"Hey, I got a little somethin' for ya."

Billy Joel "Glass Houses:"
On Columbia Records and Tapes.
EDITORIAL  Bullish On The Future

In the wake of the recent CBS and WCI seminars for stock analysts, it is clear that the music industry is well along on the road to complete recovery and a return to prosperity. From both the companies and the analysts, the message was an optimistic one — the lessons of '79 have been learned well, and the results are beginning to show.

The analysts agreed with the companies that tighter management of costs, plus the enormous potential of the video market, are factors that only now are beginning to exert an effect. What is presently happening is only a preview of what can happen.

CBS would like to applaud and congratulate CBS and WCI for their creative approaches to battling back from the financial crises of 1979. CBS was the first to announce a returns ceiling, and WEA has come up with the most flexible one. The CBS catalog mid-line series has been the hit of the season with retailers, and both companies have made good, immediate commitments to the video alternative.

This kind of creative approach to back up the creative artists who make the music is what the industry needs. Sure, the emphasis must be on the top line, but if the industry is to survive and prosper, creativity and imagination should not be confined to the studio.

As long as that is true, the music industry need not worry.
“LET ME BE THE CLOCK”

The first single from Smokey Robinson's "Warm Thoughts." 

New. 
On Motown Records
Are You Listed?

This Will Be An International Directory To The Brasilian Music Industry.

Você Faz Parte?

Este Será o Guia Internacional da Música para a Indústria Brasileira de Discos e Afins.

Are You Listed? | Você Faz Parte?

Advertising Deadline

April 11, 1980

Último Dia Para Recebermos O Seu Anúncio Publicitário

11 de Abril de 1980
Racks, One-Steps Squeezed By Ariola Returns Deadline

by Aaron Fuchs

NEW YORK — Rack jobbers and one-stops across the nation have expressed a nearly unanimous feeling that they were not given sufficient time to return Ariola product to Capitol when Ariola’s distribution pact with Capitol was terminated (Cash Box, March 15).

According to the majority of merchandisers surveyed, a notification from Capitol advising accounts that the deal was a March 15th deadline for the return of Ariola product reached them no earlier than the last week in February. Most of the racks and one-stop operators said that they had not become aware of the deadline by reading articles in trade publications or accounts had yet to receive formal notification from Capitol at press time, which was only two days before the cutoff date.

While the situation was somewhat ameliorated for one-stops, who could choose to pass on the tight deadline to their retail clients, both one-stops and rack jobbers were aggravated by being placed in a bind with their customers. Both types of accounts estimated that an efficient “cleaning up of the streets” would require at least 90 days.

According to field sources, there are currently 48 titles in the Ariola catalog.

Analysts Are Bullish On Music Industry; Stricter Controls, Video Prospects Cited

by Richard Gold

NEW YORK — Financial analysts who specialize in following entertainment conglomerates are optimistic about the long-term growth prospects of the music industry, according to a Cash Box survey. Although the analysts view the next year as a period of financial adjustment and strategic repositioning for the major record companies, all of them agree that the development of videodisc technologies, coupled with a perennial consumer demand for new, quality pop music, make the entertainment companies with recording subsidiaries attractive investment prospects.

The analysts also noted that the promotions of promotional cutbacks, stricter return policies, firmer control of release schedules and more selectivity in artist signings and development as the best prescription for the music industry’s ailing profit picture. “1979 was a year of adjustment to a period of excess spending in the industry,” remarked Ed Atkinson, first vice president of Smith Barney, Harris Upham & Co., Inc.

R. Joseph Fuchs, vice president of Kolder Peabody & Co., Inc., credits the industry with already implementing measures that will reverse the profit slide. “I think that the industry has caught hold of itself, and we are in the midst of correcting some of the excessive practices,” he said.

Other analysts cautioned, however, that corrective measures taken by the industry have to be viewed within the framework of overall economic conditions. Harold Vogel, vice president of Merrill Lynch Pierce Fenner & Smith, Inc., commented, “I am a little bit skeptical about the intermediate term prospects for the record business. I still think that the consumers are being hurt by inflation and by the higher energy prices.”

Vogel subscribes to the widely-held opinion that “the lack of good product” was a major factor in the industry’s profit downturn. But he also believes that “there is a macroeconomic pressure on the business which will be a factor for the next six months or a year.”

Nevertheless, the analysts were careful to avoid any sense of panic over the industry’s near-term outlook. Fred Anschel, senior investment analyst for Dean Witter Reynolds, Inc., after pointing out that 1979 saw a widespread delay in new product by some of the bigger names, stressed “the fact that 1979 was an absolutely super year, and ’79 was a terrible year only in relationship to ’78. In a historical context, ’79 was not that terrible a year for the music business.”

Joe Figur, first vice president of Paine Webber Mitchell Hutchins, Inc., also expressed the opinion that an over pessimistic view of the industry’s intermediate term prospects was unfounded.

Arbitron To Start Cable, Pay TV Ratings Service

LOS ANGELES — In a joint venture with Video Probe Index, the Arbitron Company will conduct a benchmark study of the "new Electronic Media" at the end of March. All uses of the television, excluding conventional television broadcasts, will be surveyed, with study results available to subscribers in late June.

An eight-page questionnaire will be sent to 12,000 dial respondents in the top 25 areas of dominant influence (ADI) who participated in the November 1979 and February 1980 Arbitron surveys of television usage. The top 25 ADIs represent approximately half of the U.S. television audience and currently has a cable penetration of 14%, with a 25% penetration projected by 1985. A 67% cooperation rate is expected from the survey sample, which will be divided equally into basic cable, pay cable and non-cable subscribers.

Report data will supply information on viewing and consumer habits, as well as specialized reports on videodiscs, VCRs, movie theater attendance and other areas of interest to subscribers. Clients for this service include ABC, NBC, CBS, Columbia Pictures, and Young and Rubicam.

CBS, WCI Project Return To Prosperity At Stock Seminars

by Richard Imamura

LOS ANGELES — A more stable domestic market, growing international sales, the anticipated video boom and the hard lessons of 1979 will be the primary factors in the record industry’s return to prosperity during 1980, according to CBS and Warner Communications executives who addressed separate meetings of stock analysts here last week.

"1980 has been far more pleasant so far than 1979," CBS Records Group president Walter Yetnikoff told the stock analysts gathered at CBS Tower in Hollywood. "Profits for the first two months of 1980 are substantially up. The company is hotter than Carl ever remember it being.

Yetnikoff credited hit product and the CBS mid-line $5.98 catalog program as the primary reasons for the company’s current prosperity, but also noted that growing international profits (which currmed the company during 1979) and the video potential would further enhance the future.

Hot On Charts

At the present time, Yetnikoff noted, the label has three albums in the national top five and four LPs in the top ten, and that the company’s market share had probably increased from 20% over 1979’s as a result.

This recovery on the domestic market has been aided by implementation of cost management programs initiated as a reaction to the "losses of 1979," Yetnikoff continued.

The only change I see in the music industry in the next four or five years is that it’s going to become an industry where it’s a buyers’ market as opposed to a sellers’ market," he said. "The buyers, in this case, being the record companies and the sellers being the agents, the artists and their lawyers.

Limited Mobility

The major reactions for the analysts’ confidence in the future of the record business is their belief that the current energy crisis is basically here to stay, and that a new era of limited mobility will lead to a boom in home entertainment products. "I think the home entertainment leisure area will be one of the fastest-growing in the next five years," said Steve D. Hayward, senior investment analyst for the Standard Oil Co.

ST. JAMES GANG — Elektra/A&M Records recently signed singer Sylvia St. James, who is scheduled to release an LP titled "Magic Minstrel" in April. The LP is produced by E/A artist Larry White and Joe Dunn. The album is on Elektra/Asylum Records. St. James, who is a house favorite at Earth, Wind and Fire, is signed by Merge Fields, vice president, special markets, E/A; Paul Addis, St. James’ management. St. James; and Joe Smith, chairman, E/A.
SURF'S UP AT CBS—Caribou recording artists The Beach Boys recently previewed their rise LP, "Keepin' The Summer Alive," for CBS Records executives in New York. Pictured above (l to r) are: Al DeMarino, president of vice president of artist development for E/P; Bruce Lundvall, president of the CBS Records Group; Ron McCarrell, vice president of marketing for E/P; Carl Wilson of the group; Don DeMasi, senior vice president and general manager of E/P; manager Jerry Shilling; and Tony Martin, vice president and general manager of the CBS Associated Labels.

Few Labels Planning Spring Dealer Incentive Programs

by Leo Sacks

NEW YORK — Although business appears to be on the upswing for most of the country's record retailers (Cash Box, March 15), only a few major firms have announced spring incentive programs for dealers.

Those labels that are offering programs are taking a conservative approach. CBS Records current promotion, for example, which ends March 21, gives accounts their choice of 25 selected titles from the Columbia and Red Seal catalogs at 30-day, extra dating and free goods. An additional 25 kilos from the company's $5.98 series involves the same dating period, but does not include the free goods offer. Beyond this, CBS has no other plans for dealer incentive, according to a company spokesman.

At prerelease, WEA, Capitol, Atlantic, RCA and RCA were not ready to announce their programs. However, Warner Bros. recently concluded a national five percent impact program to promote the new Pretenders, "Learning To Crawl," with bonus albums. And it is understood that Atlantic is likely to offer a sales program in support of the forthcoming Genesis LP, "Duke," which will ship next month, according to a company spokesman. He said that the label, in conjunction with Rolling Stones Records, had not decided if a sales program would be launched to promote the new Rolling Stones album, "Emotional Rescue," which is due for April release. At Elektra/Asylum, a spokesman said that accounts could expect some sort of advertising support when the label releases the soundtrack to the film, "Urban Cowboy," in April. That album, a two-pocket set, will list for $15.98. The film, which stars John Travolta and is set for June release, features performances by The Eagles, the Charlie Daniels Band, Anne Murray, and Dan Fogelberg, among others.

Discard On 'Empire'

In contrast, RSO Records' spring program will offer advertising money on the five selections it will be discounting, according to a memo dated March 17.

(Radio Shack) The report stated that RCA Records' domestic sales were down 15% to a new high in 1979, but that its profits declined slightly.

A&M Deal Helped

The report noted, however, that A&M Records' domestic sales were up 35% as a result of its distribution arrangement with A&M Records and its marketing-distribution agreements with Record World and Fox Records. The company's Record and Tape Club was also profitable in 1979, according to the report, although its earnings fell 26% from 1978's record level. Sales declined eight percent in this area.

Edge H. Griffiths, chairman and chief executive officer for RCA Corporation, stated, "The domestic record industry had a very difficult year in 1979, and RCA Records was no exception. Substantial returns of records by dealers contributed to an operating loss. An intensive cost-reduction program was undertaken. Other than an improvement has been noted. We look forward to a recovery in 1980."

In addition, RCA Corporation reported a net profit of $28.4 million in 1979, compared to $27.6 million the year earlier. Sales for the conglomerate rose to a record high of $7.4 billion from the previous year's figure of $6.6 billion.

Prosecutor Links Indictments Of Tucker, Goody Officials

by Leo Sacks

NEW YORK — A United States Attorney for the Eastern District of New York has stated that the recent counterfeiting indictments of George Tucker and two senior officials of Sam Goody Inc. are related and that Tucker should be considered a co-conspirator with the Goody defendants.

The attorney, Thomas Puccio, head of the Criminal Enterprise Unit of the Strike Force for the Eastern District of New York, and John Jacobs, his executive assistant, submitted the statement in a letter, dated March 5, to U.S. District Court Judge Thomas C. Platt. Platt has been presiding over the Tucker case and was recently assigned the Goody case because of the government's assertion that the two are related.

Prior to the assignment of the Goody chain, its president, George Levy, and a vice president, Samuel Stolkin, on March 7 in Federal District Court in Brooklyn on a 16-count indictment alleging that they knowingly dealt in the sale of counterfeit eight-track and cassette recordings, Martin Gold, an attorney for Stolkin, wrote to Judge Platt requesting that the indictment "be returned to the clerk for arbitrary realignment to another judge in accordance with the law." Platt ruled, however, that "one case is related to another... when because of similarity of facts and legal issues or because the cases arise from the same transactions or events, a substantial saving of the time of the whole court is likely to result if the cases are assigned to the same judge." Platt stated.

"By way of illustration," the rule continues, "and not limitation the following are related, criminal cases, when (i) a superseding indictment or information has been filed, of (ii) more than one indictment or information is filed pending against the same defendant or defendants.

In his letter to Judge Platt, Gold stated, "Clearly, neither of the indictments contained in the rule applies; there is no other indictment or information filed against any defendant in this case; superceding or otherwise. Furthermore, he noted, "The United States v. Tucker has not required, and will not require, the court to discard any issue — legal or factual — common to this case. Tucker, as the letter pointed out, was already pleaded guilty to one count of wire fraud and one count of copyright infringement, which are currently pending sentencing.

Nevertheless, it is the government's position that there is both a similar set of facts and legal issues in the two cases to warrant their hearing before Judge Platt. According to the government's memo, "the defendant, George Tucker, manufactured and distributed literally thousands of the same pirated tapes during the year 1978, and "the very tapes that Tucker manufactured are the subject of the instant indictment against Stolkin..."

Doherty, Frank Named To Island Promo Positions

LOS ANGELES — Marcy Doherty and Howard Frank have been named to high-level promotion positions at Island Records. Doherty was the company's vice president of national promotion and Frank was promoted to national promotion director.

In her new position, Doherty will direct Island promotion, as well as oversee the continuous development of product from importing to completion. Frank will assist Doherty.

Prior to joining Island, Doherty was in independent promotion. Furthermore, he noted, "I have also national promotion director for United Artists Records from 1976-78.

Frank was promoted from his previous position with west coast promotions for Island. Prior to Island, Frank worked as local promotion manager for ABC Records and Ode Records.
Not just any Wednesday.

ASCAP We’ve Always Had the Greats

ASCAP congratulates its Grammy winners
It's hard to believe that Charlie Dore is British. Her debut Island LP, "Where to Now," was released in 1978 and is an eclectic mix of American folk and country music that she could easily pass for a resident of Nashville. Although she might not have known it, her influences were measurably different from those of most other Brits. Although she liked some English groups such as the Beatles, she also subscribed to "a steady diet of bluegrass, morning, noon and night, when I lived with bluegrass freak," and she comes across as an intimation with American blues and soul men like Robert Johnson, Blind Blake and Otis Redding. Although Dore had always been involved with music as both a fan and performer, she had to make the choice between a professional career as a singer and actress. She went to drama school, acted in a repertory in Newcastle and even did a stint on television. But it seemed that all roads led to music. While at drama school, she met Julian Littman, a guitarist with whom she performed on stage. He observed her role in the "Young Men and Women" series required her to write and perform three songs a week. Dore's commitment to a musical career was finalized in the 1980s, when she would eventually become her manager, asked her to form a group for a one-shot gig at the Manhattan Club. Dore was well aware of what she had missed out on but so well that she wanted to make up for lost time. At first, the band was comprised of a heavily favored country and bluegrass, but gradually her own style emerged. According to Dore, "When I started writing my own material, it seemed not to get the same exposure as songs done by other people. I was on radio and television, if I was on the television show, the kind of second-hand country intimations I'd heard in England were responsible for shaping my career." Dore's professional break came when an Island staffer named Mark Miller Monday refused a trip to America and was referred to one of Dore's performances when he asked what he did while he was away. The result was a label deal some six months later and Dore's debut LP, which was recorded both in London and Nashville. Especially noteworthy are Dore's Nashville recordings, which utilized a cast of that town's most prestigious players, including the likes of Charlie McCoy, Sonny Curtis, and Tommy Coggill. According to Dore, "I was a little nervous working with such luminaries. I don't feel like I'll have a certain amount of control, and I was afraid that the band's dynamics would be left out. But as it turned out, we were easier to work with than any musicians I've ever been involved with." Dore's appreciation of America extends beyond an infatuation with the professionalism of studio players. She is genuinely feels that America is the market that will respond most sympathetically to her music. "Obviously, I'd like to come to America and tour there," she comments, "but I'm not sure if there are plans being made right now to make that happen. The American market is much different and, I'm afraid, more picky. Anything can happen, though, even the new wave bands are coming around to the fact that you can't escape from melody. Still in all, I can't help feeling that America will be my baby."
Nearly everyone in the recording industry agrees that digital is the technology of the future. Unfortunately, they’re also under the impression that it won’t be available until then.

There are, however, some notable exceptions to that philosophy: Like A & M Records, Warner Bros. Records, Record Plant, Westlake Audio, Audio-Video Rents and Sound 80. You see, they’ve all installed the multi-track digital system that’s available right now.

3M’s 32-track Digital Mastering System.

The reasons are obvious. Because digital captures all the pure, full-range highs and lows and surrounds them with clean, no-hiss silence. The result is transparent, distortion-free sound itself. Whether it’s the first generation or the twentieth. But there’s one other reason why so many outstanding studios are using 3M’s Digital Mastering System for the entire recording process.

They like to stay a step ahead.

For more information, write: Digital Mastering/3M, Building 223-SS/3M Center, St. Paul, MN 55101.
Polygram Names Rolleson As VP Of London Label

NEW YORK — Polygram Classics, Inc. has named Richard Rolleson as vice president of London Records. In his new position, Rolleson will be responsible for supervising artist relations, product development and promotional and public relations activities. He will also direct coordination between London Records and Polygram at Decca, Inc., Polygram Record Operations, sales and distribution arm, on sales and marketing of London product in this country.

Polygram Classics is an operating unit of PRO/USA, the umbrella organization for most of the American recorded music activities of the European-based Polygram Group. Polygram recently acquired control of the recording and publishing activities of Decca Ltd., including the London classical repertoire.

Rolleson has been with London for several years as assistant manager as its classical division.

Datello Appointed President, CBS Specialty Stores

NEW YORK — Francis A. Datello has been named president of the CBS Specialty Stores division. The division operates Pacific Stereo, a chain with 100 outlets in the west, southwest, and midwest.

Datello has been executive vice president of the specialty stores division since October. Previously, he was vice president of finance, planning and administration for Columbia House, the direct mail unit of the Columbia Group. Datello joined CBS in 1986.

Wren Named Promotion Director At RSO Label

LOS ANGELES — Robin Wren has been named national album promotion director for RSO, announced Bob Smith, vice president of promotion. Wren will coordinate all efforts of RSO's national promotion staff.

Prior to joining RSO, Wren handled in-depth record promotion for ABC/Paramount Records and Promotion. The Los Angeles native has also worked in promotion at RCA and west coast regional promotion at Capitol Records.

Sherman Named To RSO Publicity Staff

LOS ANGELES — RSO Records announced that Gary Sherman has joined the label's publicity staff as assistant under Ronnie Lipman, director of national publicity. Sherman will handle all aspects of publicity.

Joining RSO's dance music department in 1979, Sherman's duties included the national distribution of all dance product to disco and radio. He also arranged personal appearances for artists in discos nationwide.

Twentieth Hikes Dividend Rate, May Split Stock

LOS ANGELES — The Twentieth Century-Fox Film Corp. declared a 42% increase in the quarterly cash dividend on its common stock. The cash dividend of 40 cents per share will be payable March 25 to shareholders of record March 17.

The Twentieth Twentieth Century-Fox Film Corp. declared a 42% increase in the quarterly cash dividend on its common stock. The cash dividend of 40 cents per share will be payable March 25 to shareholders of record March 17.

If the shareholders approve the increase in authorized shares, the company will then divide those shares in two equal parts — one for each common stock shareholder — equivalent to 50 cents per share on a pre-split basis.

The company will also ask its shareholders to approve an increase in its authorized common shares from 15 million to 30 million at the annual meeting scheduled for April 25 in Beverly Hills.

The company's seventh consecutive year in which the quarterly dividend has jumped and the first time the company has split its common stock. Following the split, a new quarterly dividend rate of 7.5 cents per share will be payable on May 24 to shareholders of record on May 3.

Matsushita Posts Record '79 Profits

OSAKA — Matsushita Electric Industrial Co. posted record earnings and revenues during the fiscal year ended Nov. 29, 1979. A 10% increase in sales revenues to $9.38 billion yielded a corresponding 10% jump in earnings to $904.4 million for the fiscal year.

