EDITORIAL
The Absurdity Of It All

Now entering its fourth month, the strike by the American Federation of Musicians (AFM) against the Asn. of Motion Pictures and Television Producers (AMPTP) has reached new heights of absurdity. Centered on whether or not musicians are entitled to residual payments for their original work on cable and pay TV, as well as video discs and cassettes, the AMPTP position that everyone should earn something for the production except AFM members is tantamount to theft.

To date, over $10 million in wages have been lost by the Los Angeles local alone, while producers rake in the bucks on new productions by using stock scores from libraries or hiring orchestras from Europe. Such lack of sincerity during contract negotiations demands legal redress.

But what of the musicians? While they supported their union brothers in the actors' strike (which also centered on payments for cable and pay TV and video discs and cassettes), they find themselves deserted now that the going has gotten tough. The solidarity that gave the actors' strike the clout to force the producers to bargain in good faith has evaporated in the name of self interest.

The musicians have displayed integrity in their fight to get paid for the work they do. The producers have shown that they would rather starve the musicians than pay them their rightful share of the profits to be made. The actors and their affiliated unions have shown a lack of commitment in deserting the musicians during a critical period in the negotiations. Cash Box commends the AFM for hanging in there to protect the rights and interests of its members. Music is an art and an integral part of any production, and the people who create it should be paid accordingly.

NEWS HIGHLIGHTS

- RIAA examines alternatives to Goody subpoena ruling (page 5).
- Retail chains' expansion plans for 1981 are tempered by uncertain economic conditions (page 5).
- Black music retail coop formed in NYC by Stratford Distributors (page 5).
- Assemblyman Mel Levine readies anti-scalping bill for California (page 5).
- The Joe Jackson Band's "One To One" and "Boogie Body Land" by the Bar-Kays are the top Cash Box Singles Picks (page 13).
- "Double Fantasy" by John Lennon and Yoko Ono and Steely Dan's "Gaucho" are the top Cash Box Album Picks (page 15).

TOP POP DEBUTS

SINGLES

1. HEY NINETEEN — Steely Dan — MCA

ALBUMS

9. EAGLES LIVE — The Eagles — Asylum
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ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)
UPON THE BLACK SEA — During a tour of the U.S. to support its Virgin/RSO album, "Black Sea," British rockers XTC recently played the Santa Monica Civic Auditorium. Pictured standing backstage following the performance are (l-r): Jason Minkler, RSO national promotion director; Ron Lanham, RSO; Rich Fitzgerald, vice president and general manager, RSO; Dave Gregory, XTC; Ruth Pinedo, assistant music director; KLOS, Andy Partridge, Colin Moulding and Terry Chambers, XTC, and Vic Girocchio, RSO national singles director. Pictured kneeling are (l-r): Bob Smith, vice president of promotion for RSO; Cash Landy, RSO; and Al Coury, president, RSO.

Retail Expansion Plans For 1981 Are Tempered By Economic Uncertainty

by Michael Martinez

LOS ANGELES — Faced with skyrocketing expenses, uncertainty over the prime interest rate and increased competition for consumers' disposable income, record retailers nationwide are proceeding cautiously with expansion plans for 1981.

But despite such factors, 16 retail chains surveyed by Cash Box reported no less than 61 estimated store openings, with some web projecting as many as 15 new stores in the next two years.

Most of the retailers contacted said the stores would be full-line outlets stocking both hit and catalog inventory and a substantial line of software, accessories and, in some cases, video tapes, blank and pre-recorded cassettes.

The 102-store Stark/Camelot chain based in Canal, Ohio reported a projected store expansion of between 15 and 20 new stores, which have been "the planning stages since 1979."

The Durham, N.C.-based 100-store Record Bar chain is planning between 12-18 store openings. The 64-store National Record Mart chain based in Pittsburgh is planning six store openings in 1981.

Also planning six store openings is the Texas-based 56-store Hastings Books and Music/Record Town chain, which is operated by Western Merchandising. Planning five store openings each are the 44-store Sound Warehouse based in Oklahoma and the 35-store Disc Records chain based in Cleveland.

Washington D.C.-based, 19-store Waxie Maxie chain projected a four store expansion during 1981, while the six-store Hudson's Records web, based in St. Louis, plans expansion by 50% through adding three more stores.

