The state group recently changed the site of its 1980 convention from the Holiday Inn to the Holiday Inn in Richmond. Dates are Oct. 10-11. The Illinois Coin Machine Operators Assn. recently launched its 1980 pool tournament and hopes are that it will surpass even last year's record event. Some 16,800 persons participated in the 1979 competition, a point of great pride for ICMOA in the training course for coin machine mechanics which was instituted at Washburn Trade School in Chicago, through the combined efforts of the state group, area distributors and operators. The first graduating class was due in February so ICMOA is urging operators to contact association headquarters in New York City and are in need of a good mechanic.

Gottlieb Hosts Distributor Meet (continued from page 46)

iton Hyatt and Joel Smynge (General Vending Sales Corp.) Hymie Zorinski (H. Vending & Sales Co.). Stephen E. Lieberman (Lieberman Music Co,). Pierre Lanelie (Lanelie Automatic Machine Co.,) Marion M. Mitchell (Mitchell Novelties Co), Chuck Arnold (Rove International, Inc.), Ron Ron (Rove International, Inc.), Mano Mehta (ディング Distributors) and Abe Zuiman (State Music Distributors). As a final commentary on the distributor meeting and plans for the '80s, Bloom remarked that "with System 80 and Dimension 80 incorporated in our Star Series 80 games, we fully expect the great Gottlieb tradition of quality and high return on investment to become even more important to operators in this new decade. We are entering a new decade of Stars with the best reputation and greatest capacity and resources in the Industry. With our imaginative new products and features we fully expect to increase our leadership position in the world of pinball."

Exhibitors Announced (continued from page 48)

Gremelin-Sega, Coin Acceptors, Dynamco, Wico, Twelve Signs, Game-a-tron, J.S. Sales, Hamilton Scale, Inc., ESB Metals, Inc., Zemperla and Green Duck. With some time remaining before deadline, he expects additional firms to reserve space.

Full information regarding registration and other specifics may be obtained by contacting Chico-fay (212) 561-2031.

Mac Brier

Brier Named VP, GM At Loewen

CHICAGO — The appointment of coin machine veteran Mac Brier to the position of vice president and general manager of Loewen-America, Inc. was recently announced by company president Bert Davidson. Brier's relationship with the firm goes back many years.

During his 30-year tenure in the coin machine business, he has gained experience in all levels of the industry. Prior to joining Loewen he was associated with Empire Dist., Inc. of Chicago and before that with National Coin, also of Chicago.

In his new position he will be working closely with Bert Davidson, concentrating largely on the firm's growing U.S. distributor network and on streamlining Loewen's domestic sales force.

Loewen's recently established U.S. base of operation is located in Franklin Park, Ill.
**COIN MACHINES FOR SALE**


**FOR SALE:** Established distributing vending company, in business 30 years. Sells new & used coin machines, 200 machines in stock. Brand new, many others. Excellent location. Tel: (212) 928-6408.

**FOR SALE:** New and used slot machines. Quality, fast & dependable service. Write, phone or call. Donny, Scottsdale, Ariz. 602-998-0731.

**FOR SALE:** Genuine Caille Bell. 352 Whalby Ave., Middlesex, New York. (212) 928-6408.

**FOR SALE:** Skilled type operator, coin operated machine. Has been working with machines for over 25 years. Tel: (212) 928-6408.

**FOR SALE:** Coin operated machines 15,000 @ $1.75 for $25,000. Entertainment Arcade Motor City, Funfair, Portland, Sam, Sea Rider and Dune Rider. Phone: (212) 928-6408.

Call: (212) 928-6408.

**FOR SALE:** Miss Universes, Bonatikus. Red Arrows. Walls Streets Blue Chips, and Stock Markets. Ask Silver for the complete list and complete worth of machines. Tel: (212) 928-6408.

**FOR SALE:** New and used slot machines. Quality, fast & dependable service. Write, phone or call. Donny, Scottsdale, Ariz. 602-998-0731.