The revenue year was bolstered by a strong performance in the United States, where 14% increase in sales revenues to $2.69 billion led to a 16% jump in earnings to $415 million for the US division.

While sales revenues for the fiscal year increased at the 10% rate, export growth more slowly, registering only 5% growth to $2.41 billion for the year. "Fluctuations in the exchange value of the Japanese yen and overseas import restrictions slowed the growth of exports and resulted in a drag in the second half of the year," a company spokesman said.

The Japanese electronics company, which markets its products under the Panasonic, Quasar, Technics and Technica brand names, recently unveiled a new $240 million, 50-story tower located at the confluence with Nippion Victor (parent company of Victor Musical Industries, one of Japan's leading music publishers) and the VH Video Disc is expected to become the standard system in Japan.

Centre Stage Mgmmt. Moves To Los Angeles

LOS ANGELES — Ron Herbert's Centre Stage management firm has relocated its headquarters to Los Angeles. Previously based in New York, Herbert, a former A
dd manager, has added dance and jazz acts.

Centre Stage also represents Warner/Chappell recording artist Arrogance. New offices are located at 8010 Melrose Pass, L. A. Cail, 90038. The telephone number is (213) 650-7781.

EXECUTIVES ON THE MOVE

Brody
Peters
Segal
Beeson
Changes At Tomato — Tomato Music Company, Ltd. has announced several new appointments, starting with Heiner Studer, who will take on the responsibility of general manager, as well as acting as manager of ATV for the label. Mr. Studer has been with Tomato Music for the past two and one-half years. Bruce Bromberg, who has been in charge of west coast regional radio since 1977, has been promoted to the post of National Director of Marketing. He has handled sales in the west and will now be responsible for regional sales positions at both RCA and CTI Records. Cynthia Lane, who has recently joined Tomato Music Company, has been named national director of promotion, press & publicity. Lane joins the company after three and one-half years at CTI Records where she was responsible for marketing and international promotion, including the arrival of Laura Glimmberg, who has been with Tomato Music in the capacity of Production Assistant for the past two years, has been appointed to director of production. In addition to the administrative changes, Tomato announced the relocation to new offices at 185 Montague Street, Brooklyn Heights, New York 11201 — (212) 875-1313 — Telex 285257 GERMU.

Aria — Polygram Distribution, Inc., has announced the appointments of Joff Brody as New York branch manager and Frank Peters as Cleveland branch manager. Brody was most recently Northeast regional marketing manager for Polygram Records. Prior to that he was with PDI as New York Sales Manager. Originally, he joined PDI as Key Account Manager for Bar Records. He has held positions for over 2½ years, most recently as National Sales Manager. Prior to that he had been Polygram's northeast regional marketing manager. Before joining Polygram he was responsible for Polygram's eastern area.

A&M Names Distz-Baim — A&M Records has announced the appointment of Al Distz-Baim to advertising manager, print/audio (Creative). He most recently held the position of advertising traffic manager.

Ballon Named At RCA — Marcus D. Ballon has been named manager, market planning, for RCA "SelectaVision" Videodiscs. He served previously with Random House and Warner Communications.

Changes At Warner — Harriet Peterson and Marianne Koplatch have joined Prelude Records, working in all areas of pop, retail, and R&B promotion. Another new arrival is Karen Grasso who will be administrative assistant to the president and vice president. Industry veteran Joe Kopsky, vacationing in Puerto Rico, has been named vice president of sales.

Kellman To Telarc — Telarc Digital Records has announced the appointment of Michael Kellman to Director of Marketing. His previous positions included production of the Grammy-nominated Joni Mitchell album "For The Kids," and production of BMG's sixth CD, "The Best Of David Bowie." He is a graduate of New York University. His experience includes one year with RCA Records.

Young Promoted At Interworld — The Interworld Music Group has announced the promotion of Donna Young to west coast marketing manager for the firm. Young, who joined Interworld last year, has been in the industry for seven years, previously worked at United Artists Records and Music.

Changes At Scott/Sunburst — Steve Rosebaugh has been appointed controller for Scott/Sunburst Recording Studios. Also announced was the appointment of Mollie Neelson as assistant treasurer. Scott/Sunburst, a multi-billion dollar recording studio complex, is one of the world's largest recording facilities.

Newman Named At Rosebud — Rosebud Music Agency has announced the appointment of Brian Newman as director of public relations. She comes from a background in the travel industry, most recently as a public relations representative for Trans World Airlines since 1976.

Rutitle Named — Jan Rutitle has been named director of administration for the publishing companies administered by Sanford Music Management. These include, Better Days Music (BMI), Carmen's publishing company, Better Nights Music (Carmen's ASCAP company), Eric Gale's Gale Pyramid Music (ASCAP), Hugh McCracken's John St. Music (BMI) and Mirostik Makeba's Makeba Music Corp. (ASCAP).

MUSEXPO Names Director — MUSEXPO has announced the appointment of Michael Goldberg to east coast marketing director for this year's MUSEXPO — 6th Annual International Record and Music Industry Market. to be held September 26-30, 1980 at the Americana Hotel, Bal Harbour, Florida. Prior to joining MUSEXPO, he worked exclusively in the music industry as an instrumentalist, studio musician, arranger and record producer.

Gordon Leaves Casablanca — Richard Gordon has left his position at Casablanca Records. While maintaining his status as executive vice president, Gordon also held the position of company attorney for the past year. Previous to his move to Casablanca, he served as publicist for John Cameron Public Relations representing such stars as Julie London, Stansly Milne, Roslyn Kind, and Jani Shives. While maintaining letters from backers to open his own office, Gordon can be reached at April 10th at (212) 982-6629.
Eagles

INGLEWOOD FORUM — The Eagles are a hard band to fault. The group has offset its slow-down stigma by employing the guitar ar-

tilary unit of Joe Walsh and Don Felder —

avoided the corny lyric syndrome by pen-

sing such penetrating observations of con-

temporary life styles as “Life in The Fast

Lane” and “Those Shoes” and eschewed its

cowboy image by avoiding the country rock

sound on its last two LPs. But the band’s recent homecoming performance

at the Inglewood Forum proved that the Eagles have few peers in American rock, its high intensity 90-minute to the

second gig was an exercise in sheer professionalism. The band’s harmonies, with their

refinements, are richer than ever before, and Joe Walsh handles the showmanship. The
tight line-up, undermanned by the group’s fiery guitar riffs, running fake football

plays and doing the marionet routine during “The Greeks Don’t Want No F’cks.”

Walsh and Kendall, to steal most of the limelight, Don Henley and Glen Frey remain the backbone of this quintessential California band.

It is their writing ability that has gifted the FM airwaves with such classics as “Desperado,” “The Sad Cafe” and “Hotel California.”

The song about L.A.’s Beverly Hills Hotel led off the set, and inspired the evening’s

first classy backdrop. The Hotel, as well as other thoughtful touches, such as a hilltop view of L.A., were illuminated to give

the whole illusion of change from sunshine to shadow. The Eagles performed most of its classics including “Already Gone,” “Life in The Fast Lane” and “Take It Easy,” but the band also included some lesser known Joe Walsh material such as “Life’s Been Good” and “Turn To Stone.” Joe Vitale supplied the band with percussion help and sax man David Sanborn also played on a few numbers.

A pre-song encore was highlighted by a special guest appearance by Elton John on

“On Carol,” and the whole band breaking out acoustic guitars for a liltering version of “Best Of My Love.”

Jean-Pierre Rampal

DOROTHY CHANDLER PAVILION, L.A. — The audience on hand to see classical flautist Jean-Pierre Rampal was as diverse as the performance rendered by the featured guest.

Young long-haired and conservative pin

head rockers alike watched attentively as Ram-

pal and pianist John Steele-Ritter enaged in a galvanizing display of musical inter-

pretation.

From the moment the performers strode on stage to begin the evening with a Mozart

“Sonata in B Flat,” a hush befell the audience, never to lift throughout the entire three-

song medley of Bach’s vocal, pastoral piece

The first piece was a prime example of Rampal’s finely tuned virtuosity, and an

opportunity to hear some excellent, staccato counterpoint between the flautist and the pianist.

It was near the end of the first number that the exuberant audience delled Rampal’s

momentum by clapping during the music’s conclusion. Before moving on, Rampal stood poised near stage front, 

listening to the hum of conversation, but actually waiting for the talking and coughing to

cease.

Rampal’s rendition of “Sonata in A Major” for M. J. M. Bach was worth waiting for, however, and the music wasted no time absorbing the audience again.

From a full rhythmic gallop to academic tips to a galloping Ashley, Rampal engaged the audience in a full-bodied soundscape, colorful and resplendent.

Jean-Pierre Rampal finished the piece in a breathy counterpoint exchange of equal

rhythmic and melodic depth. As the night wore on, the music of Rampal and Steele-dashittered the music quite moody. A lifting climax to the performance was Rampal’s flute spiraling inside Steele’s swirling chords.

Old or young, the audience offered up healthy ovations when the musicians had

finished.

The Dirt Band

TENNESSEE THEATRE, NASHVILLE — With the hit “An American Dream,” now on the airwaves, it appears The Dirt Band is leaning more toward pop than country. Yet, in concert here, the band performed a little bit of everything.

Long considered excellent musicians, The Dirt Band covered the gamut from the rock-influenced cuts from the “An American Dream” LP to country classics like Hank Williams’ “Honky Tonkin’,” during the hour plus show.

An endless array of instruments — guitars, violin, keyboards, drums, clarinet, saxophone, organ — enabled the band to slip easily from its newer material to an intricate bluegrass/sound drum set or a cojon foot-stomping tambourine lead.

But it is still the older material, like "Mr. Bojangles," "The Battle Of New Orleans" and cuts from the "Will The Circle Be Un-

broken," that on the yee-haw-ans-

yelp from the audience. And, as if to prove

those Nashville ties have not been severed, the seven-man group invited friends and

fellow musicians: listening to the wings to

join them on their first encore, the all-time

sing-along, "Will The Circle Be Unbroken." John Hartford offered an entertaining
closing set for The Dirt Band, including a

comically ditty about a washing machine, the
gletic "Gentle On My Mind,” along with the
dillinger’s classic, the "Orange Blossom Special." Hartford would do well, though, to

add new material to his show, as his perfor-

mances have not changed substanti-

ally over the past few years. Cindy Cusick

Jean Pierre Rampal

Performing in the Salvation Army-type outfit she wore for the cover of the "Stutterless" LP, Lovich took a singular path with the musical story of her life —

alternately danc-

ing, yelling or just plain moving as the singer breezed through her theatrical set.

In the current "flex" album, Lovich’s show was propelled by the use of various musical elements to enhance her band’s strong points. From Lovich’s highly expressive facial expressions to the shrilling warbling and screams she used to augment a new sound of electronic imagery, it was apparent to the audience that the band is far from being a simple, random, bursts of dancing and mime, the show moved at a brisk, entertain-

ing pace — despite the absence of seats in the venue. But the theatrics wouldn’t have worked if the music was a letdown, and Lovich and her accom-

panying co-singer-writer Les Chappell on guitar and synthesizer, Justin Hildreth on drums, Mark Heyward-Chaplin on vocals — and the band didn’t disappoint.

Moving briskly through such high energy numbers as "One In A Million," "The Night," and "Bird Song" (which also featured the singer in a Raggadeyne-type dance, twirling and weaving between, around and through the band), Lovich provided a starting highlight to the set with the rock ballad "Too Tender (To Touch)," a number Lovich and Chappell call one of their best to date.

Musically, the band was sound, with Chappell providing some excellent mo-

tions to the percussionist, and Lovich definitely the star of the show. Easily hand-

ling strident, march-like tunes like "You Never Have Enough," the singer also

succeeded in vocallyizing on "Monkey Talk" and some energetic sax playing on "Joan," Lovich made the show a rousing ender to the beginning of a night well-spent.

Opening the show was a high-volume, energetic set by Columbia’s Bruce Woolley and his band Lightweight, featuring the melodic, power and a raw-edged talent through-put, highlighted by its rendition of "Vidéo Killed The Radio Star," which Woolley co-wrote with Trevor Horn and Geoff Downes of the Buggles. With more polish and experience, this band could merit headlining status.

Richard Immamura

The Brides of Funkenstein

Parliament/Funkadelic

THE APOLO THEATRE, N.Y.C. — At the
time of playing at the Apollo, the performers

were promoting their latest album, "Mello Day.

"Mello Day" is a collection of their Best Of Everything with an emphasis on their funk and soul roots. The group's sound is characterized by a heavy use of horns and keyboards, with a strong emphasis on tight, grooving rhythms and catchy melodies.

The album features a mix of upbeat jams and soulful ballads, with a strong emphasis on danceability andhooks. The Brides of Funkenstein's sound is distinctively modern, with a blend of funk, soul, and R&B elements that make it stand out in the music industry.

Although the band is known for its chart-topping hits, such as "Let's Do It Again" and "Knee Deep," they are also respected for their innovative approach to funk music. Their music often incorporates samples from classic funk and soul records, creating a unique fusion of old and new.

The Brides of Funkenstein's sound is not only popular with listeners but also with other artists and performers, who have cited them as a major influence on their own music. The band's ability to connect with audiences and create a lively, engaging atmosphere is a testament to their talent and dedication to their craft.

Despite being a long-established band, the Brides of Funkenstein continue to be recognized for their contributions to the funk genre, and their music remains a staple of radio playlists and party sets around the world.

While their vocal delivery on more up-
tempo songs wasn't as crisp as in years past, their signature style and, on love ballads, her voice still embodies the purr and hum that made her a jazz favorite for so many years.

Her dates at the Backlot represent the resurgence of O'Day as a current artist. Along with release of her LPs "Mello Day" and "Live In The City" on her own Emily label, O'Day has appeared as guest on a string of talk and variety shows.

But it was the small venue of the Backlot where the artist was personal and most ef-
fic.


Backed by Lou Levy, piano, Monty Banks, bass, and John Poko, drums, O’Day received continued ovations for her music and rapport with the accompani-

ments.

When she finally closed her set, again singing her theme song, the audience

seemed hardly ready for her to leave.

Michael Martinez

The WHISKY, L.A. — Living up to expecta-

tions, Stiff/Epic recording artist Lene

Angels debut proved an ex-

}
CBS, WCI Project Return To Prosperity At Stock Seminars

(continued from page 7)

“These are really many different kinds of what we call ‘new wave,’” Yentzkoff added. “On one hand, there is a significant musical or lyrical statement, like with the Clash or Elvis Costello, while at the other end of the spectrum, there is a very simple form of dance music, like the Knack, for instance.”

Midsize Success

In the area of catalog sales, Yentzkoff credited the $5.98 midline series for causing a significant increase in the company’s earnings targets, as the midlines are a big hit,” Yentzkoff said. “They’ve worked out about three to four times better than we expected. The lower price is attractive to consumers, especially since catalog isn’t more expensive than discounted hits product anymore.

When asked how the company could afford to market the midline profitably, Yentzkoff explained that “without the artists’ cooperation, this could not have happened.” Voluntarily reduced royalties for both artists and publishers, plus the absence of start-up factors such as recording costs, etc., have made the mid-line series “feasible and profitable,” he added.

The midlines have revitalized sales of the catalog, according to Yentzkoff, which were flat in 1979, Yentzkoff said. “With sales up 400-500%, in this area, we are more than 150% over the top.”

International Prospects

In the international arena, Yentzkoff was Leber, Krebs Promote 100-City Rock Revue

NEW YORK — CBS recording artists Frank Marino & Mamagony Rush, Alco recording artists Humble Pie, Casablanca recording artists Kansas, and Atlantic recording artist The Mothers of Invention will headline a 100-city “Rock & Roll Marathon” this spring, beginning in March in San Antonio, Texas.

According to the promoters, David Krebs and Steve Leber of Contemporary Communications Corporation, ticket prices will vary from $6.50 to $7.50, depending on the market location of each date. The promoters’ goal is to attract “crowds of 20,000 or more at each show, with promotional tie-ins with local radio stations and retailers also being planned.

Other stops will include: Houston, St. Louis, Chicago, Cleveland, Miami, Atlanta, Denver, and San Francisco.

N.Y. Music Playoffs in Semi-Final Stage

NEW YORK — The semi-finals of the New York Music Playoffs, sponsored by the New York Music Task Force, will take place on March 15 at the CBS recording studios at 207 E. 33rd Street.

Six out of 20 groups will be chosen by a panel of judges to compete in the final event, to be held on March 24. The winner of this event will be awarded a CBS singles recording contract and other prizes.

For more information, call (212) 935-9341.

OFF BROADWAY DOWNTOWN — Atlantic Recording group Off Broadway recently made its New York debut appearance at the Palace. The group is currently on a year-long national tour, with a recent debut LP. “Oh,” and single, “Stay In Time.” Showbackstage (l-r) are: Susan Stein, artist relations/product manager for Atlantic Records; Sandy Youn gram, assistant director for the label, John Iovine, Ken Harck, John Pizzano and Rob Harding of the group; Ben E. King of Epic recording group Cheech & Chong, Johnson of the group; Dave Ellefson, senior vice president and general manager of Atlantic Records; and Sam Kalser, director of field operations for Atlantic Records.

CLASHMANIA — The Clash’s local concerts this weekend proved that they are perhaps the most intensely energetic band ever, and Mick Jones, Joe Strummer, and Paul Simonon have retained their frontman front we’ve yet to see. As if the career of their “London Calling” LP wasn’t evidence enough, the group’s performance gave a clear indication that they’ve got Presley (and his throne) on their mind, but, like alien gods, this music exists beyond the mundane and occasionally extended Terry “Brainwash” form. The Capitol Theatre show opened with a fine set by New Orleans legend Leon Dorsey and his excellent backup band, Skor. According to agent Jimmy Evans, Dorsey, who has no home or business phone, was booked via a phone call to a candy store across the street from the club and lord knows where he plays his hit to trade. Finally, kudos to the Clash’s d.j. Berry Myers, for playing Holly and the Italians “Tell That Girl” and a cool British version of “Bearcat.”

ALL THE NEWS THAT STIFFS — Stiff has signed local shock-rockers the Plasmatics to a worldwide deal that excludes North America. First album will be produced by veteran Jimmy Miller (Black Sabbath, Cream). Stiff’s founding member, Kevin Ayers is reworking with V.H. It appears that ‘Songs’ is being recorded on his latest UK LP, “That’s What You Get. Baby” for domestic release. As soon as Iggy Pop says yes, Danny Fields will manage him. Warren Zevon is around town. He will do the Palladium on April 12 and reportedly turned up for the Casbah benefit. The Velvet Underground’s John Cale flew to New York to see some group, but isn’t sure who.

Marty Thau records his first ever record. His Red Star new wave anthology will be called “3 X 5.” The LP, which was produced by Blondie’s Jimmy Destri, and which features covers artwork by David Bowie, will showcase two tracks such by Blondie, Pahara, to whom the Stiff machine and the Pjicos. According to Destri, “The band’s lost an image by featuring ‘Ace the Face,” who is in reality drummer for one of the most successful groups to come out of N.Y. Look for Dm to handle distribution... Alligator is also taking to do bluesman Chuck “Stoop Down” Willis.

TIME’S MUSICAL BUSINESS — Expect Atlantic to leave increasingly fewer Virgin LPs for the JEM-distributed Virgin International. Not only did super-programmer Lee Abrams produce the latest Gentle Giant album for Columbia, but he submitted a fifteen-page marketing plan to the label... Rounder and MCA recently sent their dis- ployer, George Thorogood, out of court. MCA gets two LP’s which will be released in their catalog but can’t come with any additional recordings. Thorogood’s next for Rounder will be called “More George Thorogood.”

In other court activity, Ronnie Spector and her soon-to-be-ex-Fredlead, Fred, recently gained custody of their ten-year-old daughter from his dad, Phil, while Keith Richards’ ex, Anita Pallenberg, got off with a $1.00 fine on a misdemeanor gun possession charge in connection with the suicide of a 17-year- old girl who was found in the back of the band’s car with Keith and Richards’ bedroom.

Djy Meg Griffin, Dan Neer and Rick Allison have filed complaints against the station for “a series of over reactions” by the station’s management.

COME ON, BABY, LET’S GO UPSTAIRS... — Don’t count on any of those rock shows at St. John’s University returning to the St. John’s campus this year. The university’s student senate recently voted to give the station the green light to continue operating.