The 22-store Music Plus chain based in Los Angeles plans to open two stores, the same number the chain added during 1980. Miami-based 14-store chain Spec's Music plans no new openings.

Levine Readies 2nd Anti-Scalping Bill For California

by Michael Gunn

LOS ANGELES — For the second time in nearly three years, California State Assembler Mel Levine (D-Santa Monica) is drafting a bill which would prohibit ticket scalping on the venue site of concert and entertainment events in the state of California. The bill would, however, allow ticket holders to resell tickets to such events for a maximum of 25% of the face value. "The 25% ceiling would still allow ticket agencies in the state to make a reasonable profit off tickets but would deter the outrageous prices many of them are now commanding," said Annette Porrini, legislative assistant to Assembler Levine in Sacramento.

The new bill is expected to be introduced in the impending 1980-81 legislative session during the first week of December. It will be assigned a number and then placed on public review for a 30-day period, after which it will go before the Assembly Criminal Justice Committee.

The first anti-scalping bill drafted by Assembler Levine was introduced Jan. 26, 1978 by the then-freshman legislator, but was killed in the Assembly Criminal Justice Committee, a state legislative policy making group, during the 1977-78 legislative session.

Levine said he would be meeting with Los Angeles-based concert promoter Jim Rissmiller, a key supporter of both the original and present anti-scalping bills, and other concert promotion and record industry representatives later this month to muster industry-wide support for the bill.
Publishers In Final Bid For List Price Royalty Formula

by Earl B. Abrams

WASHINGTON — In their last chance to persuade the Copyright Royalty Tribunal (CRT) to change the present mechanical royalty fee, lawyers for music publishers and songwriters last week pressed adoption of a new formula based on a percentage of suggested retail price on albums and tapes. A panel of experts backed the president of the Recording Industry Assn. of America (RIAA), and his attorney urged the CRT to make no changes, unless it be a recent RIAA proposal to maintain the present rate, but adjust it to take into account inflation.

The arguments, principally a rebuff of the positions taken during the 46 days of hearings that began last spring — and which included the calling of 32 witnesses, resulting in 7,000 pages of testimony — took place as the five-member tribunal listened to oral arguments by the three parties participating in the proceeding. CBS Inc., on behalf of its Columbia Records, filed a separate brief aligning itself with the RIAA position.

CRT is required by law to make a final determination on the mechanical royalty question by or before Dec. 31, 1980 to become effective at the beginning of 1981. It has indicated that it intends to begin consideration of this matter early in December. The CRT decision will remain in effect until 1987, when the law requires a new determination of mechanical fees to remain in effect for the next 10 years.

The present mechanical royalty rate is 2.76 cents per song. Before that, the rate was two cents per tune. Music publishers have asked that the rate be changed to six percent of the suggested retail price. Some songwriters have argued that the change be to eight percent of suggested retail price. RIAA maintained that no change be made. If it is to be considered, RIAA proposed adjustments in the current rate using a base list prices published in trade magazines' top 200 album sale charts.

**Dramatic Arguments**

The day-long oral argument was highlighted by the occasionally dramatic presentation of Morris Abram, attorney for the National Music Publishers Assn. (NMPA), and the sometimes emotional pleadings of Gortikov.

According to the deal, Weedeck co-owner Lloyd Heaney said, "We felt that his masters. We have sell-off rights to them, it is something that this industry has needed for a long time. Between Weedeck's production facilities and Capitol's expertise in the knowledge of the radio industry, coupled with its archives of information, we can provide the best service possible to this type to the radio industry and the listening community."

George Albert, president and publisher of Cash Box, commented that the plans are being approached by many radio production companies in the past, but in our judgement, Weedeck, Martin and Martin are the best qualified to produce and deliver this kind of project to the industry. We are proud of our association with Double Fantasy."

"It is a male/female dialogue that, as Lennon remarked recently, is a "plea for all of us men and women," to start over."

The single's flipside, "Kiss Kiss Kiss," places Ono's eclectic singing and songwriting approach into a perfectly accessible pop context with startling results. Though wide-ranging in style — from John's ethereal "Beautiful Boy" to Yoko's gospel tinged "Hard Times Are Over" — the consistent motif of "Double Fantasy" is that of love and understanding between the sexes.