**FOR SALE:** New and used slot machines. Quality, fast & dependable service. Write, phone or call. Donny, Scottsdale, Ariz. 602-998-0731.

**FOR SALE:** New and used slot machines. Quality, fast & dependable service. Write, phone or call. Donny, Scottsdale, Ariz. 602-998-0731.

**FOR SALE:** New and used slot machines. Quality, fast & dependable service. Write, phone or call. Donny, Scottsdale, Ariz. 602-998-0731.
Indie Promotion People Hurry By Record Label Cutbacks

(continued from page 8)

best spent on product that receives the maximum amount of exposure, which is often the album, as opposed to products. This may or may not be good for the listener, but it is good for the company. Albums are often ignored, which is why they're being ignored. It's their fault.

The lack of money allocated for independent AOR budgets. "There was a time when some of the majors were issuing between 30 and 40 albums per month," he stated. "Now that this space has decreased, the companies don't see the need to support the AOR indie because they feel that if the product is good, it will sell itself.

Nevertheless, it is widely believed by most Top 40 independents that AOR specialists are in greater need than ever.

Greenhouse Wins For Fourth Time

NEW YORK — The New York office of the American Federation of Television and Radio Artists (AFTRA) has re-elected Martha Greenhouse to her fourth consecutive one-year term as President.

Other officers elected, also for one-year terms, are: vice-president Jerry Phillips; second vice president Brad Pitts; third vice president Stan Burns; fourth vice president Elizabeth Morgan; and fifth vice president Stanley Greene. Incumbents Jerry Roberts and Natalie Priest were re-elected for their respective posts as treasurer and recording secretary.

Incumbent Members

Incumbent board members re-elected for terms ranging from one to three years were: Rita Morley; Harvey; Conrad Fink; Jackson Beck; Leslie Shreve; Stan Burns; Roger Sharp; Duncan Pirnie and Mercedes Elliott.

Also, new board members elected were: Lois Davis; Gilbert T. Hodges; Shirley Howard; Marc Hulst; Ruth Last; Janet Howe; Stophani Sherton and Mattie Watson.

MCA To Co-sponsor Hooper Drum Contest

LOS ANGELES — MCA Records and radio station K-97/Memphis will revive the Six Hooper Drum Contest March 1 in Memphis. Also sponsoring the event will be Peaches Records and the Drum & Strings store.

The contest, in part to promote MCA's LP "The World Within," will attempt to determine the most talented drummer in the Memphis area.

Hooper, a member of The Crusaders as well as solo artist, will be among the judges.

Performance Rights Bill Moves To Mark-up

WASHINGTON — The performance rights bill, which has always been quashed in the hearing stage in its previous incarnations, will progress to the crucial mark-up phase before it can become law. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the performance rights bill. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the bill.

MCA Records and radio station K-97/Memphis will revive the Six Hooper Drum Contest March 1 in Memphis. Also sponsoring the event will be Peaches Records and the Drum & Strings store.

The contest, in part to promote MCA’s LP "The World Within," will attempt to determine the most talented drummer in the Memphis area.

Hooper, a member of The Crusaders as well as solo artist, will be among the judges.

Performance Rights Bill Moves To Mark-up

WASHINGTON — The performance rights bill, which has always been quashed in the hearing stage in its previous incarnations, will progress to the crucial mark-up phase before it can become law. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the performance rights bill. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the bill.

MCA Records and radio station K-97/Memphis will revive the Six Hooper Drum Contest March 1 in Memphis. Also sponsoring the event will be Peaches Records and the Drum & Strings store.

The contest, in part to promote MCA’s LP "The World Within," will attempt to determine the most talented drummer in the Memphis area. 

Hooper, a member of The Crusaders as well as solo artist, will be among the judges.