FINISHING TOUCHES — CBS International recording artist Julio Iglesias of Vintage Voice fame, has recorded a new album on his Spanish album at the Criteria studio in Miami. Assisting Iglesias is his producer and arranger Ramon Arcusa.

In addition, 31-year-old man of the Whispers, along with fellow member Johnnie Clark and his 25-year-old brother David, was arrested for allegedly possessing about $200 worth of jewelry and gem stones which disappeared in the theft of a mail delivery truck in Los Angeles last December.

aaron fuchs
CATCHING THE SUN — Spyro Gyra — MCA MCA-5108 — Producers: Spyro Gyra

From the title track on, this MCA LP from Spyro Gyra is a light, often breezy, forever smooth concoction of contemporary jazz/funk. "Safari" and "Laser Material" move through a variety of moods out of soulful jazz and rock but it’s still smooth. The blend of idioms on "Porcolater" reflect the constant use of jazz as the base for pop material. This LP can find its way onto A/C, B/C and Top 40 radio.

LET THE MUSIC DO THE TALKING — The Joe Perry Project

This Aerosmith axe man Joe Perry takes his first solo flight with this LP which, surprisingly, is oriented "Ring Heads, FACE knob rock & roll oriented like anything on the first Jefferson Starship LP, Grace Slick has been a tremendous inspiration to many acts over the years, but no one has ever touched the sitar-like vocals of this alluring rock songstress. A definite hit, this album is filled with several cuts, but the record also has some fine straightforward rock moments for AOR.

MASTERCARPE — Mass Production — Capitol SD5218

Producer: Mass Production — List: 7.98

This is a four-star debut LP from a band that should be around awhile. The group has a great lead vocalist in Tom Cotrane and a confidence, Tom Petty-like musical stance. Red Rider's simple straight forward pop/rock musical style won't win it any musicianship awards, but its inventive breaks and strong harmonies are almost brilliant in their simplicity. Look for this band to turn a lot of heads AOR wise. Best cuts are the title track and "Just The Way It Goes."

BACK FOR MORE — Al Johnson — Columbia NJC 36266 — Producers: Norman Connors — List: 7.98 — Bar Coded

This album further establishes the trend toward a mellowing of black contemporary music, as soul veteran Al Johnson's classic voice breaks through. The band is a solid backing unit with an ear for the radio's current moods, and Al Johnson's vocal style is similar to a contemporary R&B performer. The title cut should find a nice home on the B/C charts.

WHEN TWO WORLDS COLLIDE — Jerry Lee Lewis & Elektra SE-254 — Producer: Eddie Kramer — List: 7.98

The "Killer" is back with one of his strongest efforts in years. The man's pumpin' piano style is still as engaging as ever on rockabilly-like "Good News Travels Fast" and "Rockin' Jerry Lee," but the really shines on "Don't Rock the Boat" and "Just The Way It Goes." Eddie Kramer's production is perfectly suited to Lewis' latest day style. For country and pop formats.


Cowboys International is the perfect premiere album for people who are just getting their feet wet, as far as the new wave fringe is concerned. The band injects lots of pure pop melodies into a slightly off-balance avant garde sound. Much of the music features an eerie, dissonant wall of sound, set off by upbeat lyrical musical themes. Top tracks include "Painty Shoes," and "Here Comes A Saturday."


Without fail, Wilson has released another LP with all the elements that reflect her diverse background. The title track uses light horn riffs, female vocals and a tightly woven funk base to propel Wilson's already strong vocals. Bright moments on the LP include "Someone Else," "The Sadness In My Eyes" and "Let's Hold On To Love." The music here is aimed at A/C, B/C and Top 40 playlists.
POINTS WEST

WORLD HUNGER EVENT — The Los Angeles World Hunger Event will be held May 3 at the Bonaventure Hotel here. The event is an effort to assemble 300 influential musicians, artists, politicians, scientists, athletes and broadcasters for a summit meeting on the realities of hunger issues, occurring in conjunction with three-eight-hour-long series of workshops, films, videos, music, and discussions, during which the guests will learn how they can personally join the campaign against world hunger. Recording star John Denver, singer Gloria Loring, producer Charlotte Brown, director Jerry Fielding and Farmington executive David Goldman of the local entertainment community committed to ending hunger and starvation, are volunteering their time to promote this worthy event.

A WAVE OF A DIFFERENT COLOR — Both old and new artists have been humming with new rock hybrids lately, and two of the most amusing acts to surface on the New York and L.A. club scenes are The Bus Boys and Joe "King" Carrasco. The Bus Boys opened Blacklows West on their first L.A. appearance; the young new act named after Main St. in Santa Monica on March 7. The Bus Boys are an all-black band that appears onstage in bus boy uniforms and combines choreography with satire and the energized music of the new rock. Some of the group’s more humorous numbers are "Klu Klu Klax" and "Shoe String." Carrasco, on the other hand, is a Texas-raised Tex-Mex new wave that has been pegged as a cross between The Sir Douglas Quintet and The Mysterians. The group passes out autographed tortillas as part of the act.

OL’ BLUE EYES HONORED — The board of directors of the National Academy of Popular Music will present Frank Sinatra with the Academy’s first Johnny Mercer Award on May 28 in New York. The award is to commemorate the benefit of the Songwriters Hall of Fame and the 2,000th performance of "My Way" by Frank Sinatra for his "Lifetime Romance With The American Songwriter." Ethel Merman, an Academy trustee, will present the award. "As a close friend for a good 40 years, I would like to thank Frank for his "Lifetime Achievement in Popular Music."

SLEAZY GOLD — Cassablanca Records and FilmWorks told Cash Box that the company does not have any incentive programs to announce as yet. But it is noted that the label was gearing for a major "cross-the-board" discount this spring. Marcus Allen, who is the new executive vice president for Polydor, said that the company’s approach is to be competitive 12 months a year and to attack promotions in a measured way. Cassablanca has a choir to the day when accounts build their inventories on a seasonal basis, and also have their markets covered. Accounts neither want nor should have to anticipate their needs on a long-term basis.

Similarly, Elliot Golden, senior vice president and general manager of Artists Records, said that he tends to regard seasonal incentive programs as "artificial" unless they are tied to certain holiday periods, such as Thanksgiving and Christmas. Some labels are inclined to establish programs geared to what’s happening in the marketplace as opposed to a particular time of the year.

Artists have asked the president and director of sales for Warner Bros., "You can’t expect to force records into the marketplace by offering them at a discount, and advertising money, and we’re not about to discount our product simply because it’s an artist’s ego that can be flattered.

CBS Inks Midsong To Distribution Deal

NEW YORK — CBS Records has confirmed that it is inaugurating a new plan to dis- tribute independent labels through its branches. The first label to be given such an arrangement with CBS is Midsong Records.

Unlike the CBS Associated Labels, whose sales, marketing and promotional efforts are supervised by the staff of Epic/Portait/Associated Labels, Midsong will remain a completely independent company under the direction of Barry Kief. The label, however, will not appear on Midsong product, and CBS will simply receive a distribution fee from Midsong’s sales. The company will handle the deal from the manufacturing standpoint.

The first Midsong product to be released under the new arrangement is Golly Jagger and the War- rippers’ paper single, "Gimme Something Real," and a Garri and George album entitled "Caleello." The album will be sold nationally through independent record stores.

CBS did not reveal whether or not it is discussing similar arrangements with other independent labels.

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Gospel Awards

(continued from page 19)

Francisco, Bill Gaither, Dallas Holm, Harold Lane and Lanny Wolfe. Nominees for in- strumentalist of the year are Dino Kanoa, Recorded Original of the year are Leland, Nielson and Young and Henry Slaughter.


Nominees for best female are: Dilla Beatty for "Promises To Keep," Mike Bourn for "You Make It Rain For Me," Michael Harris for "It Was His Love," and the Bible for "We Are Persuaded" and Dilla Beatty for "From Out Of The Past."
Racks, One-Stops Squeezed

out about it ten days ago when I read it in a trade. While Transworld was able to clean up its ownasions, they erroneously estimated that there were about 1500 pieces of product in the racks that could not be returned on time.

"We get squeezed more than a one-stop," said Delsignore. "While a one-stop can pass on a deadline notification to its accounts, a racked account remains our responsibility, and if an account takes a week to pack up a box and ship it to us, then we're stuck with it."

"Everytime you turn your head," Delsignore concluded, "there's something else chipping away at you."

Chip Heath, buyer for the Latham-based Bee Gen Records, a rack and one-stop, said, "We are definitely getting caught in the squeeze. As a wholesaler, we buy from our distributors in good faith, and now no one wants to acknowledge responsibility for the product. The deal and Capital gave me allowed me only enough time to return what was in my warehouse."

Heath, too, was unaware of the deadline until he had read about it in a trade."I called Capitol in Boston and they said 'true', and that I had until the 15th to get merchandise to their warehouse, and that Ariona would pick up some existing numbers but would not be responsible for any other Ariona product. Furthermore, I was advised that if we didn't give them a return within a month, we would be able to return them to their branch in Richmond by Friday, then I won't get credit for the Ariona product. But, it takes three or a week to ship the product, and we fear that we will get it to them in four days."

Woodward added that "as far as the deadline notification, I found out that my (Capitol) salesman had not even done the paperwork yet to authorize an RA on a re-quest that I made over two weeks ago. Woodward estimated that, among his 150 accounts, he had "eight to ten thousand dollars worth of Ariona product on the street."

Singer Sues Diamond

NEW YORK — Gloria Kaye has filed a civil complaint in U.S. District Court here against Gregg Diamond, Diamond Touch Productions Ltd., and TK Productions Inc. on charges that Diamond defrauded her, broke a contract, and violated her civil rights.

Kaye, a resident of Los Angeles County and a hostess of a Canadian television program, alleges that Diamond agreed to produce her if she recorded artists for him. She contends that, after recording with Diamond in February of last year, he informed her that her lyrics had been "scrubbed" and that she would not be used on his LP, "Diamond." She contends that, after recording with Diamond in February of last year, he informed her that her lyrics had been "scrubbed" and that she would not be used on his LP, "Diamond." She contends that, after recording with Diamond in February of last year, he informed her that her lyrics had been "scrubbed" and that she would not be used on his LP, "Diamond."

Attorney for the record company, filed a suit against Diamond on behalf of the corporate defendants were "false and fraudulent," and that her voice was indeed used on the record.

Kaye claims that her sustained "extensive pecuniary damages" and were "greatly humiliating" by the experience. She is asking for compensatory damages totaling $1.5 million for loss of singing engagements, damage to her reputation, royalties, and civil rights, as well as punitive damages totaling $2.1 million plus all court costs.

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Tucker Linked To Goody Case

(continued from page 8)

in the case of United States v. Sam Goody Inc. The letter pointed to the similar time frame between the first Tucker indictment in January of 1979 and the Sam Goody case. Moreover, the government noted that five of the counts in the first Tucker indictment contained "identical copyright violations" to those mentioned in the Goody case.

"Tucker has stated in a tape recorded conversation, now public, that his counterfeit tapes were sold to the defendant Sam Goody Inc.," the letter continued. "Evidence developed by the government directed links Tucker to the defendants United States v. Sam Goody Inc. et al. George Tucker is in fact a co-conspirator with the defendants in the case now before Your Honor.

"Counterfeit sound recordings received from the defendant Sam Goody Inc. have been identified by the FBI and government witnesses as having been made by George Tucker."

"The legal issues and legal theories presented in the Tucker case and United States v. Sam Goody Inc. et al. are identical. The government is alleging a RICO (Racketeering Influence In Corrupt Organizations) based upon a scheme to defraud the public, recording companies, etc.

"The Government is prepared to support the above statements by way of affidavit or a hearing."

In a related development, the RIAA last week released a list of recordings that it said "are no longer available on the market over the last two years." They include: the original movie soundtracks to "Saturday Night Fever" and "Thank God It's Friday", "Grease", "Donna Summer — Live And More, Vols. 1 & 2," "Kiss Alive", "Bat Out of Hell" by Meat Loaf, "Flowing Rivers" by Andy Gibb, "Spies Having Flown" and "Greatest Hits" by the Bee Gees, "The Long Run" by The Eagles, "Elvis Presley Gold, Vols. 1, 2, 3, & 4" and Presley's "Blue Hawaii."
SUE SAAD AND THE NEXT (Planet P-45913)
Gimmie Love/Gimmie Pain (3:15) (WB Music Corp.—ASCAP) (S. Said, J. Lance)
The song contains no doubt the hottest cut on Sue Saad And The Next's self-titled LP. A rumbling, tumbling beat pas saud's taut, aggressive vocals, and some great ringling guitar work puts the whole sound together. Very highly recommended for AOR and pop lists.

BONNIE RAITT (Warner Bros. 49185)
Raitt has always had a sense of sympathetic touch when fusing blues with pop and this single from the "Glory" LP is a prime example. Blues chords and organ make this desperately sensual cut click.

RICHIE HAVENS (Elektra E-46619)
Every Night (4:24) (Macon Music, Inc.—BMI) (P. McCartney)
Havens applies his deep, raw and utterly distinctive vocal phrasing and southern folk guitar picking to the "early McCartney" tune here. Havens has always had a loyal cult following and AOR play on this should help spread it.

JANE OLIVOR (Columbia 1-11223)
Don't Let Go Of Me (3:33) (Career Music Inc./Piano Picker Music Co.—BMI) (R. Edelson)
Olivor ventures more into the pop mainsteam than ever with this totally modern ballad for her "The Best Side Of Me" LP. A strong down-tempo number with smooth notes sweep through the track like a fresh breeze behind her touching vocals. Pick for pop, A/C play.

SQUEEZE (A&M 2229)
If I Didn't Love You (4:10) (Deptford Songs, admin. in the U.S. and Canada by Almo Music Corp.—ASCAP) (G. Tilbrook, C. Difford)
U.K. pop/new wavers Squeeze have come up with another adventurous, yet quite palatable, pop single, this one from the upcoming "Argy Bargy" LP. Beatles influences blend neatly with slightly off-center chord changes for a tasty slice of AOR wax.

JERRY KNIGHT (A&M 2215)
Overnight Sensation (3:38) (Almo Music Corp./Crimaco Music—ASCAP) (J. Knight)
Walking guitar and pounding staccato rhythms permeate the thick bass beat of this selling single's solo debut LP. The swingy hook is guaranteed to cause a sensation on B/C playlists. A most infectiousunker.

RED RIDER (Capitol 4945)
White Hot (3:29) (Rumphiobbib Music—CAPAC) (T. Cochrane, K. Greer)
After establishing a solid following in the Pacific northwest, five-man rock unit Red Rider ventures outward with this smoldering pop-rocker from the "Don't Fight It" LP. Super pop vocals join the boiling guitar-keyboard interplay. An AOR sleeper.

THOM PACE (Capitol 4842)
Maybe (2:36) (Chippentrain Music—ASCAP) (T. Pace)
Already a top seller internationally, this MOR-ish tune is also the theme song from "The Life And Times Of Grizzly Adams" TV series. Singer/songwriter Pace makes his debut here with genuinely honest and straightforward vocals, with light acoustic and electric backing. For A/C, pop and country.

HUMBLE PIE (Atlantic 7216)
Fool For A Pretty Face (4:12) (publisher pending) (S. Marriott, J. Shirley)
The Pie resurfaces with its trend-setting gritty blues-rock styings intact and founders Marriott and Shirley still at the helm. As always, down and dirty blues are the order of the day, and the grainy-voiced Marriott spits the lyrics out with just the same power as he did when Peter Frampton was still in the band. Turn it up, AOR.

DON WILLIAMS (MCA MCA-41206)
Good Ole Boys Like Me (4:10) (Hall-Clement Publications—BMI) (B. McDiII)
International Country hitmaker Williams should firmly receive the mainstream A/C and pop radio play he deserves with this instrumentally easy and lyrically intelligent homage to the south by Bob McDill. For last year's "Portrait" LP, this is state-of-the-art crossover material.

TERESA (Dream D 0353)
I Got Love For You Ruby (3:30) (Featherbed Music Co./Unichappell Music, Inc.—BMI) (S. Linzer)
Penned and produced by veteran songwriter Sandy Lindzen, this ungarbled ballad from Teresa's "Class Reunion" LP is uncommonly common in its mixture of jazz, R&B and pop elements. Teresa displays both power and grace through her stylish vocals. For A/C, B/C and pop lists.

MIZZ (Casablanca NR 2337)
This Old Heart Of Mine (3:30) (Jobete Music Inc.—BMI) (Holland, Dozier, Holland, May)
New Gaspatters vocal group Mizz serve up a tasty pop-dance cover of the Isley Brothers' hit. A rocking piano, crisp strings, bell chimings and the addition of a smooth sax break spell pop success. Keep an eye on this one.

THE RAMONES (Sire SRE 49182)
Baby, I Love You (3:56) (Mother Bertha Music Inc./Trio Music Co., Inc.—BMI) (P. Spector, J. Barry, E. Greenfield)
In the hands of original co-writer and producer Phil Spector, The Ramones turn in an unusually polished cover of the Rorettes' classic hit. The march-like beat and sweet strings restrain the boys' raw energy, but the result is made for A/C.

BERNADETTE PETERS (MCA MCA-41210)
 Gee Whiz (2:33) (East Memphis Music Corp.—BMI) (C. Thomas)
Comedienne cum singer Peters proves herself to be a more than competent interpreter of Carla Thomas' early hits here. A well-written daydream reworking. A short, lazy sax solo, clicking guitar and do-wop backup vocals create the perfect feel for this A/C, pop sleeper.

KEITH ZORROS (Hologram/RCA PB-11935)
Too Hot To Stop The Rock (3:05) (Hologram Music/Zorros Music—ASCAP) (K. Zorros)
Disco isn't dead yet as far as Zorros is concerned. This track rooks to a steady, mid-fast-paced beat, with New Orleans-flavored horns and percussives keeping the party feel going. For dance, B/C lists.
AMERICAN RADIO MONITOR - Bob Karr, former general sales manager at WLUP/Chicago, is offering a new service for radio with his American Radio Monitor. At present, Karr is vice president of Radio-Enterprises Chicago, Detroit, Philadelphia, Boston, New York and Los Angeles - with plans to add two to three new markets per month this year. Besides monitoring commercial spots in these markets, the firm also monitors each station's promotions and contests (with all the details, special rules and regulations) and provides an answer-check service for listeners interested in listener prizes given away by each station. For more information, write to Bob Karr, American Radio Monitor, 6554 North Broadway, Chicago, Ill. 60631, or call (312) 784-0405.

AIRBOAT IN A SYNDICATION STORM - Arbitron sampling, a producer of the RKO Radio program directors, music research and personalities for its produced program service, has signed a three-year pact with TWA. The service will be broadcast over the 50 RKO Radio Network's international and domestic affiliate stations.

REQUEST LINE NOTEBOOK - Children have always been a prime source of innocently funny comments, and their requests are no different. Remember the single "Third Rate Romance" by the Amazing Rhythm Aces that was out in 1979? Jim Lewis, MD at WSGA/Savannah, remembers a call he got from a youngster who wanted to hear "Third Grade Romance." Another gem was recalled by Ron McKay, MD at WKIX/Raleigh. A young listener called in and requested "Reverend Blue Jeans" by Jethro Tull.

TIME PASSAGES - WBFS/Framingham DJ Bill Stephens and partner Dick Teimer have come up with a very entertaining mini-quizzeshow entitled "Time Capsule," which is being heard on the mornings before the regular newscast. It covers such topics as music, movies and other trivia, and is hosted by the two WBF Spa anchored by Bill, who teaches the morning show at the station.

Rebelious Innerview - Capital Records has scheduled an interview for the syndicated radio program "Innerview" with roast Jim Ladd. The show will be aired the week of March 24. Published area (l-r): Welch and Ladd.