The former Beatle and his wife had not spent the five years prior to this recording since they were born in caring for their son Sean while Ono has turned her energies to tending the couple's businesses, from real estate to prize-winning cattles. It was not, in fact, until last summer that Lennon began writing songs again. Ono responded by writing material that replied and complemented her husband's new work and with this unique male/female exchange, the two entered the studio with veteran producer Jack Douglas in August to record the album. The record was subsequently rushed released on Geffen Records and a 1981 tour is now being planned.

"Double Fantasy" represents a new musical musical vision, liberation from the lingering specter of the Fab Four. "I had made the physical break from the Beatles, so I really there was still... this invisible ghost," he remarked. "I finally started writing like I was before the Beatles. I got rid of all that self-consciousness."

"Double Fantasy" is a whole new chapter in the career of one of the world's most talented and whimsical artists.
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**NEW FACES TO WATCH**

**The Korgis**

"We seem to defy all classifications," says James Valance, lead singer of the Korgis, whose new Elektra album "Dumb Waiters," contains the hit single "Everybody's Got To Learn Sometime." "We're a free-wheeling type of group, and we're not always a pop group. We want our music to have a kind of universal appeal. After all, isn't it possible to like rock and still enjoy a quality pop tune?"

"Dumb Waiters" is The Korgis' second album for an American record label. Last year, the group released a self-titled LP for Warner Bros. Warren feels the reason the album did not generate much attention domestically "was because it was a national defense secret." But the departure of Andy Davis, who handled the public relations for The Korgis when Warren left, has led to the addition of two new members, Stuart Gordon and Phil Harrison. Now, says Warren, a former member with Davis of the British group Stackridge, "it's fair to say we're fully operational."

The group is one quality which typified our work," he continues, "its our preoccupation with crafting perfect songs. "We have a very high standard of perfection, and this has put some burden on our willingness to perform live. But I suspect that situation is likely to remain, at least for a while, when we embark on our first U.K. tour."

A former philosophy student, Warren left Stackridge in the mid-70s following the release of their second LP. The group disbanded two years later, in 1977, and Davis found himself without a gig. When a package of new tunes penned by Warren arrived at his home, Davis set out for Bath, England, where the pair joined forces to record what would become The Warner Bros. LP. The album established the group as a major creative force on the British pop scene, due mostly to the hit single, "I'll Had You."

Stuart and I had known James and Andy for quite some time," says Harrison, the keyboardist whose work on the Fairlight C.M.I. synthesizer is a featured part of the current band's sound. "We were performing in such bands as Sticky George and the Short Wave Band, and when Andy decided to leave he was accepted as a permanent member."

Last year, Harrison, Gordon and Warren entered a recording studio in Bath with co-producer David Lord, who had worked on The Korgis' first LP. The session, which lasted for about three months, was devoted in part to experimenting with the C.M.I., a computerized keyboard that can program any sound into chords, harmonies or melodies. One listener to "Rover's Return" from the LP should give the listener an inkling of the power of the instrument, argues Harrison, "providing the sound of a dog singing along to music is your cup of tea."

"Our musical influences and tastes are rather eclectic," Warren notes. "That means we try and hit as many bases under the "adult contemporary" banner as we can, so long as the melodies are well-crafted and the lyrics are interesting."

In July, a new LP tentatively titled "Sticky George," upon returning to England following the group's current U.S. tour. The band has already written several tracks, which Gordon likens to "modern" pop. "Our music may be Korgish, but there's also an unmistakable sense of Americana in there."

**The Psychedelic Furs**

While the name Psychedelic Furs con- tinues to cause confusion among listeners, the band and its leader, Richard Butler, have been given a warm entrance into the greater London area cannot be dismissed as a revivalist of the flower power days. Furs songs like "Flowers," "We Love You" and "Sue and Strange" all have a '60s, Day-Glo ring to them, but one listen to the Columbia recording group's debut LP proves that this retroactive rock band is a distinctly '80s entity."