Performance Rights Bill Moves To Mark-up

WASHINGTON — The performance rights bill, which has always been quashed in the hearing stage in its previous incarnations, will progress to the crucial mark-up phase before it can become law. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the performance rights bill. The hearing was held before the House Judiciary Subcommittee on Commerce, Justice, State, The District of Columbia and Independent Agencies, and the subcommittee's chairman, Representative Stephen Young of California, introduced the bill.
Fox Plans Major Restructuring Of All Its Divisions

LOS ANGELES — Twenty-First Century-Fox Film Corp. has announced plans to restructure its movie, music and television strategies. According to published reports, the company plans to substantially expand its record business by acquiring independent record companies to enhance Fox’s record division, which has experienced difficulty in its attempts to crack the competitive record market.

SWEET TOOTH PRODUCTIONS — Gene Kirkwood and Howard W. Koch, Jr., have formed Sweet Tooth Productions as the music division of Koch/Kirkwood Entertainment and have named Richard Flanzer president of the company. Pictured are (l-r) Kirkwood, Flanzer and Koch.

Most of the restructuring effort is aimed at boosting the company’s home product output, which includes pay-TV, and video cassettes and discs.

The company feels strong support in the record business is essential because many record companies are gearing up for distribution of video cassettes and discs.

In announcing the strategy change, Alan Hirchfield, vice president at 20th, told the Wall Street Journal that soon the company will spend as much money on home entertainment as theatrical film product.

Among other plans is a sharp increase in theatrical films, a departure from previous policy under Fox movie division lead Alan Ladd, Jr., who felt the company should make just a few quality films. Fox currently has $75 million movie production budget.

Ovation Signs Pact With PRT, Intercond

CHICAGO — Ovation Records president Dick Schory recently announced that northwestern product distribution for the label will now be handled by San Francisco-based Pacific Records and Tapes. The shift follows the closing of Sound Records and Tapes in San Francisco.

The label has also retained Intercond Records as its German licensee. Under the arrangement, all Ovation Records product will be released in Germany under the Ovation logo, and manufactured and distributed by Intercond. The agreement provides for the German release of the entire Ovation artist roster.

Classic-Rock LP Set

LOS ANGELES — RSO Records has announced it will release "The Second Movement," the second classic rock LP from the London Symphony Orchestra, this week.


Nitzche To Release Four New Projects

LOS ANGELES — Jack Nitzche, who scored the film One Flew Over The Cuckoo's Nest, will soon release four projects, including soundtrack LPs from a John Byrum film, Heartbeat, and William Frechlin's Cruising. Both LPs are set for release later in the year, as is Nitzche's "St. Giles Cripplegate," featuring the London Symphony Orchestra. The composer is also producing the debut album for Elektra/Asylum artist Summer.

Polydor To Issue LP With Lyrics By Weber

NEW YORK — "Tell Me A Story," an LP with songs sung by Marti Webb, lyrics by Don Black and music by Andrew Lloyd Weber, will be released internationally by Polydor Records.

Weber is the composer of scores for "Jesus Christ Superstar" and "Evita." Black has written songs for films like "Thunderball" and "To Sir With Love," and Webb currently has the lead role in the English production of "Evita."

In advance of the album, Polydor will release the single, "Take That Look Off Your Face." 12" And 7" Singles Are Certified Gold

NEW YORK — For the first time, the 12-inch disco single and the 7-inch regular single versions of the same song, Donna Summer & Barbra Streisand's "No More Tears (Enough Is Enough)," have been certified gold by the RIAA. The 12-inch single was released by Casablanca Records & FilmWorks, and the 7-inch version by Columbia Records.

QCA, Somboretz, And Madden In Partnership

NEW YORK — QCA Records, Inc., a Cincinnati production house, and the songwriting-producing teams of Dave Somboretz and Chris Madden have formed a three-way partnership covering exclusive songwriting, recording and publishing rights. The BMI-affiliated publishing division of the Madden-Somboretz Company will be known as Dinner Music.