NEW JOBS - Ivan E. Braiker was named general manager of WIRE/WXZT/Indianapolis, succeeding Don Nelson, who resigned last week, effective April 1. Braiker, former radio division manager at Belo Broadcasting, will join WIRE at the end of the month. He will become the new music director at KBE/KBX/Radio Huntington... With Tony Mann exiting WFLI/Philadelphia, Ray Quinn has a midday opening from 10 a.m. to 1 p.m. All tapes and resumes should be sent to Quinn at WFLI, 2100 City Line Ave., Philadelphia, Pa. 19139. Air personality Mike Ruphe, formerly with KROX/Los Angeles, is now filling the Sunday night airwaves from 8 p.m. to midnight with his Modern Music Show at KNC/Long Beach... Dennis Elliott has taken over the 3-7 p.m. paycheck at WFFM/ESPN, Pittsburg, from WFMX/Pittsburgh, FMWFS/ Fresno, Toledo, and is now an associate producer, doing bearings. Elliott will be doing afternoon news reports, as well as producing music specials for the station... John Leven, most recently with WKPA/New Kensington, will be replacing Ley on the all-night shift... Dana Dengevo, most recently with WIP/Baltimore, will be joining the morning show at WRR, a Fox affiliate... Don Scott, executive producer of the live National New Year's Eve Party, which was syndicated coast-to-coast. For further information, call (213) 460-5732... The Contemporary Formats Company has relocated its offices to 420 Taylor St., San Francisco, Calif., 94102. The new telephone numbers are (415) 866-6800 or (415) 598-7330.

SYNDICATION INDICATIONS - Golden West Radio Productions has named Mark Blinoff to produce the firm's first nationwide syndicated program, The Real Donald Sheh-Weekend USA show. Blinoff, former PD of KGGO, Minneapolis, was most recently executive producer of the live National New Year's Eve Party, which was syndicated coast-to-coast. For further information, call (213) 460-5732... The Contemporary Formats Company has relocated its offices to 420 Taylor St., San Francisco, Calif., 94102. The new telephone numbers are (415) 866-6800 or (415) 598-7330.

NETWORK NEWS - The ABC FM Network will present The Styx Music Special on May 3. The special will be the first in a series of artist profiles on the FM Network in 1980. The special will be hosted by John Glyn, ABC's music consultant. Before joining ABC, Glyn was music consultant to the syndicated radio network. The special will air on Friday, April 26. The ABC FM Network will present Donna Summer in a two-hour special on RKO Radio Network affiliate stations the weekend of April 12. This will be the third in a series of six exclusive stereo-produced music specials. The first two were Paul McCartney and Wings and the Eagles.

KJR/Seattle and KIOI/San Francisco Sold For Record AM, FM Price Tags

LOS ANGELES - Record prices for both the AM and FM categories were set with the recent purchases of KIOI-San Francisco and KJRM/Seattle. KJRM sold the FM record by agreeing to purchase KIOI for $12 million, while Metromedia established a new AM standard with its agreement to acquire KJRM for $10 million.

Both sales are subject to approval by the Federal Communications Commission (FCC). Eller's agreement to purchase KIOI from Jim Gabbett was the largest ever for any single radio station. The station was available due to a stipulation that Gabbett sell his radio stations after purchasing KEMO-TV/San Francisco. KIOI, KOMO's FM sister station, has been sold to Rene de la Rosa, KEMO-TV general manager, for $3 million (also subject to FCC approval).

Eller, former president of the Combined, resigned from the board of directors of Gannett Co. (which purchased Combined last fall) after announcing the agreement of the KIOI purchase.

Metromedia's agreement to purchase KJRM by Eller's Eller Broadcasting Co. was accompanied by a confirmation of its agreement to sell KNEW/Online to Malrite Broadcasting for $5 million (subject to FCC approval). With the purchase of KJRM, a Top 40 sta-

Mutual Acquires WHN/New York

WASHINGTON, D.C. - The Mutual Broadcasting System, Inc. has purchased WHN/New York City for $14 million in cash from Storer Broadcasting, Inc. WHN is one of the leading AM stations in New York City, and it has drawn considerable national attention in the past because of its country format.

The Mutual Broadcasting System has a network of over 50 affiliated radio stations across the country and is the owner of WCFI/Chicago.

Gregory Named To GM Post At KZOK

LOS ANGELES - Norm Gregory has been named general manager at KZOK/Seattle effective April 14. The appointment will mark Gregory's return to KZOK, where he had been the program director for three years. He is currently the PD at KQFM/Portland.

A DAY AT THE RACES - Planet Records' Sue Sued & The Next are pictured above performing at the recent KWSJ/Los Angeles sponsored "Youth Day" which was held at Santa Anita Race Truck. The group played to a capacity crowd that filled Santa Anita's infest "Wire Shed" while KWSJ air personalities gave away K-WEST T-shirts, caps and sun visors.

KJRM/Seattle and KIOI/San Francisco

Sold For Record AM, FM Price Tags

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### FM Station Reports - New Adds/Hot Rotation

**WBAB-FM** — *LONG ISLAND* | MARTY CURLEY/MARC COPPOLA
---|---
**HOTS:** Trapper, Billy Joel, Red Rider, Pat Travers, Motels, Dramatics, Madballs, Humble Pie (45)
**HOTS:** Pink Floyd, Tom Petty, Elton, Linda Ronstadt, J. Geils, Geils Band, Sweet, REO Speedwagon, Steve Walsh, Clapton, Utopia, Pretenders, Knack, Nazareth, Journey, Romantic, Elvis, Ramones, Christine, Crockett, Billy Joel, WHFS.

**WLR-FM** — *LONG ISLAND* | DENIS MCNAMARA/LARRY KLEINMAN
---|---
**HOTS:** Daryl Hall, Grateful Dead, Tourists, Pat Travers, Motors, Gentle Giant, Angels, City, Bug, Tomorrow, Chicago, David, Rush, Bon Jovi, Donovan, Rod, Beach Boys, Rocky, Strangle, The Claptons (45).
**HOTS:** Billy Joel, Pink Floyd, Marshall Tucker, Byron, Steve, Gells, J. Geils, Pretenders, Utopia, Warren Zevon, Peter Gabriel (45), Specials, 3-D, Bob, Seeger, Bruce, Cockburn, Eagles, Bugeja, 38 Special, The Artistics, Kalamazoo, Lazzarini, Lazzarini.

**KMET-FM** — *LOS ANGELES* | JACK SAYER
---|---
**HOTS:** D. J. Byrom, Pat Travers, Marshall Tucker, Humble Pie (45)
**HOTS:** Pink Floyd, Tom Petty, Elton, Linda Ronstadt, Bob, Seeger, Pretenders, Rachel, Sweet, Journey, Styx, Le, Zeppelin, Robin, Trower, Clapton.

**KKK-FM** — *LONG ISLAND* | MICHAEL SHEEY
---|---
**HOTS:** None
**HOTS:** Christopher Cross, Prophets, Graham Nash, Frank Zappa, Debby, Jessi, Roden, Van Dyke, Glad, Tico, Taro, Chie, Ake, Bruce, Cockburn, Dan, Fogelberg, Al, Play.

**KWST-FM** — *LOS ANGELES* | TED FERGUSON
---|---
**HOTS:** Joe Perry Project, Rachel, Sweet, Pat Travers, Humble Pie (45)
**HOTS:** Pink Floyd, Bob, Seeger, B. Joel, Journey, Linda Ronstadt, Heart, Rush, Dan, Fogelberg, Christopher Cross, Eagles.

**WNEV-FM** — *NEW YORK* | SCOTT MUNI/MARY ANNE MCINTYRE
---|---
**HOTS:** Triumph, Pat Travers, Marshall Tucker, Motels, Backyard Band, Specter, Annie, Dory, New Roots, Egg, Flag, Twisted Sister, Tom, Holler, Humble Pie (41), John, Casse, (45), Grand, Trick (40).
**HOTS:** Billy Joel, Clash, J. Geils, Tom Petty, Elvis, Costello, Pretenders, Ramones, Bob, Singer, Pink Floyd, Warren, Zevon, Linda, Ronstadt, Specials, Heart, Police.

**ZETA-FM** — *ORLANDO* | BILL MINS
---|---
**HOTS:** Pat Travers, Marshall Tucker, John, Mitas, Red, Rider, Christopher, Cross (45), Joe Perry Project (40)
**HOTS:** Bob, Seeger, Pink Floyd, Tom, Petty, Eagles, Heart, Linda, Ronstadt, ZZ, Top, J. Geils, Journey, Robin, Trower, Elvis, Costello, Utopia, Billy, Joel, Maltman, Rough, Pretenders.

**WIZF-FM** — *PHILADELPHIA* | TERRY BROWN/STEVE FRELEASE
---|---
**HOTS:** Marshall Tucker, Travellers, Suzanne, Frelle, Sweet, RCR, Angel City, Spooky, Guy, Motors, Bonde (45)

**KROQ-FM** — *PASADENA* | RICK CARROLL/LARRY GROVES
---|---
**HOTS:** Madness, Billy, Joe, Traffic, Pat, Travers, Motors, Suzanne, Frelle, Giant, Claret, Humble Pie (45).

**WGG-FM** — *PHILADELPHIA* | STEVE WHITAKER
---|---
**HOTS:** Eagles, Bob, Seeger, Billy, Joel, Fleetwood, Mac, Pink Floyd, Heart, Linda, Ronstadt, Dan, Fogelberg, Tom, Petty, Elvis, Costello.

**WYD-FM** — *PITTSBURGH* | JIM KINLEY
---|---
**HOTS:** Triumph, Pat Travers, Red, Rider, Suzanne, Fellini, Orkons, Orkons.

**KINK-FM** — *PORTLAND* | LESLIE SAINOFF
---|---
**HOTS:** Darryl, White, Pat, Travers, Marshall, Tucker, Humble, Pie (45)
**HOTS:** Pink Floyd, Tom Petty, Elton, Linda, Ronstadt, Bob, Seeger, Pretenders, Rachel, Sweet, Journey, Styx, Le, Zeppelin, Robin, Trower, Clapton.

**KKM-FM** — *SAN FRANCISCO* | PAUL VINCENT
---|---
**HOTS:** Marshall Tucker.
**HOTS:** Linda, Ronstadt, Queen, (45), Bob, Seeger, Journey, J. Geils, Utopia.

**KOME-FM** — *SAN JOSE* | DANA JANG
---|---
**HOTS:** Pat, Travers, Triumph, Angel, City, Dave, Nite, Movies, Mothers, Rough, Sweet, Hoats (45).

**WOUF-FM** — *UTICA* | TOM STARR/DALE EDWARDS
---|---

**KZAM-FM** — *SEATTLE* | MARION SEYMOUR
---|---
**HOTS:** Paul, David, Red, Rider, Daryl, Hall, Dry, Jack

**KREM-FM** — *SEATTLE* | LARRY SNIDER
---|---
**HOTS:** Pat, Travers, Triumph, Angel, City, Dave, Nite, Movies, Mothers, Rough, Sweet, Hoats (45).

**WOR-FM** — *WASHINGTON* | DAVE EINSTEIN
---|---

**WBS-FM** — *WASHINGTON* | GARY ASKELL/MARGARET LUCERO
---|---
**HOTS:** Gallagher, Beach, Boys, Daryl, Hall, Pat, Travers, Motors, Tourists, Squeeze, Red, Rider, Slate, Stonebow.
**HOTS:** Billy, Joel, Linda, Ronstadt, Elton, Piano, Pretenders, Warren, Zevon, Richie, Havens, Christopher, Cross, Skellenger, Clapton, Nash.
SOUTHWEST

KIVL – DALLAS – CHUCK ROHDE, MD

KOK – OKLAHOMA CITY – CHUCK MORGAN, MD

KTS – SAN ANTONIO – MIKE SCOTT, MD

KWGC – CHICAGO – STEVE CASEY, MD

MIDWEST

WUCE – AKRON – VINCE RADIOLIC, MD

WEFM – CHICAGO – BILL GAMBLE, MD

WGLC – CLEVELAND – DAVE COLLINS, MD

WNCI – COLUMBUS – STEVE EDWARDS, MD

WRSO – RICHMOND – BILL THOMAS, MD

WSAG – SAVANNAH – JIM LEWIS, MD

WSWE – WINSTON-SALEM/SAULT RIVER, BRYCE

KWMAL – MILWAUKEE – JIM BROWN, MD

KWDW – MINNEAPOLIS – DAVE HAMILTON, MD

WSTP – STEVENS POINT – PAUL MARTIN, MD

KLEO – WICHITA – BOB McPAy, MD

KKEK – ALBUQUERQUE – DEBBI HUGHES, MD

KERN – BAKERSFIELD – PETE SHANNON, MD

WZZR – GRAND RAPIDS – JAY MICHAELS, MD

WNOE – INDIANAPOLIS – DAVE CLARK, MD

WRKD – KANSAS CITY – KATHY ROTHES, MD

WSB – HOUSTON – RON WINTER, MD

WKYK – MIAMI – MIKE MCAY, MD

WXLW – MILWAUKEE – JIM BROWN, MD

WXXL – ATLANTA – MIKE BARNHART, MD

WRAD – MEMPHIS – SCOTT HESS, MD

KXK – KANSAS CITY – ROGER BURFORD, MD

WXXL – MILWAUKEE – MIKE BARNHART, MD

KXK – KANSAS CITY – ROGER BURFORD, MD

WSSR – MADISON – MIKE BARNHART, MD

WVRQ – RICHMOND – BILL THOMAS, MD

WQQQ – DETROIT – BRUCE TRUMBLE, MD

WSTP – STEVENS POINT – PAUL MARTIN, MD
a single point of attention. Not at all easy to do when there is a commanding array such as this. We know the difficulty of pulling your interest from Grace Slick, Daryl Hall and Triumph, but if you move on, you'll find out about Odyssey and Statler Vocal Band.
Red Seal is also offering something outstanding: James Levine's newest recording and truly a tribute to his genius.
Now you can clearly see that this month we are again focusing on product that represents the giants of the record industry. Happy NARM everyone!
The Future Never Sounded Better

MARCH RCA
Piracy, VCR Taping
Discussed At ITA
Copyright Session
by Dennis Garrick
SAN DIEGO - Copyright infringement, audio/video piracy and the decision
reached in the Sony/MCA-Disney copyright lawsuit (Cash Box, Oct. 13, 1979) were
the subjects of main concern at the
Copyright Workshop, held at the 10th an-
nual ITA Seminar March 2-5 in San Diego.
Addressing the issue of piracy of novel-
and video software, Jules Yarnell, the
RIA'A's special counsel on the anti-piracy
light, described two avenues to mitigate the problem - criminal and/or civil suits
against component suppliers and retailer
responsibility.
Stressing the suppliers of blank tapes
and/or record vinyl through legal actions
would make it harder to manufacture piracy software, he said, however, while
on the other hand, if retailers would stop
from knowingly selling pirate or coun-
terfeit goods, it would be harder to dis-
seminate the product.
In a discussion of video piracy, James
Bouras of the Motion Picture Assn. of
America (MPAA) stressed the legal limita-
tions of legally purchased material.
Purchased material, unless contractually
limited, can be rented and sold, but it can
not be duplicated or publicly performed.
The critical factor in the limitations of use
of pre-recorded product is in the answer
to the question "Who keeps title to the
software?"
Controversy centered around the out-
come of the U.S. Copyright Office's" Elim-
in Studios" lawsuit against Sony Corp. to
stop manufacturing video recorders because
they were being used to violate the rights of
copyright owners. In that decision, the
judge ruled in favor of Sony, declaring
that home taping of broadcasts for personal
use was not illegal.
All members of the panel agreed that the
Sony Betamax decision was cause for
much misunderstanding among con-
sumers and retailers. "I am personally dis-
busted by the results," said Yarnell, who
felt that tapping off-air is definitely an in-
fringement of copyright. Yarnell explained
that there was not enough of the proper
evidence presented to the Judge resulting
in the decision.
Bouras contended that taping for use
in one's own home was not copyright infrin-
gement, but it was improper to use it for
commercial distribution or release.
A question-and-answer session with the
ITA seminar delegates revealed that there
are still problems related to Betamax.
The casette that was distributed by the
company has no protective means to
prevent unauthorized playback by the
public or by the retailers.
In the discussion of video piracy, Robert
Mitchell, president of the Motion Picture
Exhibitors of America, said the industry
is already dealing with an increasing num-
er of video pirates.
Mitchell noted that the majority of cir-
culated tapes sold in the U.S. are illegal
products.
"There is still an awful lot of excitement
over video, but I doubt that video cassette
machines are even in the 1% of American
homes," Mitchell said. "What we are seeing
is that the basic technology has been accepted."
Before we see strong casette sales results on a national basis, that
number will rise to 10% to 15% of American
homes.
Another obstacle in the path of video-
cassette sales and a source of confu-
sion is the fact that retailers continues to be re-
pected from the public. Mitchell noted. As long as the
video cassette remains such a high-priced item, averaging as much as $80 a
piece, retailers will continue to pose a threat to sales. The problem is still unresolved at this
point but this is just one of the questions we
(continued on page 47)

COPYRIGHT QUESTIONS AT THE ITA - A question-and-answer session highlighted
the copyright workshop at the 10th annual ITA seminar in San Diego. Pictured are (l-r):
moderator Joe Bellow, CBS News; Jules E. Yarnell, Esq., Special Counsel, Anti-Piracy, RIAA; James Bouras, Esq., vice president and deputy general attorney, MPAA; and
Donald Biederman, Esq., law firm of Mitchell, Silberman, Knupp.

INITIAL RESEARCH, TEST PHASE ENDS FOR VIDEO WORKS
by Michael Glyn
LOUIS ANGELES — Pickwick International, Inc. is continuing its involvement in the dis-
tribution and sale of pre-recorded videocassette software with "cautious op-
timism" following the recently-received sales figures for the first three months of
TEST MARKETING for its "Video Works" program according to Robert Mitchell,
general manager of Pickwick's video divi-
sion.
The program, launched last November, covered 90 retail outlets in five major
national markets, including Los Angeles, San Francisco, San Diego, Las Vegas and
Minneapolis. (Ed note Dec. 29, 1979.)
Retail outlets ranging from full-line record
tailors and department store discount dis-
planations nationally is still very low, though.
"Our market research information is still
in rough form, but we'll probably be in a
position within the next two to three weeks
to present our major customers with the data
we've accumulated," said Mitchell. "At
that point, we can provide information and
dvice on what and how to stock in terms of
video, or if a particular account should be
involved at all.
Due to the results of the test, Mitchell
noted that there may be some changes
made in the locations of the free-standing
"Video Works" monitor and display unit, as "some
units were moved," he added.
"I think we're finding that you can't just
put video anywhere and expect to achieve
meaningful sales performance," said Mitchell. "It's not something the retailer can
just jump into. There's a high risk to get into
and just as high to stay in.
"Also, it's not over. We haven't even
begun to scratch the surface of the
marketplace yet to be done by Pickwick and others.
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**SINGLES BREAKOUTS**

<table>
<thead>
<tr>
<th>Record Theatre - Cleveland</th>
<th>FLEETWOOD MAC</th>
<th>BILLY JOEL</th>
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<tbody>
<tr>
<td>Songwriter - Miami</td>
<td>PINK FLOYD</td>
<td>PATRICK ROSEN</td>
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<tr>
<td>Bee Gee - Albany</td>
<td>KARLA SCHOFF</td>
<td>BILLY JOEL</td>
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<td>Style</td>
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<tr>
<td>All Record Service - Oakland</td>
<td>FLEETWOOD MAC</td>
<td>BILLY JOEL</td>
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<td>Ray O</td>
<td>SMOKY ROBINSON</td>
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<td>P.B. One-Stop - St. Louis</td>
<td>CAROLE STEVENS</td>
<td>FLEETWOOD MAC</td>
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<td>Sober</td>
<td>BILLY JOEL</td>
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<td>Harmony Hut - Washington</td>
<td>CHRISTOPHER CROSS</td>
<td>FLICK AND DONNY</td>
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<td>Jennifer</td>
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**WHATS IN-STORE**

**CONVENTION SET** - The Record Bar has announced plans for its 20th anniversary celebration this summer. The festivities will take place at the chain’s annual convention, Aug. 17-20 at Hilton Head, South Carolina. The chain, which opened its first store in 1960, is planning to open its 100th outlet three weeks before the convention. The concluision of Hilton Head will involve 250 employees and will feature entertainment highlighted by a Casino Night, where store managers will gamble with play money for prizes. Last year’s grand prize was a $9000 jeep.