"It's true we've had a lot of psychedelic influence," says Furs lead vocalist/lyricist Richard Butler in reference to the evolution of the band's sound and name. "We were into The Seeds, The Velvet Underground, The Doors, Hawkwind and Van Der Graaf Generator, but we also liked the energy of punk bands like The Sex Pistols. We're sort of a fusion of the two styles."

Songs on the band's first album, such as "Finding the Roxy Music' thing that it was intrigued by early '70s David Bowie and Roxy Music, as well as the batty acid sound of The Clash. Nevertheless, The Furs' hard-hitting wall of sound and neurotic lines represent a sinister, con- temporary urban twist. This is a trifle darker than "Strawberry Fields Forever."

The sextet was formed by art school graduate Butler and his bass playing brother, John, and the three decided to put the rock 'n' roll powder keg that became the punk explosion in 1976-77. The Butlers initially enlisted friends Duncan Kilburn (sax) and Roger Morris (guitar) for their experiment in post-punk psychelia. "It wasn't like we sat down and planned how we were going to put on this big musical scam," explains Butler. "We didn't even know how to play our instruments at first. Our musical direction started to take shape as we began to learn how to play chords."

The well intentioned six-piece began rehearsing in living rooms, quickly gaining a following from the band then, after adding John Ashton (guitar and Vince Eby (drums), embarked to join the London club circuit. One of the first to expect of band named the Psychedelic Furs in punk hungry London, it received a rather chilly initial reception. "They absolutely hated us," says Butler. "We came right in the middle of the punk thing, and they didn't understand what we were doing or our name."

However, the Furs persevered and began to win fans at such noted London venues as The Roxy and The Vortex. Some of its most ardent followers were at CBS, which signed the fledgling act, and top flight producers Steve Lillywhite (Peter Gabriel, XTC) and Martin Hannett (Magazine). The two barmen ended up co-producing the band's maiden voyage.

Released in the U.S. in September and followed up by the band's recent six-week tour of the U.S., "The Psychedelic Furs" has already entered the U.S. charts. The LP introduces American ears to Butler's ar- tistic voice, his crisp style and the band's Neo-ice-cream and peppermint sound.

"We learned how to write songs to work the way a collage does," says Butler. "I'll stick two sentences together, and they'll lend themselves to completely different interpretations. I like the ambiguity."

**Cable TV Seen Challenging Radio As Promotional Tool**

by Richard Gold

**NEW YORK** — Cable television, which is expected to revolutionize American TV viewing habits during this decade, is seen as a potentially valuable artist development tool by record company executives. Increasingly, program-hungry cable companies and producers are approaching the industry for permission to use their steadily building inventories of promotional video clips. In turn, most of the labels are eager to use the opportunity to expand their already limited exposure time for both new and established acts. Additionally, there are clear indications that the major pop music promotional video market has never been challenged.

Present-day cable TV systems, which transmit pictures and sound through underground cables similar to telephone lines, trace their roots back 30 years to Community Antenna Television (CATV), which was initially designed to improve TV reception in rural areas. Formerly confined to the expensive microwave transmission technology still employed by network broadcasters, cable systems acquired virtually unlimited potential with the development of sophisticated space satellite transmission in the '70s.

According to Gary Koester, vice president of Polygram Forms Black Music Marketing Arm

**NEW YORK** — Bob Sherwood, co-chairman of Polygram Records East and president of Phonogram/Mercury Records, has formed a Black Music Marketing Department, and has named Bill Fields, an executive who served as general manager of Polygram Records East. The new department will include marketing and merchandising black music, while coordinating sales through Polygram Distribution, Inc. The Polygram music promotion department will report directly to him, with Sonny Taylor assuming the post of vice president of national promotion, black music for Polygram Records East. Remaining in the department are Bob Frost and Tommy Young as national promotion directors for the department, as well as the national field staff of regional promotion managers.

Before joining Phonogram-Mercury as vice president for R&B product and then co-vice president of special markets when the firm moved to New York, Haywood headed his own advertising and promotion firm.

**Volunteer Jam VII Set For Jan. 17 In Nashville Venue**

by Jennifer Bohler

NASHVILLE — The Charlie Daniels Band will host their annual Volunteer Jam at the Municipal Auditorium here, Jan. 17 at 7 p.m. As in the past, special guests for Volunteer Jam VII will not be announced prior to the show.