Denver, Muppets Xmas LP Goes Platinum

NEW YORK — John Denver and the Muppets' album, "A Christmas Together," has been certified platinum. The platinum certification is RCA's first for the year.

Zappa Honored For '79 Norwegian Sales

LOS ANGELES — CBS Records International's (CRI) recording artist Frank Zappa was recently honored as one of the top international artists of 1979 by the Norwegian daily newspaper Verdens Gang.

Among the awards garnered by the CRI artist in the newspaper's year-end poll were #1 International Album and #1 Album Artist Of The Year. In addition, Zappa's "Bobby Brown" was named #1 Song Of The Year and #1 Single Of The Year, while "Joe's Garage" was cited as #5 Single Of The Year.

The "Joe's Garage, Act I" LP was named #3 International Album Of The Year, and "Shaft Yorkhair" was #4.

New Way Productions Opens L.A. Offices

LOS ANGELES — New Way Productions, headed by Dan Stegerman and Ray Manzarek, recently opened its L.A. headquarters to complement its New York offices, which are already in operation. Supperman will be handling the firm's management and public relations, while Ray Manzarek, former keyboardist for The Doors, has been named music director producer. The company will be located at 140 South Roxbury Dr., #9, Beverly Hills, Calif. 90212. The phone number is (213) 853-6593.

Paul Jabara Signs With Publishing Firm

LOS ANGELES — Composer Paul Jabara has signed an exclusive songwriting and co-publishing agreement with The Entertainment Company. Jabara, who won an academy award for Donna Summer's "Last Dance," will work with The Entertainment Company on his next project, which is to write and perform a song in the upcoming John Schlesinger film, Honky Tonk Freeway.

McGovern To Perform Theme From New Film

LOS ANGELES — Maureen McGovern performs, "We Can Have It All," the theme song for The Last Man To Marry A Woman, in Brothers-Earl D. Feldman Production, which Universal opened last week. McGovern also is noted for her recording of the theme from the ABC-TV program Angie.

'Tusk' Gold and Platinum

LOS ANGELES — "Tusk," the double LP by Warner Bros. recording group Fleetwood Mac, has been certified gold and platinum by the RIAA.

School Formed For Musicians

NEW YORK — Donald Frost has formed The New York College For Recording Musicians. The school is geared to musicians seeking a career in the music industry. Simulated recording sessions will be held at several major studios here, and a lecture-demonstration series will feature such artists as Tom Carlier, Bucky Pizzarelli, Gary Sherman, Jim Prossig, and Joe Morello, among others.

Registration forms for the school year beginning Sept. 6 can be obtained by writing to N.Y.C.R.M., 125 Village Circle West, Paramus, N.J. 07652. Tuition for the 29 lecture-demonstrations and unlimited session observations is $350.

Chicago Cuts Dacus, Signs New Producer

LOS ANGELES — Columbia recording group Chicago has released guitarist Donnie Dacus and signed a new producer, Tom Dowd.

The 27-year-old guitarist joined Chicago in June 1976 following the death of original band member Terry Kath. In announcing Dacus' release, the band members said that the only differences with him were musical. There was no announcement of an immediate replacement.

Dowd will begin production on Chicago's 14th LP, with recording to start in early March.

UA SIGNS DAYTON — The group Dayton, from the city of the same name, was recently signed by United Artists, which will soon release the group's self-titled debut LP. The band is currently planning a national tour to promote the album. Pictured seated are (l-r) Richard Goldman and Sharn Sandridge of the group; and standing (l-r) Don Griesen, vice president, A&R, EMI-America/United Artists, and Vernell Johnson, general manager, R&B division, EMI-AUA.
The album with the built-in promise...

Produced by Pete Solley

THE SINGLE

"It's A Night For Beautiful Girls"

Management: Castle Music PR

Produced on EMI-America Records

EMI-America Records

ALL RIGHTS RESERVED. PRINTED IN U.S.A.