**CAMELOT ACTION** - The 144-store Camelot chain is currently conducting a major sale to promote its Desert Rock. The sale, dubbed “This is Your Country,” will be held March 23 through April 12 and will feature most country-oriented LPs at reduced prices. Special displays will be constructed with employees encouraged to dress in country garb. The “Justice in Style” play of the month and “Justice in Style” reports an important in-store Feb. 26 at the Akron outlet, tied in with the national Solar Records’ “World Tour 1980.” The Whispers and Shalamar both appeared, drawing over 1000 customers.

**TDX AWARDS** - TDK Electronics Corp. has made public the recipients of its annual awards. The Rep of the Year Award went to the Len Haas Company, while the Advertising and Merchandising Award was presented to Sam Goody’s of Maspeth, N.Y. The Len Haas Company has been a TDK sales representative for over seven years and has helped the company become a leading tape line in Florida. Sam Goody’s, as Advertising and Merchandising winner, was praised for its “continuing excellence in designing outstanding advertising and merchandising programs in behalf of the TDK consumer product line.”

**TOWER PROMOS** - The northern California-based Tower chain is involved in the following current promotions: a weekend end at the Pharaoh Dunes Resort in Watsonville, Calif. It is the grand prize in a James Galway contest tied in with the new “Song of the Seashore” LP. The competition, being conducted at the San Francisco and Berkeley stores, is being held in conjunction with RCA Records and KNKX. A Clash display contest is also in progress at the five regional Tower outlets: Fresno, Concord, Mountain View, Berkeley, and San Francisco. A first prize of $300 is being offered... Finally, the “Bamboe” awards for local Bay Area musicians, conducted by BAM magazine, is being given exposure at the Tower stores. Ballot boxes have been set up in each store, as well as displays of the nominated albums.

**PEACHES-MIDWEST** - The Midwest regional office of Peaches Records announces the following retail activity: A Bruce Woolley photo contest is taking place at Peaches, Omaha. A 6x6 art board has been displayed, upon which entrants must place their submitted photographs. flatteners will be a camera, with the second prize a box set. Peaches, Detroit is holding a weekly sale tied in with WMF. Each week a particular album is featured in the store, as well as on spots aired on the station. Customers mentioning that they heard the album mentioned on WMF will receive the LP at a reduced price of $4.77.

**CONTESTS AND PROMOTIONS** - Arista Records is conducting a D.L. Byron “Listen to the Heartbeat” contest in eight cities, including Cleveland, St. Louis, Detroit, Los Angeles, Seattle, San Jose and Rochester. In each city, entrants will have to guess the number of heartbeats of a particular D.J. during his show. The contestant closest will receive a gift certificate at a selected record store worth 1 cent for each heartbeat. Peaches, Kansas City, holding a drawing tied in with Carol’s Western Wear, in which the winner will receive a $500 gift certificate as well as an invitation to a party held at Cowboy’s Palace. Music Millenium, Portland, with a St. Patrick’s Day dinner and limo service to the restaurant.

**CUSTOMER QUOTE OF THE WEEK** - “I’m not sure of the name of the song, but its got a rhythm and its got the word “love” in the title.”

ENDS AND ODDS - Congrats to the Everybody’s chain, name by Mercury Records. Retailer of the Year - Gales, with Thomas Robinson, recently appointed head buyer for Radio Doctors of Milwaukee... Sales in progress... Wilcox, Oklahoma City, with anisles of March sale, March 15... Peaches, Philadelphia, with a big Elvis Costello sale, March 8-9, tied in with radio station WSPY-FM 94. All of the Costello catalog was featured at $3.99.

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**TOP SINGLES BREAKOUT OF THE WEEK**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>Don’t Do Me Like That</td>
<td>Elton John</td>
<td>A &amp; M</td>
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<td>River Deep</td>
<td>Fleetwood Mac</td>
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<td>I’ll Close My Eyes</td>
<td>Peter Frampton</td>
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<td>I Still Believe In You</td>
<td>Roberta Flack</td>
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<td>La Mas Mejor</td>
<td>Los Shakers</td>
<td>Festival</td>
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**TOP ALBUM BREAKOUTS OF THE WEEK**

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<td>The Girls Are Alright</td>
<td>Grim Reapers</td>
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<td>Detroit’s Own</td>
<td>The MC 5</td>
<td>Warner Bros.</td>
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<td>The Band Play At Home</td>
<td>The Band</td>
<td>Warner Bros.</td>
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<td>I Want To Be Rich</td>
<td>The MC 5</td>
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<td>The Alligator</td>
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**TOP CONVENTION BREAKOUTS OF THE WEEK**

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**SPECIAL AT RECORD BAR** - A&M Records recording artists 38 Special made an in-store appearance recently at the Record Bar in Morrow, Ga. as part of the group’s current concert tour. The group is touring to support their album “In the Beginning,” which is in the front row are (1-1): David Fitch, A&M regional sales director; Travis Johnson, Record Bar; and Bruce Fussell, Record Bar manager. Pictured in the back row are (1-4): Larry Jumstrom of the group; Mark Spector, manager of the group; Steve Broekins, Jim Carlini, Jack Trower, and Don Barnes of the group; Mickey Beheler, RCA and A&M sales; Donnie Vand Zandt of the group; George Jackson, RCA and A&M sales; and Greg Stetten, A&M retail sales.
JAZZ ON JAZZ

ROUNDER POWER — Rounder Records, located at 186 Willow Ave., Somerville, Mass. 02144, has been one of the most reputable independent record companies and distributors for the past several years. It was founded and managed by Bill Nowlin and Marion Lewis. Rounder began in 1970 with two old-time country records by George Pigram and the Spark Gap Wonder Boys. 'We'd visit a lot of bluegrass festivals to sell the first copies of those records,' Nowlin recalled. 'We started distributing other labels when nobody took us seriously. After all, we were only able to afford a pressing of 500 copies on our first two releases, so we figured that if we were going out and sell our own records, we might as well distribute some other records, too. So we contacted companies like Folkways — people with similar product — and began to take their product around. Our first catalog contained about 30 records of folk, ethnic, blues, and old-time country. Eventually we began to add some small blues labels, and after a while, some of the small jazz labels began to notice us, said what a good job we were doing, and asked if we could distribute their product. As a result, Rounder has become one of the leading distributors of independent jazz, handling labels like Nessa, Delmark, Adelphi, Zim, Jazz Archives, Contemporary, Improvising Artists and Artists House, as well as classy imports like Steeplechase and Black Saint. 'We distribute around 250 to 300 labels now, basically in New England, New York, Long Island and Washington, D.C. — all along the northeast corridor. In New York City alone, we distribute by Record distributors (beginning April 16) and Cash Box will keep you abreast of all future developments.

SANBORN'S ACCESSIBLE SOUND — Alto saxophonist David Sanborn talked to Cash Box recently and talked about the state of the recording scene and his attempts to define his own music.

City, most of the companies we handle have increased business, so we began to service most of our old accounts. We've hired some of their old sales people and some new staffers and opened up an office of Rounder Distribution in Brooklyn, N.Y. 11215. The Steeplechase Records label has opened up a domestic office in Chicago, so we'll only be handling their distribution in the northeast, and for an important label like Black Saint, we have some degree of national distribution. Rounder's greatest success to date was with blues artist George Thorogood, whose last album, 'Move It On Over,' has sold over 500,000 copies in the last year. Thorogood has gone on to become one of the leading distributors of independent jazz, handling labels like Nessa, Delmark, Adelphi, Zim, Jazz Archives, Contemporary, Improvising Artists and Artists House, as well as classy imports like Steeplechase and Black Saint. 'We distribute around 250 to 300 labels now, basically in New England, New York, Long Island and Washington, D.C. — all along the northeast corridor. In New York City alone, we distribute by Record distributors (beginning April 16) and Cash Box will keep you abreast of all future developments.

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Sanborn is familiar to millions of listeners through his session work with recording artists like David Bowie, Carly Simon and Gil Evans and his weekly fave-out sax solos on "Saturday Night Live." His Warner Brothers solo albums have included bebop vocabulary with a folk phraseology and rhythm feel.

THE UNPREDICTABILITY OF PREDICTABILITY — Jerome Cooper — About Time Records AT-1002 — Producers: Jerome Cooper and W tymus Gillis — List: 7.98 Jerome Cooper turns trap drums, cymbals, balaphones and wind instruments into a stunning chorus of voices in which rhythms and melody become one and the same. Cooper set up a matrix of carefully structured surprises over a rock-steady pulse, leading to a music that is singing and celebratory, full of different ethnic colors and subtle variations of timbre. The title cut is primal trance music, while "Bert the Cat" is danceable and explosive without resorting to pyrotechnics.

LIVE AT THE PUBLIC THEATER — The Heath Brothers — Columbia JC-35754 — Producers: George Butler and Mitme — List: 7.98 — Bar Coded

The latest LP from the Heath Brothers sports something for all tastes. Polyrhythmic "A Sassy Samba" is the perfect setting for the busy, yet unhurried horns of Jimmy Heath, while on "Warm Valley" his personifying flute solo is tucked by Percy Heath's bass, Alex Acuna's percussions and Tony Purrone's guitar. 'For Public' is much named, quite much played, and accompanied with much crossover potential.


Concord Jazz Picante is the newest addition to Carl Jefferson's excellent mainstream label, dedicated to the varied permutations of Latin Jazz. "La Onda Va Bien" is a winner, an extraordinarily buoyant and tasteful pop jazz production. The great vibist, Cal Tjader, is effortlessly lyrical and, in combination with Mark Levine's celestial keyboards, he creates a delightful upbeat percussion music that harkens back to the original Return To Forever (with Alto and Flora Purim).

JAZZ ALBUM PICKS

JAZZIZ — Johnerry — Chrysalis CHR 1279 — Producer: Johnerry — List: 7.98 — Bar Coded

Consisting of spontaneous electronic emissions without benefit of a catalytic converter, "Second Edition" is a divinely ugly anthem for the '80s. The gripping eloquence of John Lycott's vocals, coupled with the tribal intensity of Public Images delivery, delivers their instrumental primitivism irrelevant on such numbers as "Bad Baby" and "Memories." The synthetic symphonic beauty of 'Radio 4" annihilates a decade of bad art rock. "Mehrruma" serves as the persona of the LP, offering a moodiness which flows effortlessly between tonal and atonal textures. "Don Quixote's Hustle" is a magnificently sustaining album... it's a masterpiece of music that8 beams a fitting crescendo.

SECOND EDITION — Public Image Ltd. — Island 2W 3288 — Producers: Public Image Ltd. — List: 11.98

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DESCENDRE — Terje Rypdal — ECM 1-1144 — Producer: Manfred Eicher — List: 7.98

Terje Rypdal's electric guitar is a nordic siren wailing away in a wilderness of snow-covered mountains, frozen lakes and reverberating open spaces. It is lyrical electronic music that rides the crest and pauses of sound. Jon Christensen's flak rates and backbeats with waves of keyboard textures. Trumpeter Palle Mikkelborg and Rypdal share keyboard duties and engage in airborne melodic dialogues and include textures that touch the original Return To Forever (with Alto and Flora Purim).
Tulsa International Mayfest Combines Two Major Events

by Jennifer Bohler

NASHVILLE — This year’s Tulsa International Mayfest, set for May 15-18 in Tulsa, Okla., will be a combination of two major Tulsa events — Jim Halsey’s annual Tulsa International Music Fest and the city’s arts and crafts show, which last year attracted approximately 180,000 people.

The combined four-day event is expected to draw in excess of 500,000 people, according to Dianna Pugh, producer of the event and executive vice president of the Jim Halsey Company.

The musical lineup for the affair will embrace a variety of musical genres — from country to blues to the Tulsa Philharmonic Orchestra. The concert itinerary will kick off Thursday with a series of free concerts in downtown Tulsa. Featuring artists signed to Thunderbird, a division of the Jim Halsey Company, there will be two concerts daily on Thursday and Friday (noon-2 p.m. and 5-7 p.m.), a continuous concert on Saturday from 11 a.m.-9 p.m., and a concert Sunday afternoon from 1-6 p.m.

The artists will perform on a specially constructed, 40x32 foot stage on the green center in front of the Williams Tower. Entertainers scheduled for these concerts include Sheila Andrews, Terri Clark, Jerry Reed, Bruce, the Mission Mountain Wood Band, Riders in the Sky, John Wesley Ryles, The Joe, Sunset, The Twilight Brothers, Jacky Ward and Freddy Weller.

Int’l Competition

In addition to this lineup of talent, there will also be an international Artists Competition, with prizes awarded to a first, second and third place winner. First prize is $1,000 and the privilege to perform during Saturday night’s Country-fest concert at the Tulsa Assembly Center. Second prize is $1,000, and third prize is $500.

The competition, cosmetic beauties from six countries, with entries pending from Holland, France, Japan and Korea, and judges for the international contest will be representatives of the following categories: president of a record company, president of a performance rights organization, a television producer, a representative from a trade magazine, and a music attorney.

Continuing with the concert line-up, the Bluesfest is set for May 15 at 6 p.m. This concert will feature B.B. King, Taj Mahal, Lonnie Brooks and the All Star Tulsa Blues Band.

On Friday night, the first Countryfest concert sponsored by Kool Country on Tour, will open with Roy Clark, Jim Stafford, Tammy Wynette, George Jones, Joe Stampley, Thompson and the Trent. The Saturday night show will continue at the Assembly Center with Mel Tillis, the Oak Ridge Boys, Michael Murphy, Margo Smith, Rex Allen, Jr., George Lindsey and Jana Jae.

The four day music event will close Sunday night with a concert performance by the Tulsa Philharmonic Orchestra on the Green in front of the Williams Tower.

In addition to the variety of musical entertainers, visitors will be treated to four days of arts and crafts, with as many as 200 exhibitions to choose from. The exhibitions will feature such things as leathercrafts, ceramics, and in salute to the international music competitions, 15 international food booths.

A film crew will be on hand to tape the Countryfest concerts for a possible one-hour special for the Showtime cable network.

“We envision this year’s combined effort to be the best yet,” noted producer Pugh. “It can potentially attract 500,000 from 12-13 states, and give us the opportunity to show our guests a little more of Tulsa in action.”

Casablanca Folds Its Country Label

NASHVILLE — Casablanca West, the country label affiliate of Casablanca Records and FilmWorks, has been dissolved and its roster has been absorbed into the Casablanca fold.

Wade Conklin, who headed Casablanca West in Los Angeles and who was a stockholder in the label, will continue to produce acts for Casablanca on an independent basis. It was also understood that Polygram Corp., which owns Casablanca, had purchased Garrett’s interest in Casablanca West.

Among the Casablanca West artists who have been transferred to Casablanca are singer-songwriter Carol Chase, whose “Sexy Songs” LP was the label’s first release, and Tony Joe White, who had been signed to Casablanca West but has not released a product. They join Pure Prairie League and Mac Davis, two other country-oriented acts on the label.

Maux, Fender Terminate Pact

NASHVILLE — Huey P. Meaux has dissolved his long-term management and production agreement with Freddy Fender, which began in 1974. Fender is free to choose his own producer, but will continue to record on Meaux’s CBS-distributed Starflite label.

“Freddy and I had gone as far as we could,” Meaux said. “I felt this would be a good time for him to explore new directions in the areas of management and production.
March 22, 1980

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

1. "I Ain't Living Long Like This" (Warner/Curb) (BMI/PB-11989) 34
2. "I Can't Get Enough Of You House Of Gold" (BMI) 20
3. "I Can't Learn Love By Looking At You" (BMI) 20
4. "I Can't Wait For The End Of The Year" (BMI) 21
5. "I Can't Wake Up (Think/Chesney)" (BMI) 20
6. "I Don't Want To Loose" (BMI) 15
7. "I Don't Want To Loose" (BMI) 15
8. "I Don't Want To Loose" (BMI) 15
9. "I Don't Want To Loose" (BMI) 15
10. "I Don't Want To Loose" (BMI) 15

11. "I My Heart Has Always Been Yours" (BMI) 8
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SINGLES REVIEWS

DON WILLIAMS (MCA-MCA-41205)
Good Ole Boys Like Me (4:10) (Hall-Clement - BMI) (Bob McDill)
An incredible song that tells the story of growing up in the south. An easy paced, flowing melody wraps itself around pure poetry that Williams’ voice brings together superbly.

THE KENDALLS (H纪念碑-13453-Y)
I’m Already Blue (2:37) (Hall-Clement - BMI) (Bob McDill)
Jeannie’s unmistakable vocals highlight this colorful song about feuding blue. Nice production on this latest Kendall release. The band is extremely catchy on this McDill song.

KENNY ROGERS AND KIM CARNES (United Artists-UA-X1345-Y)
Don’t Fall In Love With A Dreamer (3:33) (Appain/Almo/Quixotic) - (ASCAP) (K. Carnes-D. Ellington)
Rogers has done an album of Kate Kim Carnes songs and this ballad, from the album, sees Rogers and Carnes join together for a soft song about falling in love with dreams. Tasty production.

DAVE & SUGAR (RCA-JH-11947)
New York Wire (2:23) (Maplehill/Vogue - BMI) (Wayland Holyfield)
The tight harmony sound of Dave & Sugar fits this song perfectly as Dave and the girls trade lines in the verses. Uptempo, bright and bouncy.

RONNIE MIDDLEWELL ( Epic-9-50857)
Lovin’ A Livin’ Dream (2:59) (Tree/Straight Lane - BMI) (B. Kilren-R. McDowell)
McDowell’s smooth vocals surround this tender ballad about being in love with a super lady. Strong chorus flows well.

BUCK OWENS (Warner Bros. WB-49200)
Love Is A Warm Cowboy (2:58) (Tree - BMI) (Buck Owens)
Owens never sounded better than on this scribed album about loving all throughout the cowboys. Uptempo and bright, the chorus is a perfect sing-a-long and the production is superb.

SINGLES TO WATCH

DAVID ALAN COE (Columbia-1-11930)
The Great Nashville Railroad Disaster (3:04) (Tree Publishing Co. - BMI) (Bobby Bradford-V. Renn VanHey)

SUSAN JACKS (Epic-9-50846)
All The Tea In China (2:50) (E.B. Marks/Rockshust Music - BMI) (T. Jacks)

JERRY McBEE (Dimension DS-1004)
The Best Man (2:38) (Mills-Lavelle - BMI) (J. McBee)

CARRICK BAKER (RCA-PB-11940)
Best Man (2:46) (Mills Stone - ASCAP) (J. McBee)

JERRY DICK (Churchill Records CR-775)
I Never Said Good-Bye (3:57) (MAM Music - ASCAP) (Les Reed/B. Mason)

Molly & The Texas Rodeo (Dollar Knob Music Inc. - BMI) (F. Chaudhuri)

JERRY DICKY (Churchill Records CR-775)
I Never Said Good-Bye (3:57) (MAM Music - ASCAP) (Les Reed/B. Mason)

RUBEAL COLONIAL-SC-1901)

BARRY RODGERS (Threshold Records RR-102)
I Still Love You Just The Same (2:39) (James Rodgers Music Music - BMI) (Rick Savage)

KENNY POST (Volunteer SVO-103)
Truckin’ Fever (2:52) (Star Brand Pub. - BMI) (J. Viera/W. Watson)

ALBUM REVIEWS

This debut album introduces one of the finest new talents to country music in ages. Dalton’s distinctive, strong vocals and light songs — most of which she wrote herself — combine to make her a talent to watch. Best cuts include “Late Night Kind Of Lover” and “Are There Any Cowboys Left In (The Good Ole U.S.A.)?”

One half of this album was recorded in Nashville by producer/Dale Morris, while the other side of the LP was cut in Music Sheds. Dale Johnson. It contains a lot of ballads as well as some up tempo, funky numbers. Best cuts include “I Just Had You On My Mind,” “Sea Cruise,” “For Love Of Yesterday” and “Hold Me Tight.”

Misap is leaning more towards an MOR sound each release. This album is loaded with ballads that feature the incredible voice of Misap. Catching out, Best cuts are “She Thinks I Still Care,” “Misery Loves Company,” “What’s One More Time,” “Why Don’t We Spend The Night” and “Silent Night” (After The Fight).