The Jams are noted for the diverse mix- ture of talent gathered together. For example, last year's Jam featured performances by such entertainers as Willie Nelson, Ted Nugent, Kool & the Gang, Al Green, Ray Price, Rufus Thomas, Wet Willie, the Winter Brothers, Louisiana's Le Roux, John Prine, Bobby Jones and the New Life Singers, Ben Smathers, and the Stoney Mountain Cloggers, Marshall Tucker Band, Elvin Bishop, Mickey Gilley, Mylon LeFevre, Grinder Switch, the Henry Paul Band, Dobie Gray, Mac Gayden, Delbert McClinton, Papa John Creach, The Memphis Blue, and Al Kooper and Dave Perkins.

Volunteer Jam VI (last year) was broadcast live over five local radio stations, and recorded for syndicated broadcast over the 200-station King Biscuit Flower Bowl series. Epic's "Volunteer Jam VII" album was recorded live at last year's event, and it was also the subject of a television network production and syndicated by ShowBiz. A limited number of tickets ($12.50) are available outside Tennessee's Davidson County area by mail order only through the Volunteer Jam office, 30 Dec. 9, 1980 from CentraTik, 210 25th Ave. North, Nashville, 37203. Enclose a self-addressed, stamped envelope, plus 50c handling charge per order. No personal checks are accepted and mail orders are limited to 10 tickets per customer.

Volunteer Jam VII is presented by Sound Seventy Productions, Inc.

**THE END OF A TOUR** — Chrysalis recording group Jethro Tull completed its 1980 U.S. tour in support of the current "A" LP with a two-night stand at the Los Angeles Sports Arena, where the band was greeted backstage by the label brass. Pictured in the front row are Chrysalis chairman, promotion and creative services, Chrysalis Roger Watson, director, A&R, Chrysalis; Joe Lustig, U.K. rep for Jethro Tull; Sal Licata, president, Chrysalis; Eddie Jobson, Ian Anderson and Mark Barne of the group. Terry Pack, general manager; Group co-chairmen, Doug D'Arcy, U.K. managing director, Chrysalis; and Jeff Aldrich, vice president, A&R and artist development, Chrysalis. Pictured in the back row are (l-r): Stan Layton, vice president, sales, Chrysalis; Dave Pegg and Mark Crane of the group; and Roy Eldridge, U.K. director of A&R and artist development, Chrysalis.
CBS, Chrysalis, Arista To Utilize 6x6 Tape Package

LOS ANGELES — Beginning the first week in December, Chrysalis, CBS and Arista will be distributing the new 6"x6" cassette tape package. Blondie's "Autoamerican" (Chrysalis), Barry Manilow's "Guilty" (Columbia) and Barry Manilow's "Barry" (Arista) are set as the inaugural product. The 6x6 configuration will be test marketed in 500 retail accounts across the United States. Canada will also be included in the test ordering procedure. The Blondie package will also be tested in France, Sweden, Norway, Finland, England and Denmark.

The 500 accounts in the U.S. were mutually agreed upon by the three record companies in order to ascertain the most concise and accurate feedback. In addition, consumer reaction will be gauged through a questionnaire that will be inserted in each 6x6" package.

"The 6x6" could possibly be the solution to the existing tape packaging problem; be it now or in the future," said Stan Layton, vice president of sales for Chrysalis.

The 6"x6" package will be displayed in a specially designed unit and will be similar to an album jacket in that it will have the same graphics and contain the same information as an LP.

Commenting on the new, larger-sized configuration, Layton said, "I am sure that the customer was reluctant to give cassette packaging, due to the seemingly insignificant size. The 6"x6" package is designed to compete as a sleek contender to the album jacket in order to overcome this objection."

He added that if the consumer's acceptance to the product is as positive as it is believed, every rack jobber and retailer will have to re-evaluate the industry's direction and its own participation in the future.

RCA To Bowl 4x9 Tape Package With '42nd St.'

NEW YORK — RCA Records will debut a 4"x9" cassette package with its upcoming release of the cast album of the musical, '42nd Street.' Set for release prior to Christmas, the LP and cassette will retail for $9.98.