This debut album from Pfeiffer shows a singer/songwriter who has material is extremely commercial and gives the promise of a new star on the horizon. Produced by Larry Butler, the album is very tight musically. Best cuts include “Blue From Your Little White Lies,” “Do You Mind If I Fall In Love With You,” “Free To Be Lonely Again” and “Oh No, Not Love Again.” A very fine debut effort.
**WILD TURKEY JAMBOREE** — There will be a Country Star of the Future contest at the Wild Turkey Jamboree, sponsored by Austin Nichols Co. of New York on June 7-8 in Columbia, Tenn. (see separate story). In addition to a line-up of major country artists, the Jamboree hopes to find a “future star” from the contestants chosen in local market contests sponsored by country radio stations. Stations participating in the contest are WYDE/Birmingham, WDDD/Chattanooga, WSAI/Cincinnati, WPX/Washington, WFX/Kansas City, WKK/Atlanta, WUAL/Ft. Wayne, WCF/Indianapolis, WQK/Jacksonville, WDAF/Kansas City, WIX/ Little Rock, WNN/ Louisville, WMC/Memphis, WXB/M-F/Milton, Fla., WDKA/Nashville, WHIO/Newark, WOSM-FM/Northol, WHOD/Orlando, WKBK/Owensboro, KY, WSYR/Syracuse, N.Y., KUA/Waco, TX.

**PROGRAM DIRECTOR PROFILE** — Rod Hunter, currently program director at KSON/San Diego, has been associated with radio since 1969. After a stint in the Navy and graduation from Bill Wason's School of Radio and Television, Hunter joined WPIS in Evansville, Ind. in January 1969 as a DJ. During his career Rod has worked throughout the country including WGO/Erie, WISL/Akron, WWVA/Wheeling, WHN/Frederick, Mo., and KFMI/Houston. In 1977 Rod joined KSON as the afternoon DJ and program director. KDAF/Kansas City announced the addition of two new DJs. Mike Morelock, previously with KCKN/Kansas City, is the new all night person. Johnny Bridges is the new afternoon DJ. The station recently raised $15,000 for the Easter Seals Campaign through a square dance marathon. David Lawrence acted as MC for the event.

**ON THE MOVE** — Last week we announced that Sonny Victory was named assistant music director at KXLV/Little Rock. Well, this week he was promoted to music director. Mel Jay, MD at WMC/Memphis, resigned last week and is joining KPLX/Dallas as program director. Rod Tater, PD at KXOE/Austin resigned last week. Steve Gary, MD will now handle the added responsibilities of PD. Ken Johnson, MD at WWOL/Buffalo, is now also the PD as David Shaw left the station. KIWW/Portland announced that Jerry Dean from Columbus, Ohio is the new MD and PD. According to Terry Black, MD at KJJJ/Phoenix, the station will be sponsoring an Oak Ridge Boys concert on April 16. The station recently hosted a concert featuring Ray Price, Charlie McClain, and the Bellamy Brothers.

Dave Beadles, MD at KSSS/Colorado Springs, announced that the station recently sponsored a Randy Bailey concert.
THE RHYTHM SECTION

WHAT'S HAPPENING AT T-ELECTRIC? — Jim Tyrell's T-Electric Records released its first product this week, a single called "Made A Mistake" by a four-member male group named Love Committee. "These last few months have been extremely busy preparing for our release," Tyrell explained. "We have several projects in succession coming out with the Love Committee album, due in two weeks. We will be releasing product by Patrice Banks, formerly with Graham Central Station. Then we have Etta James and Karen Jones, which will keep us even busier." T-Electric Records is finalize a production deal with Nancy Sain's Insane Records. Also, on the cover of this month's Essence Magazine is an item on a hot new executive on tour that, Cheryl Tyrell. She gives a lengthy interview on heading up the creative division at an up-and-coming record label where his boss is also your father.

HAPPY BIRTHDAY — Producer/composer Quincy Jones celebrated his birthday in grand style last week, as the Hollywood Chamber of Commerce honored him by placing his name in one of the stars on Hollywood's "Walk Of Fame." Jones is currently in the studio recording the upcoming George Benson album, which will be the debut release on Jones' newly formed Qwest Records label, which will be distributed by Warner Bros. Records. The NEED FOR DEFAMATION INSURANCE — With the big talk these days on whether to have defamamation insurance for your radio station, some helpful information is available through the National Assn. of Broadcasters (NAB) legal department. Contained in its March into Pak is an article entitled "Why and How to Buy Defamation Insurance." Since defamamation insurance has extended itself from traditionally protecting a radio station from broadcasting libel and slander only, to such things as invasion of privacy, the right of publicity, infringement of copyright, plagiarism, piracy, misappropriation of ideas and unfair competition, the article will shed some light on the extensions that are now involved. It also includes a chart of covers offered by each of the major underwriters. Contact the NAB in Washington, D.C. for further information.

MINORITY OWNERSHIP STUDY — The Federal Communications Commission (FCC) will release a 64-page booklet on a recently completed study of minority ownership. The report will cover three major areas: minority acquisition of broadcast facilities, minority audience measurement techniques and the "How to" outline on developing a financial proposal. The research was conducted by CCG, Inc., which is a subsidiary of the Management Analysis Center, Cambridge, Mass. CCG, Inc. conducts and publishes financial reviews, analyses, and research on marketing issues that relate to minority markets.

ARTIST ACTIVITY — Linda Green (Peaches of Peaches and Herb) will be appearing on an upcoming Olivia Newton-John television special on ABC. This will be her solo debut and air just before the Oscar Awards Show on April 14, Green, of course, will continue performances with partner Herb Fame; but since they are a very strong duo, they will both seek to strengthen their identities as individuals. . . . Roberta Flack was recently honored by the city of Washington, D.C., where she was presented an official proclamation declaring "Roberta Flack Day," . . . Nada Michael Walden is in the midst of several concert dates in support of his album, "The Dance Of Life." The tour will concentrate on the south . . . The upcoming Stephanie Mills album will be titled "Sweet Sensation" and will be released in a few weeks. — cookle amerson

PROGRAMMERS PICKS

Jay Johnson, WYLD/New Orleans — Let This Moment Be Forever — Kwick — EMI/America
George Jones, WEDR/Miami — Talk To Me — Dorothy Moore — Malaco
Reg Henry, WXEL/New Orleans — Let This Moment Be Forever — Kwick — EMI/America
Mark Christian, WDIA/Memphis — Let This Moment Be Forever — Kwick — EMI/America
Hardy Jay Lang, WENZ/Richmond — Lady — Whispers — Solar/RCA
Linda Haynes, WURL/New York — The Get Down Mellow Sound — Players Association — Vanguard
B.B. Davis, KOKA/Shreveport — You And Me — Solaris — Dana
Eddie Jordan, WKND/Hartford — Desire — Manhattans — Bang/CBS

SIGN K Wick — EMI-America/United Artists Records has signed Kwick, a Memphis-based group. Pictured standing are (l-r): Bertram Brown and Terry Bartlett of the group; Rick Taylor, Kwick manager; and Vince Williams and William Sumin of the group. Pictured seated are (l-r): Howard Gaiger; Vernell Johnson, black music talent acquisition director, EMI-America/UA; and Allen Jones, Kwick co-manager.
March 22, 1980

**Alphabetized Top 100 R&B (Including Publishers and Licensees)**

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<td><strong>WE OUGHT TO DON'T!</strong> — HANDY BROWN (Coca Cola/Coca Cola) 62</td>
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<td><strong>DESIRE</strong> — WALKING MIRACLES (Barg/CBS 259 4068) 64</td>
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<td><strong>CAN IT BE LOVE</strong> — TINA MARIE (B/W 0070) 66</td>
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<td><strong>DO THAT TO ONE MORE TIME</strong> — CAPTAIN LATTITUDE (Casablanca N 2218) 58</td>
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**Weeks On Chart**

- **39** weeks: **I WANNA BE YOUR LOVER**
- **21** weeks: **TWO PLACES AT THE SAME TIME**
- **20** weeks: **LADY**
- **19** weeks: **I'M BACK FROM THE DEAD**
- **16** weeks: **GET TO BE ENOUGH**
- **15** weeks: **WE OUGHT TO DON'T!**
- **14** weeks: **SINGING A SONG**
- **13** weeks: **BEST OF FRIENDS**
- **12** weeks: **DESIRE**
- **11** weeks: **CAN IT BE LOVE**
- **10** weeks: **DO THAT TO ONE MORE TIME**
- **9** weeks: **UNDER YOUR SPELL**
- **8** weeks: **LOVE IS NOT A SIN**
- **7** weeks: **RELEASE THE TENSION**
- **6** weeks: **LET ME BE THE CLOCK**
- **5** weeks: **OH, DARLIN'**
- **4** weeks: **WHERE DID ALL THE LOVIN' GO?**
- **3** weeks: **WE DON'T**

**Alphabetized Top 100 R&B**

1. **AND THE BEAT GOES ON** — (EMI 46871) 69
2. **2 TOO HOT** — THE GANG (EMI 46870) 10
3. **3 STOMP** — THE BROTHERS JOHNSON (EMI 46874) 6
4. **4 SPECIAL** — RAY, GOODMAN & BROWN (Polydor 2038) 3
5. **5 WORKING MY WAY BACK TO YOU/FOREGOOD** — SPINNER (EMI 46873) 14
6. **6 BOUNCE, ROCK, SKATE, ROLL** — PT. 1 (EMI 46872) 6
7. **7 THEME FROM THE BLACK HOLE** — FRED ERSSLER (EMI 46875) 6
8. **8 YOU ARE MY HEART** — ROBERTA FLACK WITH DONNY HATHAWAY (EMI 46876) 10
9. **9 THE SECOND TIME AROUND** — THE GAP BAND (Mercury 76037) 31
10. **10 OFF THE WALL** — MICHAEL JACKSON (EMI 46879) 18
11. **11 EVERY GENERATION NEEDS MAX** — (EMI 46878) 15
12. **12 STANDING Ovation** — O.K. (EMI 46877) 17
13. **13 BAD TIMES** — TAVARES (EMI 46870) 14
14. **14 DON'T PUSH IT DON'T FORCE IT** — LEON HAYWOOD (EMI 46874) 20
15. **15 GOT TO LOVE SOMEBODY** — (EMI 46876) 11
16. **16 I SHOULD LOVED YA** — (EMI 46875) 9
17. **17 DON'T SAY GOODNIGHT (IT'S TIME FOR LOVE)** — (EMI 46874) 32
18. **18 WHY YOU WANNA TREAT ME SO BAD?** — (EMI 46873) 29
19. **19 WELCOME BACK HOME** — (EMI 46872) 27
20. **20 THIS IS IT** — KENNY LOGGINS (EMI 46871) 21
21. **21 COMPUTER LOVE** — YOUNG RASCALS (EMI 46869) 21
22. **22 HAVEN'T YOU HEARD** — PATRICIA Husic (EMI 46868) 13
23. **23 ANY LOVE** — REFUS AND CHAKA KHAN (EMI 46871) 35
24. **24 WHAT TO DO WITHOUT YOU** — NATALIE COLE (EMI 46870) 26
25. **25 YES I'M RHYTHM** — (EMI 46869) 30
26. **26 ROCK WITH YOU** — KENNETH JACKSON (EMI 46868) 28
27. **27 THE RADIO** — (EMI 46867) 22
28. **28 GIVE IT ALL YOU GOT** — QUICK MANHOGNE (EMI 46866) 22
29. **30 PEANUT BUTTER** — TWENTYFIVE FEATURING LENNY WHITE (EMI 46865) 22
30. **31 JUST A TOUCH OF LOVE** — SLAVE (Atlantic 4095) 16
31. **32 DO YOU LOVE WHAT YOU FEEL** — REFUS AND CHAKA KHAN (EMI 46871)

**Alphabetized Top 100 R&B (Including Publishers and Licensees)**

**Years**

- **1980**
- **1981**
- **1982**
- **1983**
- **1984**
- **1985**
- **1986**
- **1987**
- **1988**
- **1989**
- **1990**

**Publishers and Licensees**

- ASCAP
- BMI
- Copyright Renewals
- Copyrights
- GSP
- NN

**Copyright Years**

- **1980**
- **1981**
- **1982**
- **1983**
- **1984**
- **1985**
- **1986**
- **1987**
- **1988**
- **1989**
- **1990**
MOST ADDED SINGLES

1. WARM THOUGHTS — SMOKY ROBINSON — MOTOWN
2. THE MIGHTY SPINNERS — SMOKY ROBINSON — MOTOWN
3. COME BACK TO ME — THE MIGHTY SPINNERS — MOTOWN
4. MIGHTY SPINNERS — SMOKY ROBINSON — MOTOWN
5. LOVE IS LIKE A DROPOUT — THE MIGHTY SPINNERS — MOTOWN

MOST ADDED ALBUMS

1. THE ALLEGIANCE — MARVIN GAYE — MOTOWN
2. WHAT'S GOING ON — MARVIN GAYE — MOTOWN
3. MIGHTY SPINNERS — SMOKY ROBINSON — MOTOWN
4. MIGHTY SPINNERS — SMOKY ROBINSON — MOTOWN
5. MIGHTY SPINNERS — SMOKY ROBINSON — MOTOWN

SELECTED ALBUM CUTS

MASTERPIECE — MASS PRODUCTION — COTILLION
Forever, Please Don't Leave Me

ROBERTA FLACK FEATURING DONNY HATHAWAY — ATLANTIC
Don't Make Me Wait Too Long. Stay With Me, Only Heaven Can Wait!

CAT IN THE HAT — BOBBY CALDWELL — CLOUDS/T.K.

THE MASQUERADES — THE MASQUERADES — BANG
I'll Be Your Shoulder To Cry On

NOMAD — CHICO HAMILTON — ELEKTRA
Magic Fingers, Mysterious Maiden
NEW YORK — Digital releases continue to flow from classical record labels. The West Coast-based Front label has just released three new Soundstream-engineered LPs, including a recording of Ravel and Bartok quartets by the Los Angeles String Quartet. "The World of the Harp," performed by Susan McDonald; and "Water Music: Op. 69." Both are programs of works by Handel, performed at the London Academy of Music and Dramatic Art, under the direction of Warda Rosenberger. Eugene Ormandy and the Philadelphia Orchestra, who made a digital recording of the Bartok Concerto For Orchestra, on RCA, recently recorded Saint-Saens' "Organ" Symphony for Telarc, with Michael York as soloist. And Andras Schiff performs a grab bag of music by Pachelbel and Albinoni. Andrea Premium and the London Symphony of Debussy's "Images for Orchestra" and "Prelude to the Afternoon of a Faun." The label contains a plethora of colors and trends to highlight individual instruments in either a solo or a small group context. These aural features are well accentuated on this new recording of Debussy's "Images for Orchestra" and a highly evocative reading of the "Prelude to the Afternoon of a Faun." The wide dynamic range of the recording accents the dramatic qualities of "Images for Orchestra" and "Prelude to the Afternoon of a Faun."


DUBSY: "Images for Orchestra."


Although this double album lacks the novelty value that boosted Carlos' earlier LP, "Switched-On Bach," to the top of the charts, it shows that the synthesizer wizard has not lost his special touch. Timbres have been carefully selected to communicate the feeling of the original concertos, and especially in the continuo periods, there is a real 18th century ambience in many passages. An added bonus for Brandenburg aficionados is that this is the After treatment. On this one, the lines are even more clearly, in some cases, than one can in Bach's arrangements.


French impressionists work make good demonstration pieces for digital sound. On this new recording of Debussy's "Images for Orchestra" and a highly evocative reading of the "Prelude to the Afternoon of a Faun." The wide dynamic range of the recording accents the dramatic qualities of "Images for Orchestra" and "Prelude to the Afternoon of a Faun."

IFPI Discusses Tape Tax At Lisbon Meeting

NEW YORK — The board of the international record industry association (IFPI) held a meeting in Lisbon last week. Among the items on the agenda were the IFPI’s anti-piracy strategy, and the recording industry’s campaign for a royalty on blank tape and recording equipment as compensation for private copying. Reports were made on initiatives to fight music counterfeiting and on a recent fact-finding mission to China.

At the meeting was the current renegotiation of the standard BIEM contract, which regulates the rate of recording royalties to composers and publishers in Europe. IFPI’s increasing involvement in the video field was also on the agenda. In addition, a report was made on the negotiations of standard agreements for royalty payments connected with videogram production.

The board also received a report on the establishment of the Asian Music Industry Association (ANIA) and a regional council of IFPI for Southeast Asia, both of which are designed to strengthen IFPI’s presence in Asia.

For more information, write IFPI (Secretariat) 30 Charlotte Street, London W1Y 2UL, England. The telephone number is 01-930-1752/3/4.

Radialchoice Bows Total Media Mgmt. Plan In U.K.

by Nick Underwood

LONDON — Among the many young companies that have emerged from the recent tide of new British music and energy is a management, publishing and record and film production company called Radialchoice. Aplenty titled, the company’s aims are not strictly limited to any one aspect of the entertainment industry; whether it be imports, recording, radio, television, film or live performances of music. In a way, they all relate. The company’s operations are accordingly being planned to create a multi-dimensional entity that could create an original breed of video sports.

Radialchoice has signed four artists tailor-made for present and future video markets with talent that does not equally powerful audio and visual appeal. These include Michael Mushkins, the pop star, composer, whose LP release is going to be released through Casablanca Records; Toni Basil, who is now recording her debut LP for Radialchoice with producer Greg Martin; Betty Davis, ex-exotic dancer; and Miles Davis, currently recording with the Pointer Sisters and Martha Reeves, and the new London-based band, the VIPs, who have a hook that they are planning to turn into something with multi-dimensionality.

Scheduled for May 10, 1980, the Cash Box Brazilian special edition will be the first to be reprinted in another language — in this case, Portuguese. The special will also feature a complete directory on all facets of the Brazilian recording industry.

De Lacerda will be based in Sao Paulo at Rua Emilio Ribas 1005, 1300 Campinas, phone (019) 51-90-17.

International Dateline

Italy

MILAN — A new label, Mr. Disco, was launched by Italian music group in Milan this month. First release is a single, “Do It Dancing,” by a new disco group, First. The label catalog will be distributed by Panarecord.

Ariston records has signed an agreement with A&M Records for licensing its catalog on Italian market. First release will be an album by reggae star Eddy Grant, a M.D.E. "80 revelation.

Ariston has recently been named international music product coordinator and national product manager of CBS Dischi. Announced in London last month by Piero La Fea, general manager of the company,...RCR announced that it has made a price list, "Cineaudio," recently been reprinted on the Italian market by Oxford, the medium price line of Arison.

The annual occasion of the Fonografico Italian (AFI), the Italian affiliate of the International Federation of the Phonographic Industry (IFPI), has appointed Grapho, a Rome-based company, to handle public relations and press duties.

Nanni Sveva’s debut in Milan of his new show "Night in the Rain" has been an artistic and financial success. The show’s soundtrack, written and performed by Sveva, has been released here by RCA.

An interview with the new band C.G.M. Musica is that has been forbidden by the Como district to distribute the latest Roberto Vecchioni album, "Robinson," this week on the German market. The album was the result of a deal with Polygram, claiming that the artist had broken his contract.

(Continued on page 40)

Brazilian named to cash box brazil post

LOS ANGELES — Marcos Foz de Lacerda has been appointed Brazilian representative for Cash Box. De Lacerda will coordinate Brazilian operations for an upcoming Cash Box special edition on the country.

Marcos Foz de Lacerda

Italian artists tour in february

Among the American artists on tour in February are Judy Collins and Roger McGuinn, who are being attended by more than 6,000 people.

Australia

TEN TOP 45s
1. Please Don’t Go — KC & The Sunshine Band
2. Don’t Stop ’til You Get Enough — Michael Jackson
3. Escape (The Pina Colada Song) — Rupert Holmes
4. Broken Wings — Mike and the Mechanics
5. Crazy Little Thing Called Love — Queen & WEA
6. Dancing In the Streets With You — Queen
7. Money
8. The Flying Lizards — Virgin
9. Take Me One More Time — Captain & Tennille
10. Ladys’ Night — Kool & The Gang

Australia

TEN TOP LPs
1. Pink Floyd — The Wall
2. Jackson Browne — Late for the Sky
3. Genesis — Wind & Wuthering
4. Evita — Andrew Lloyd Webber
5. Roxy Music — For Your Pleasure
6. Dire Straits — Money for Nothing
7. John Lennon — Double Fantasy
8. It’s Only Rock and Roll — Rolling Stones
9. Meat Loaf — Bat Out of Hell
10. The Best of all Possible Worlds — Genesis

Canada

TEN TOP 45s
1. Rapper’s Delight — Grandmaster Flash & the Furious Five
2. I Can’t Stop Dancing — Captain & Tennille
3. Cuts Like a Knife — John Mellencamp
4. Money — The Flying Lizards
5. The Last Waltz — The Band
6. Liar — The Buggles
7. The Last Waltz — The Band
8. I Can’t Stop Dancing — Captain & Tennille
9. Musikal — Kool & The Gang
10. The Last Waltz — The Band

TEN TOP LPs
1. The Best of all Possible Worlds — Genesis
2. The Wall — Pink Floyd
3. The Last Waltz — The Band
4. Don’t Stop ’til You Get Enough — Michael Jackson
5. The Last Waltz — The Band
6. I Can’t Stop Dancing — Captain & Tennille
7. Liar — The Buggles
8. Cuts Like a Knife — John Mellencamp
9. I Can’t Stop Dancing — Captain & Tennille
10. The Last Waltz — The Band

Germany

TEN TOP 45s
1. Another Brick in the Wall, Pt. II — Pink Floyd
2. Sun Of Jamaica — Clancy Brown & the Gang
3. Rapper’s Delight — Grandmaster Flash & the Furious Five
4. I Can’t Stop Dancing — Captain & Tennille
5. Musikal — Kool & The Gang
6. The Last Waltz — The Band
7. The Last Waltz — The Band
8. I Can’t Stop Dancing — Captain & Tennille
9. Musikal — Kool & The Gang
10. The Last Waltz — The Band

TEN TOP LPs
1. Pink Floyd — The Wall
2. The Last Waltz — The Band
3. I Can’t Stop Dancing — Captain & Tennille
4. The Last Waltz — The Band
5. Don’t Stop ’til You Get Enough — Michael Jackson
6. The Last Waltz — The Band
7. The Last Waltz — The Band
8. I Can’t Stop Dancing — Captain & Tennille
9. Musikal — Kool & The Gang
10. The Last Waltz — The Band

International BESTSELLERS

Canada

TEN TOP 45s
1. Don’t Stop ’til You Get Enough — Michael Jackson
2. I Can’t Stop Dancing — Captain & Tennille
3. I Can’t Stop Dancing — Captain & Tennille
4. I Can’t Stop Dancing — Captain & Tennille
5. I Can’t Stop Dancing — Captain & Tennille
6. I Can’t Stop Dancing — Captain & Tennille
7. I Can’t Stop Dancing — Captain & Tennille
8. I Can’t Stop Dancing — Captain & Tennille
9. I Can’t Stop Dancing — Captain & Tennille
10. I Can’t Stop Dancing — Captain & Tennille

TEN TOP LPs
1. The Wall — Pink Floyd
2. The Last Waltz — The Band
3. I Can’t Stop Dancing — Captain & Tennille
4. The Last Waltz — The Band
5. I Can’t Stop Dancing — Captain & Tennille
6. The Last Waltz — The Band
7. I Can’t Stop Dancing — Captain & Tennille
8. The Last Waltz — The Band
9. I Can’t Stop Dancing — Captain & Tennille
10. The Last Waltz — The Band
Radical Choice Bows

(continued from page 29)

down and shouts,” he added. “I want to create a team of production and management personnel associated to the record company. We will be ready for $100,000, making an LP to give to a company that doesn’t really care and has no tools. On the other hand I don’t want to be dictated to either, so it’s such a crucial question of selecting a company that is absolutely right for Radicalchoice.”

It would indeed be a sign four acts with, each of them excellent and audio appeal talent that has equal power in sound and vision. The obvious video opportunity has made this new British company something of a potential instigator for the future video market. Our artists above all others. There are not too many people around who can make the transition to video image, but we don’t mind doing our artists above others. Many of them have been to take ‘takies’ first into the scene, a lot of great artists couldn’t get work because they couldn’t adapt to the new medium. We’re now approaching a similar situation with video. What we offer with Radicalchoice is a tight company operating as a professional unit within a management capacity. We also publish our artists’ songs and exploit film and video if it’s applicable, we use the video in case of all our acts. We’re also using as much as we can keep as just another rock’n’roll company. We made a very conscious effort to sign a particular type of artist.

International CERTIFICATIONS

Supertramp

A&M recording group Supertramp was presented with a special award by CBS Holland for attainment of double platinum status with the “Breakfast In America” LP. A&M product is distributed in continental Europe by CBS Records International.

INTERNATIONAL BESTSELLERS

New Zealand

1. True Colours — Spandau Ballet
2. The Shilling — The Police
3. Electric Light Orchestra — Greatest Hits — ELO
4. Credence Clearwater Revival — 20 Greatest Hits — Festival
5. The Temptations — The Ultimate Collection — Capitol
6. Off The Wall — Michael Jackson — CBS
7. On The Radio — Greatest Hits Vol II — D Summer — PolyGram
8. Reggatta De Blanc — Police — Festival
9. September Morris — Kill Disposals — Virgin
10. Bop Till You Drop — Fly Cityer — WEA

Nickname

nick is reading
Vectorbeam Is Now ‘Exidy II’

SUNNYVALE — In the wake of the recent purchase of Vectorbeam by Exidy, Inc. (Cash Box, Jan. 12), Exidy II has been established as the new name of the wholly owned subsidiary. Beginning with “Tailgunner 2,” the Exidy II logo is being seen on game cartons, product brochures and advertisements, and it will soon replace the Vectorbeam sign at the factory’s Union City, Calif., production facility.

“We feel the beginning of Exidy II represents the merging of the high standards of quality and technological achievements in the two organizations,” commented Pete Kaufman, Exidy’s president. “The name change marks the unifying of the two groups to work together to reach new levels of excellence in our future products.”

As an example of how well the transition is going, Steve Granger, sales manager, said, “It sounds like a win-win situation for their Kaufman counts out what ‘Warriors,’ the fast games to use the Vectorbeam name, has proven to be an excellent product with its innovative dimension in visual attraction. Tailgunner 2, the first Exidy II product, also applies this unique depth perception to its Division of Cleveland, Ohio, sign, that Exidy become known for with the overwhelming success of ‘Starfire.’ Kaufman told a ‘The transition from Vectorbeam to Exidy II with Warrior to Tailgunner 2 is very positive progress for the company.’

Exidy II’s plant manager, Herb Anderson, who has been with the Vectorbeam group since its early company, confirmed the positive feelings about the change, stating “our goal is to be number one. We believe that the Exidy name as well as their experience in the industry is advantageous to reach that goal.” Anderson noted that the Vectorbeam staff is pleased with the merger and the name change. “The new Exidy II sign in front of the building,” he said, “will be a symbol of our unity and growth.”

Cleveland Coin Receives Award

OHIO — Cleveland Coin International received the Distributor of the Year award for 1979 from Moyer Diebel Corporation, a leading manufacturer of vending equipment. The gold plaque award presentation was made to company president Ronald A. Gold Feb. 11 at the Casa de Campo resort in the Dominican Republic, during Moyer Diebel’s national distributors’ meeting.

In his acceptance speech, Gold acknowledged the honor in behalf of the company and singled out Marion Berry and Charles Elkins “two of the finest industrial vending salesmen in the industry” for their combined efforts towards this achievement. He also noted that Cleveland Coin’s growth in industrial vending has been “truly gratifying” and is a significant accomplishment in the past number of years.

The recently established Special Projects division of Cleveland Coin International has been progressing very well and “moving along right on target,” according to the new division’s president, Ralph Paukner, who formerly owned and managed Paukner Vending Company of Avon Lake, Ohio. Coin industry veteran Tom Diets, formerly of Shaffer Distributing Co., has joined the staff of the Cleveland Coin branch in Columbus. He will be responsible for music and games sales in the southern Ohio area.

Hanson Distributing Slates ‘Shoot Out’ Finals For April

CHICAGO — A combination football, pinball, pool tournament has been underway since early this year among operators and locations in a six-state area which includes Wisconsin, Minnesota, North and South Dakota, Nebraska and Iowa.

The “Tourney” was arranged by Hanson Distributing Co., Tournament Soccer Gam Pin and U.S. Billiards, with Hanson’s two president-managers, Kirk McKennon coordinating activities out of the distrib’s headquarters in Bloomington, Ill.

This project has been on the planning board since early last year. McKennon told Cash Box, as a promotional vehicle to increase sales of the distributor’s equipment lines, and as a means to stimulate business for operators on the location level.

Player and operator response to both the products and the promotion has been "staggering," McKennon said, and over 150 locations will be the location finals, to be held April 4-6 in “twenty thousand square feet of space under the crystal chandeliers of the Radisson-South Grand Ballroom in Elington.”

Equipment

Among the equipment being used in play are Game Plan’s Super Nova pinball machines, the newest Target Super Bowl 60 cent pinball, and Tournament 8-Ball 50 cent pool tables. "Most of the units in the tournament have been presold to operators who saw sluggish nights become boomers due to increased traffic on tournament nights," according to McKennon.

The ideas, input and experience of Hanson, Tournament Soccer and Len Schneller of U.S. Billiards were utilized in putting together the tournament kits used in the series. Operators purchased the kits, turned them over to their locations, and put them to work. McKennon noted that in many locations, the weekly events were run by the participants.

Tournament Kit

The kits, he said, contain all the ingredients to run a series of weekly tournaments and an "in location" playoff. Ad sticks, banners and posters to further promote the event were also included. Each weekly winner received a shootout opener and qualified for the location playoffs. The winners of the location playoffs received plaques and qualifications to the Radisson finals.

Prizes in the finals will include over $5000 in cash, a Super Nova pinball, two brown top Tournament Soccer football tables and a Tournament 8-Ball table.

Persons interested in duplicating this event can purchase sample kits for $25 each from Hanson Dist. Co., 5001 Penn Avenue South, Suite 1, Bloomington, Minn. 55431 or by phoning (612) 884-6604. Out of state callers may utilize the toll free number (800) 538-5986.

NOW IT’S OFFICIAL — Exidy II, formerly Vectorbeam, is the name of the new Exidy game manufacturing subsidiary. Pictured above with the factory’s “Tailgunner 2” are (l-r): Larry Leesnat, Exidy II engineering manager; Howard Ivv, vice president; Pete Kaufman, president; and Ed Anderson, Exidy II plant manager.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. OFF THE WALL — MICHAEL JACKSON ( Epic - 63328 )
2. RIDE LIKE THE WIND — CHRISTOPHER CROSS ( Warner Bros. - W 49184 )
3. CALL ME — BONEY M. ( Polydor - 41014 )
4. LOST IN LOVE — AIR ( Polydor - 41079 )
5. HOLD ON TO MY LOVE — JIMMY RUFFIN ( Motown - 18384 )
6. THE SPIRIT OF RADIO RUSH — LARRY MAHAN ( International — 1-11373 )
7. ANY WAY YOU WANT IT — JOURNEY ( Columbia - 16119 )
8. YOU MAY BE RIGHT — BILLY JOEL ( Columbia - 11053 )
9. WHAT I LIKE ABOUT YOU — THE ROMANTICS ( Nemp / Scepter - 26075 )
10. SURVIVE — JIMMY BUFFETT ( MCA - 41076 )

TOP NEW COUNTRY SINGLES

1. HONKY TONK BLUES — CHARLIE PRIEST ( RCA PB - 41675 )
2. SEXY SONG — CAROL CHASE ( Capitol - 4502 )
3. PERFECT STRANGERS — JOHN WESLEY RYLES ( MCA - 41184 )
4. PREGNANT AGAIN — LORETTA LYNCH ( MCA - 41165 )
5. ANYTHING BUT A LOVE SONG — STAN CARROLL ( MCA - 41200 )
6. WALK ON BY — DONNA FARGO ( Warner Bros. - W 41089 )
7. THE WAY I AM — MERLE HAGGARD ( MCA - 41239 )
8. GONE TOO FAR — DEE DEE BRIDGEWATER ( Capitol - 41842 )
9. STARTING OVER AGAIN — DOLLY PARTON ( RCA PB - 11026 )
10. SHOTGUN RIDER — JOE SUN ( Columbia — 11-141 )

TOP NEW R&B SINGLES

1. MUSIC TRANCE — BERNIE KING ( Arista - 5363 )
2. STOMP — THE BROTHERS JOHNNIE ( A&M - 2161 )
3. WHY YOU WANNA TREAT ME SO BAD — PRINCE ( Warner Bros. - W 49178 )
4. LOVE IS GOOD NEWS — AVA CHERRY ( Capitol / RSO - 42035 )
5. ANY LOVEL RUFUS AND CHAKA — CAROL CHASE ( MCA - 41191 )
6. EMOTION — JERRY CLAYTON ( MCA - 41161 )
7. CAN'T BE SURE — TETA MAHON ( Polydor - 41175 )
8. GOT TO BE ENOUGH — CON FUNK SHUN ( Warner Bros. - 9201 )
9. FUNKY TOWN — LIPS INC. ( Stax / DMP - 2032 )
10. LET'S GET SERIOUS — JERMAINE JACKSON ( MCA - 41497 )

TOP NEW DANCE SINGLES

1. ALL NIGHT LONG THE INVISIBLE MAN'S BAND ( Motown / Island - M-103 )
2. MAKE IT LAST NIGHT — JIMMY CLARETTE ( EMI-Capitol - 10417 )
3. DON'T WANT YOU AGAIN — JUDY CHEEKS ( Kream 7254 )
4. ALOVER'S HOLIDAY CHANGE — JERRY REED ( MCA - 41026 )
5. POP-POP SHOD WAH — EROTIC DRUM BAND ( J-Pop #179 )
In the Beginning, it was just pinball.
Then Bally Created
SILVERBALL MANIA™
IN REVIEW: Presented is a photographic lineup of some of the new machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

**BALLY 'GROUND SHAKER':** Exciting bonus feature, unique ball action and high scoring capability are among the many highlight features of this 4-player pin. Drag racing is the theme. (1/26/80)

**EXIDY 'BANDIDO':** A fun game based on a "shoot-em-up" western theme where the player rescues the damsel in distress thwarting such obstacles as bandits, buzzards, etc. (1/26/80)

**EXIDY 'PLAYER PIANO':** Pictured with Exidy's national sales manager Larry Hutcherson is one of the antique styled player pianos to be marketed by the company on a limited production basis. (2/9/80)

**UNIVERSAL VISUAL AUDIOTRONICS 'CHICKEN MACHINE':** Put in a quarter and the chicken lays a plastic egg, and each egg contains a prize. A kiddie game being marketed by the lawn based firm. (2/9/80)

**TAITO AMERICA'S 'SPACE CHASER':** A game of strategy where the player maneuvers a spaceship through a maze of targets while avoiding the enemy "space chaser." Thrust button increases speed. (2/16/80)

**TAITO AMERICA 'SPACE INVADERS-PART II':** Patterned after the original Space Invaders theme and equipped with some challenging new features. Streamlined design is unique to U.S. market. (2/16/80)

**WILLIAMS 'LASER BALL':** A 4-player wide-body with all encompassing audio visual effects like atom smashing lights beaming from the backglass and throbbing intergalactic sounds. 3-flipper play. (2/23/80)

**EXIDY 'TAILGUNNER 2':** A "total environment" combat game abounding in realism and heated play action. Joystick allows for player control and maneuverability. Exciting 3-D effects. (2/16/80)

**GREMLIN 'MONACO GP':** A fast paced driving game abounding in realism. Race course is in full color and packed with challenging obstacles like rain puddles, oil skids, tunnels, etc. (2/2/80)

**GREMLIN 'DUAL ARCADE':** This game sports Gremlin's innovative two-games-in-one concept. In this case the choices are "Head On II" with some exciting variations, and "Invinco." (2/2/80)

**GREMLIN 'DUAL COCKTAIL TABLE':** Pictured is the functional, attractively designed cocktail table in which Gremlin will utilize the dual game concept. Scheduled for upcoming production. (2/2/80)

**MIDWAY 'DELUXE SPACE INVADERS':** This video game has everything the original version had and then some; plus additional competitive variations for the seasoned player, and other extras. (1/26/80)

**TOURNAMENT SOCCER 'TOURNAMENT EIGHT BALL':** The noted football specialist entered the coin-op pool table market with this model. Unique exterior design and color and TS prono package. (1/26/80)
**COIN MACHINE**

**CHICAGO Chatter**

To celebrate the premier of the new D. Gottlieb & Co. Star Series 80 line (Cash Box, March 1), factory distributors across the country are hosting open house showings. These events are geared to familiarize operators with the firm's new solid state System 80 and the Dimension 50 line — as exemplified in "Spider Man," the first pinball model in the new line.

**Learned from** Midway's marketing vice president Stan Jarocki that samples of the hot, new "Galaxian" video game are being shipped to the factory's U.S. districts. The machine's been "fantastic," he told us — and we'll doubt be another winner for Midway. Watch for it.

Emplie dist. Staffers Ben Rochetti, Ed Pellegriini and Jim McNally, along with the district's shop supervisor Floyd Babbitt, have been on the road doing a series of territorial mini showings of the new Rock-Ola "Techna" phone.

Among new members of the Daily Pinball Division staff in Bensonville is Diane Guzel, who is assisting service manager Bernice Powers in customer relations. Joan Mason, who's very well known in the industry, also joined the Bensonville staff in BPD's marketing dept. . . . Former staffer Felicia Terronboro Peters and her husband Joe of Wildcat Chemical are expecting their first child. Felicia will. The couple resides in Fort Worth, Tex. Bernice Powers was attending on the recent So. Carolina Coin Ops. Assn. annual meeting in Columbia and while the entire event was a total success as expected, Bernice said the Friday night pig picking was indeed the highlight of the show this year.

Every since MAC DAVIS performed the song "It's Hard To Be Humble" on the NBC Jukebox Awards telecast, Gus Tartol of Singer One Stop For Ops, has been receiving calls inquiring if and when it would be available on a single. Well, Gus called Cash Box last week to tell us the Casablanca record is his current pick for Hit Jukebox play.

A "RAISE THE ROOM" Benefit for the Chicago Heart Assn. will be held on March 22 at the new Lakeshore Centre (1320 W. Fullerton) to herald the grand opening of the multi-million dollar structure, which is billed as the Midwest's most exclusive recreational and entertainment club. Many of Chicago's top restaurants, along with local athletes and city officials will participate in the celebration.

Cash Box learned that industry vet Hal Water recently joined Data East of Palo Alto, Calif., as director of marketing. The parent company, Deco, is based in Japan and among the current products being marketed in this country is a video game called "Mole Hunter," which is available in both upright and cocktail table models.

**HANSON SHOOT OUT KIT** — Hanson Distributing's combination football, pinball, pool tournament, already underway, is scheduled for the final exciting shoot out in April. Pictured above is Hanson's sample tournament kit. (See story on page 42.)

**Eastern Flashes**

Ben Chlchlosky announced the following additions to the exhibitor list (Cash Box, March 1) for the upcoming International Coin Machine Trade Show: Big Pen, Waltz Mfg., American Communications Laboratory, Coin Machine Distributors, Gottlieb and Amusement Distributors, Eloc Industries, Game Plan, Inc. and Bay Coin Distributors.

Ben noted that most of the firms who exhibited last year are returning for the 1980 show and the exhibits of several other interested companies. Show dates are April 18-20 at the New York Statler.

**SPOKE with** TONY Yula of Mondial-Springfield, who's all set for the district's participation in the above convention. Mondial's booth, he said, will focus on the latest in Gottlieb pinball machines.

As for present distributors, here are some of the biggest sellers out there:

- Atari's "Astrooids," of course: the newly arrived Gottlieb "Torch," Gremlin's "Monaco GP," which is a hit in such locations as arcades, roller rinks, bowling alleys, et al; and
- Gottlieb's "Roller Discos" pin is proving to be a natural in roller rinks.

**California Clipings**

C.A. Robinson has just received its first shipment of Midway's "Galaxian" and it's getting tremendous initial response from area ops, according to Hank Tronick. "It should take its place alongside such other money producing machines as "Space Invaders" and "Astrooids," says Tronick. Another new arrival, Bally's "Silver Ball Mania," will have already come and gone at the district before the magazine hits the streets. Several members of C.A. Robinson's staff visited the NAMA at the Anaheim Convention Center March 14-16 with an eye toward the possibility of acquiring a good vending line to supplement their great game business.

**Jack Sutton of Rowe International** in San Francisco reports Midway's "Galaxian" and Atari's "Astrooids" are the hot sellers in the Bay Area and "Tempo" phographs are setting the pace music wise. The distributor is currently holding a promotion in which any customer who purchases a minimum of three phographs at the regular price in given a special repair kit suit case. The suitcase is equipped with materials and boards that will allow an account's service people to go on location and properly fix the machines.

**Industry Calendar**

Mar 21-23, Florida Amusement Merchandising Assn., annual conv. & trade show; Radisson Hotel, Orlando.

April 18-20, International Coin Machine Trade Show; New York Statler Hotel; New York City.

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 8-10, JAA (Japan Amuse. Trade Assn.); conv. & trade show; Sheraton Twin Towers, Orlando.

Oct 10-11, Amusement and Music Operations of Virginia; annual conv.; Norfolk.

Oct 23-26, NAMA National Convention; Exhibit; B. Ross Barrle Arcade; National Convention Hall; Kansas City, Missouri.

Oct 31-Nov. 2, AMOA, annual exposition; Conrad Hilton Hotel; Chicago.

Nov 22-24, IAAPA annual convention; Rivergate; New Orleans, La.
CLASSIFIED ADS RATE 35 CENTS PER WORD

Count every word including all words in firm names. Numbers in address count as one word. Minimum of 20 words per ad, $3.50 (20 - 39 words). Each additional word 35 cents. Inexact word count is charged at the next higher word rate. No order No entry. FELLOWSHIP NOT INCLUDED. If each character is NOT enclosed with your order d will not be held for further correspondence. Norway and Sweden: 10¢ per word. Belgium, France, Holland, Italy: 15¢ per word. Germany: 20¢ per word. All orders over 40 will be charged at the rate of 35 cents per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of week preceding issue to appear in the following week’s issue.

Classified Ads Close Wednesday

COIN MACHINES WANTED


COIN MACHINES FOR SALE


SALE FOR: Artie F.Y.acock & Sons Merchants. Used, the best around, no tax. Check in. Mr. Mark, 550-547-8135.

SALE USING MACHINES READY FOR LOCATION: Williams Bally Congo, Deadlift, Doomsday, Miss America, Lock, 2nd. Used, the best around, no tax. Check in office for information. Mr. Mark, 550-547-8135.

SALE FOR: Great Brands, All Branded. Used, all the best around, no tax. Check in. Mr. Mark, 550-547-8135.


SALE FOR: Rock-Ola Model 717, 1200 in stock, 1200 - 3600. Used, the best around, no tax. Check in office for information. Mr. Mark, 550-547-8135.

SALE FOR: Old Spade Spade-MOVAC 1978 $3295, Old Bally $3995, Old Williams $3995, Old Stern $3495, Old Electro $3995, Old Bally $3295. Used, the best around, no tax. Check in. Mr. Mark, 550-547-8135.

SALE FOR: Dynamic Announce! Williams, Bally, Comco, Stern, & other brands. Used, the best around, no tax. Check in. Mr. Mark, 550-547-8135.

SALE FOR: Bally's Bingo "Java Jazz" new 10 units and used 9 units. Prices negotiable. OVERSEA'S LASER DECALS $10 each, used $5. We pay fair market value. Bidders: no listing orders. Mr. Black, Box 505, Livingston, N. J. 07039.

SALE FOR: Seabright Cg Jukeboxes. Gartline Target, 2nd. Used, the best around, no tax. Check in office for information. Mr. Black, Box 505, Livingston, N. J. 07039.

SALE FOR: Royale Jukeboxes, 2nd. Used, the best around, no tax. Check in for information. Mr. Black, Box 505, Livingston, N. J. 07039.

SALE FOR: School for Games and Music, used in three week courses. Formerly ~ in stock ~ ex - cloth. Used, the best around, no tax. Check in. Mr. Mark, 550-547-8135.

SALE FOR: New Openings, Royal Flake, 2nd. Used, the best around, no tax. Check in for information. Mr. Black, Box 505, Livingston, N. J. 07039.

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Analysts Are Bullish On Music Industry:
Strict Controls, Video Prospects Cited

(continued from page 7)

pany (Indiana). "There will be quite a few ways to play it, and the companies that are insightful enough to look at the area should do very well," he said.

The foundation for the analysts' optimistic view of the industry's long-term prospects is the untapped potential of rapidly developing new technologies, with a special emphasis on videodiscs. "We are probably going to see a merging of the audio and visual world into basically one segment," commented Igur. "We'll probably still have audio form entertainment in, let's say, 1990, but I think that would be no more than 10 or 20 percent of the market. The lion's share of the market is going to be what today would be considered a new form of entertainment."

Although the analysts are convinced that the record industry holds a major role in providing distribution networks and attractive software for the videodisc players, some are quick to point out that the videodisc era is still in its infancy. "Videodiscs will be a very good business in 1985," remarked Vogel, "but right now it isn't contributing anything significant to anyone."

Different Configurations

The much-forecasted split in the future of the videodisc business is the current battle between the RCA-Zenith (capacity contraction) and the Magnavox-MCA (MCA-Magavox (optical) prototype). The fact that software designed for one hardware will not be compatible with the other could be a major source of concern to the analysts.

"Longer-term, I don't think there is room for two configurations," remarked Fuchs. "I think it's probably much more logical to assume that, five years from now, one or the other system will dominate."

The consensus among the analysts is that if two separate videodisc systems do develop successfully, the lower-priced RCA hardware will dominate the consumer market, while the more sophisticated MCA system will find a market in commercial applications. This view is endorsed by Hayward, among others, who points out that "MCA's joint venture with IBM (DiscoVision, Associates) provides that system with tremendous capability in the storage and retrieval of information." Hayward added that the General Motors Corp. has "already purchased 11,000 disc players" from MCA.

Richard Steenken, senior investment analyst for the Atlantic Richfield Co., believes that the RCA videodisc system, which will utilize software manufactured for home television by such companies as Panasonic and Sony, can make a significant impact on the consumer market "potentially by 1983 or 84." Steenken stated that videogame players could "be in the multimillions of units" by that time if "RCA can market a video system for under $500. I think $500 is really the magic number for the consumer."

Shifting Focus

The proliferation of new videodisc technologies has, to some degree, superplanted international operations as the analysts' favorite cash-generating prospect for the music industry (Cash Box, March 5, 1977). "International operations help, but since the world economy is going to be slowing down, that will be hurting, too," said Igur. Atolino, on the other hand, pointed to the importance of foreign markets in the present state of the CBS, Cash Box (March 8) and WEA. "The international market is still a very exciting market," he said. "It will continue to be important in the future."

The current revelations and investigations concerning the widespread distribution of counterfeit musical product in major chain (Retail Voice, March 8) and independently, is naturally, a source of concern to the analysts. However, most of the analysts do not see that the counterfeiting issue will frighten investors away from the parent companies of the recording subsidiaries. Anschel remarked that the counterfeiting investigation "is a negative factor in the record business, but no one can really quantify it. I don't think it's a major factor from the standpoint of the value of the stock," Fuchs, on the other hand, was more cautious in his assessment of the counterfeiting's impact on investors. "I think there is nothing that investors dislike more than uncertainty caused by legal complications," he said. "If the current situation should continue, then perhaps it is probably not as bad as that. But if it has broad-ranging implications that turn up co-conspirators at various levels, then, absolutely, they will be scared."

Investment Favorites

When asked to recommend their investment favorites, the analysts rated WCI as the best prospect, with MCA and CBS a close second and third, respectively. Predicting that WCI's stock "can outperform the market over the next 12 months," Igur said, "as far as I'm concerned, WCI and MCA between now and 1984, will at least double."

Anschel said that WCI's investment outlook was strong because, "it's really the best-balanced company in terms of strong positioning in films, records, publishing, and cable TV. Several other analysts cited WCI's joining YTV Network company, which combines the American Express Co. (Warner Amex Communications) as the prime reason for the dramatic drop in the stock's market value.

"MCA and WCI clearly have very few business prospects that are closely related and separate from each other in different areas and in different magnitudes," said Hayward. "With a result, it is much more fully priced than CBS," observed Fuchs. "But if everything were to work well, I would think that over the next two years, the percentage appreciation potential in the CBS stock is substantially higher."

Steincken addressed himself to the question of whether or not RCA's stock was undervalued on the market. "In the case of RCA, you're dealing in a lot of consumer durables, which CBS and WCI are not," he said. "If we're going to go into a recession, it is obvious that RCA, manufacturing TV sets and other hardware, would be more affected. The way the stock market is today, RCA is about where it should be."

Analysts are more aware than anyone that the business of prognostication can be risky. But even Harold Vogel, whose outlook was among the most cautious expressed by the analysts, sees a bright side to the music industry's future. "Right now we're sensitive to the high interest rates, so I would not get too enthusiastic about the near to medium-term. If I were in the music business, I'd be playing it pretty cautiously. But in the long run, there are going to be other opportunities, and I would lean more towards optimism than not."

Video Test Results

"But if it has broad-ranging implications that turn up co-conspirators at various levels, then, absolutely, they will be scared."

Video Test Results

Other tasks facing retailers include sorting out all the individual sales and distribution policies of new entries into the home video software market, especially regarding discount levels.

More important, however, is the bottom line and "whether or not Pickwick and the retailer can still make money on video. That's the question people are asking."

At this point, though, Mitchell said that Pickwick has received "excellent cooperation" from the retailers participating in the program, and, although research has now been finished, "we're continuing to sell and add to our data base.

Jodie Tzuke

Tzuke's names her influences as being Tori Amos, The Smiths, and Jackson Browne. "I've always liked American music. Nearly all my records are by American artists. This isn't deliberate it just happens that way. I've always preferred American sounds. With my own songs, people always expect me to have a weak voice because I'm a girl, but my voice actually can be so strong that sometimes in the studio they have to cut me. I've been told that it's really dynamic because it can be extremely hard and extremely soft. Sometimes it sounds so much that I have to really control it and keep it down."

Tzuke, together with Paxman are a prolific duo. The band's latest single is titled "Understanding," and though it has just been released, the record is already entering the U.K. charts. Apart from her own material, Tzuke recently co-wrote a song with Eton John for inclusion on his last album, which he is currently recording in Los Angeles. "The song with Eton John was already partly written, though I had to finish it in the gaps," Tzuke said. "He likes it very much, I hope he got it. I was very happy to see that written. It was the thirty-fifth piece of music I've written. One of my best songs. I wrote the lyrics for him while I was on holiday. He was doing his new album at the time, and I was just walking out of the studio when he called me to do it."
R.I.A.A. Cultural Award Dinner — The Recording Industry Association of America (R.I.A.A.) played host to more than 1,000 guests from Congress, the Administration and Federal agencies at the 12th annual Cultural Award Dinner honoring the Federal Bureau of Investigation March 4 at the Washington Hilton. International Ballroom. The R.I.A.A. selected the FBI as Cultural Award recipients for the Bureau’s efforts in combating recording piracy and counterfeiting. Attendees at the prestigious awards dinner are pictured above. Shown in the top row are R.I.A.A. president, Cliff Knight, business affairs director, RCA Music Service; Mrs. George McGovern; Senator George McGovern (D-S.D.); Representative Cardiss Collins (D-Ill.) and Larry Kaplan, anti-piracy attorney, R.I.A.A., Ernst Meyers, legal counsel, R.I.A.A., Howard Allison, Nashboro Records; Nesushi Ertegen, president, WEA International; Esther Peterson, Presidential assistant for consumer affairs and Midge Shaltow, guest. Pictured in the bottom row are R.I.A.A. representative Robert Kastenmeier (D-Wis.); Webster; Helen Reddy, Representative George Danielson (D-Cal.); Don Dempsey, senior vice president, Epic/Portait and CBS associated labels; Senator Henry Jackson (D-Wash.); Mrs. Jackson, Mrs. Traiman, Representative Louis "Skip" Batadas (R-Fla.); Mrs. Batadas; Stephen Traiman, executive director, R.I.A.A. and Bruce Lundvall, R.I.A.A. chairman and president of CBS Records Division.

ON JAZZ

(continued from page 39)

and his latest project, "Hideaway," has been inching up the charts with remarkable speed for a jazz-based album. Currently charting at #105 bullet on the Cash Box pop chart, and at #10 bullet on the jazz chart, Sanborn's latest album is right in the pocket of the current pop jazz craze that is dominating the jazz charts. "It's not that I don't think I have a jazz sensibility," Sanborn told Cash Box, "but my albums are to be an outlet for a certain kind of musical sensibility which is an amalgam of all my influences. I'm basically a commercial... I think I'm pretty accessible as a player. Not by design, I think it just is. The music that I think I do best turns out to be fairly accessible to me." We suggested that Sanborn seemed to be holding back a bit on "Hideaway," and though we find it very pleasant, there is an element of funk grittiness that seems to be missing. "Well, you know how I did this album? I played piano and overdubbed saxophone, then overdubbed practically everything else. The album was an attempt to get me writing all my own material, as opposed to just doing cover versions of other people's songs. You know, in January of '79 I did two big band dates with some Gil Evans charts and a Howard Johnson arrangement of a Billy Strayhorn tune called 'Day Dreams.' And I listened to myself and I said, What am I doing here? This stuff sounds good, it's good music, but there was no reason for me to be playing this. I didn't have anything that said anything new. It was just me playing as a soloist. On 'Short Visit' (from Heart To Heart) there was a reason for that, because it was written as an alto feature. It was what I heard, and what I wanted to do, but I tried to do the same thing again and realized that whatever my strengths are, it's not that. I think there are some good melodies on 'Hideaway,' and I'm trying to crystallize whatever it is that my songwriting is. I want to play... I'm a melody player and those are my melodies.

chip stern

CLASSICAL CLIPS

(continued from page 39)

1979 total, there were 2,420 stereo classical releases (1,077 LPs, 10 cartridges, 533 cassettes), and 5,584 stereo non-classical releases (2,855 LPs, 1,544 cartridges, 1,525 cassettes), including popular, jazz, musicals, spoken and international. Although the Schwann doesn't list all new releases, a comparison between the number of classical and non-classical titles indicates that classical records make up in diversity what they lack in sales. The big news from Schwann this year was that the number of new "speciality" titles — digital, high technology, and direct-to-disc records — increased from 167 in 1978 to 344 in 1979. A total of 42 labels now produce these recordings, which have a list price of from $9.98 to $17.98 per disc. It's also work noting that, while Beethoven edged out Mozart as the most popular composer of 1979, Bach has been in third place, Tchaikovsky in sixth, and Schumann in eighth for the past three years. Apparently, the tastes of classical consumers do not vary much in terms of the kinds of music they like. But their preferences for performers do change substantially from year to year. Last year, for the first time, the most-recorded performers were all conductors; and their ranking has shifted considerably. Neville Marriner was #1 in 1979, displacing Leonard Bernstein, who wasn't even in the top 10 for that year. Herbert von Karajan rose from #7 to #2, and Antal Dorati shot up from #9 to #3. Mstislav Rostropovich suddenly appeared on the list at #7, and other conductors debuting in the Top 10 included Eugin Jochum, Lorin Maazel, and Zubin Mehta. LATE FLASHES — Mike Kollman, who has served as a product manager for both RCA Red Seal and CBS Masterworks, has been appointed director of marketing for Telesic Digital Records... CBS Masterworks has signed an independent production and consultation agreement with Tom Frost, who has been director of A&R development for the label since 1972. Frost is currently writing a book on the recording medium for Farrar, Straus and Giroux, to be published this fall.

ken terry

CBS, WCI Project Return To Prosperity At Stock Seminar

(continued from page 14)

speculated that by the end of the decade, the audio/video industry could reach an annual gross of $9 billion industrywide. "It's an amalgam," explained Yelnikoff, who had been entrusted with the responsibility for the video program by the corporation. Yelnikoff added, "A major part of the CBS corporate strategic plan is CVE, and I regard with pride that CBS is putting much of its future in the hands of the records division. CBS is the only company to put its video operation in the records division."

Currently aligned with the RCA Selection system, Yelnikoff explained that "our RCA deal is not exclusive, everything is sort of loose. We're not committed to any particular hardware system."

"We were chosen to go to the RCA system, which currently lacks stereo capability, Leslie said that it was a matter of development, "RCA was far and away ahead of the others in its achievements," Leslie noted. "It's closer to becoming a saleable commodity, and a stereo capability is perhaps a year down the pike."

"RCA is far enough along that anyone else at this time, plus we can probably adapt our record pressing technology to the Selectavision discs," Leslie continued. "Plus, if JVC comes along, we can adapt pretty easily."

Leslie went on to project an optimistic future for CVE, noting that CBS is "better positioned" to enter the market with its "top distribution system, top R&D (research and development) facilities, top manufacturing facilities and a wealth of creative people and artists."

Speaking on the types of programming CVE would emphasize, Leslie noted that approximately 50% would come from recording artists, but that "we will probably not go to 'concertizing' in most cases. Instead, we would like to go with some kind of story line."

With a projection that CVE video software will hit the market during 1982, Leslie added that the company would also try to enter the videocassette and cable TV markets.

WCI Presentation

At the WCI presentation before the stock analysts, held earlier in the week at the Beverly Wilshire Hotel, the message was much the same as that at CBS — namely, that since the problems of 1979 have been identified and dealt with, 1980 holds bright prospects for the future.

While first quarter, 1980, sales and profits are down at WEA, WCI executives noted that returns were also down about 45% from 1979, and that the problem appears to have been solved. This, plus scheduled second and third quarter releases from the Rolling Stones, Doobie Brothers, Rod Stewart and Paul Simon, among others, make 1980 prospects bright.

"The real problem during 1979 was profitability," explained David Horowitz of the WCI office of the president, "The huge volume increases of the preceding years had concealed the effects of overspending, some wasteful business practices, promotional and marketing expenditures that were out of line with the sales they generated and the rather destructive competition for artists."

The general feeling of a more business-like approach to the record industry also spotlighted WEA's unique returns policy, instituted Jan. 1, which has gone a long way to reducing returns.

The WEA executives also projected that now wave and dance music would be strong revenue generators during the coming years. Nesushi Ertegen, WEA International president, even went so far as to say that new wave would "surely be most important in the 1980s," and that dance music (new disco) would continue being strongly under its new name.

In the international area, Ertegen revealed that WEA international would be opening new branches in Eire, Taiwan, Zimbabwe, Mexico, Zambia and Kenya, with a special emphasis on a strong entry into the African market.

However, Ertegen, who also serves as president of IFPI (the international federation that runs in the forefront of the fight against piracy), noted that piracy, counterfeiting and home taping posed significant problems.
<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artists</th>
<th>Weeks On Chart</th>
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<tr>
<td>1</td>
<td>THE WALL</td>
<td>Pink Floyd</td>
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<td>2</td>
<td>DAMN THE TORPEDOES</td>
<td>Tom Petty &amp; The Heartbreakers</td>
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<td>OFF THE WALL</td>
<td>Michael Jackson</td>
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<td>MAD LOVE</td>
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<td>PHOENIX</td>
<td>Janis Joplin</td>
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<td>BEBE LE STRANGE</td>
<td>Heart (Epic)</td>
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<td>AGAINST THE WIND</td>
<td>Boz Scaggs &amp; Tufton Bully Band</td>
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<td>THE WHISPERYS</td>
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<td>FUN AND GAMES</td>
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<td>... BUT THE LITTLE GIRLS UNDERSTAND</td>
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<td>PERMANENT WAVES</td>
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<td>IN THE HEAT OF THE NIGHT</td>
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<td>JACKRABBIT SLIM</td>
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State of the Art.

Robert Flack
featuring Donny Hathaway

PRODUCED BY ROBERTA FLACK & ERIC MERCURY

On Atlantic Records and Tapes
A Journey Beyond Evolution.

"Evolution," Journey's last album, began a new cycle in the band's career. Supported by endless airplay and constant touring, it became the second Journey album to voyage beyond platinum. And the first to give birth to a Top-40 smash: "Lovin', Touchin', Squeezin."

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"Departure! A New Journey Begins, On Columbia Records and Tapes.

Produced by Geoffrey Workman and Kevin Elson. Management: Herbie Herbert, Nightmare Inc., San Francisco.