The new 4"x9" package will feature the same graphics as the LP cover, thus upgrading the company's and aesthetics over standard cassette packaging. No other RCA recordings will utilize the new packaging at this time, according to a company spokesman.

The album and cassette, tentatively set for Dec. 8 release, were produced by Thomas Z. Shepard, division vice president of Red Seal A&R, with Jay David Saks, executive producer of Red Seal A&R, as associate producer.

The announcement of the recording of the musical was made by Robert Sumner, president of RCA Records, and David Merrick, the musical's producer. The project was Merrick's 12th show LP recording for the label.

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RSO Releasing 'Star Wars' Album For Christmas

LOS ANGELES — 'Christmas In The Stars (Star Wars Christmas Album),' RSO's first LP solely dedicated to the Yuletide season, has just been released. The record, which features performances by original Star Wars cast members R2-D2 and C-3PO (Anthony Daniels), also represents the company's first venture into the children's market.

The album and first single, "What Can You Get The Wookie For Christmas (When He Already Owns A Comb)," are being supported by major marketing, promotion and publicity campaigns. Radio, print and television advertisements are being timed for Thanksgiving weekend release. Geared especially for the children's market, the ad campaign for television (budgeted at $400,-000) will center heavily on the Saturday morning cartoon time slot.

The marketing program for "Christmas In The Stars" will also emphasize the million-plus selling soundtrack album for "The Empire Strikes Back," and the narrated LP entitled "The Adventures Of Luke Skywalker."

"The Christmas album comes out at a terrific time for both us and George Lucas," said RSO president Al Coury. "Christmas albums as a rule are not very popular, but this involves some of the most noted and loved film characters around these days and it's a totally original concept album."

Coury also said that the label was supporting the album on the retail level with cop od dollars and an abundance of in-store display materials including mobiles, stand-ups, easelbacks and bin-header cards. RSO has also pacted with a number of major chain stores such as K Mart and Gemco for special "Christmas In The Stars" promotions.

"This being our first Christmas album," explained Coury, "we have to feel our way as far as maximizing our campaign dollars. But, we've already had initial orders of 500,000 units and are very excited about the record, part of an on-going, long-term arrangement between Lucasfilm and the Robert Stigwood Organization. Features songs that were written especially for 'Christmas In The Stars' with the exception of the classic 'Sleighride' (which is given a special treatment by R2-D2 and C-3PO). Among the songwriters are Sammy Cahn, Larry Grossman (music director of Sesame Street for many years), Denny Randell, Maury Yeston and others of note.

The LP was conceived by Meco Monardo, who also produced the album, working with Tony Bongiovi and Lance Quinn. Special material and dialogue are by Yeston, Randell and Monardo.

'It's going to be a blockbuster," added Coury. "It was Lucas' concept and our special writers elaborated on it incorporating the space and Christmas themes beautifully."

Black Sheep Music Ltd UK
Bubbly Music Inc USA
representing the songs of

Ben Findon

Ivor Novello
Songwriter of the year 1980

Wishes to announce that its entire catalogue is now totally free of all contractual obligations in the USA.

The catalogue comprises of hit single material of all types ie: R & B; Pop; Ballads; Country/Pop Songs; and includes, 20 consecutive UK, and international hits.

The Company now wishes to place it's material on a song to song basis, and would like to hear from "Producer/Publisher's" interested in hit songs previously unexploited in the USA.

Apart from direct communication by phone or telex now, general manager Mr CLIFF SMITH will be in "Nashville and New York" between the 22nd November and 6th December and would like to make appointments with all interested parties.

Warehousing & Shipping Services Available

in reliable and efficient warehousing company in
Union County, New Jersey
for phonograph record, tape or related products
Call 201-232-8383
for information, or write
Bestway Products, Inc.
1105 Globe Avenue
Mountainside, New Jersey 07092

Please contact Cliff Smith at Nashville at the Close Quarters Hotel (615) 327-1115 from November 22nd through November 29 or at New York City at the Drake Hotel (212) 421-C900 from November 29 through December 6th. Or contact Lyna Finford at Telephone 02816 2143 or 02816 2109 Telex 842208 BLACKS G Black Sheep Music Ltd, Ltd. U.K. Fulner Gardens House, Funder, Buckinghamshire, England U.K.
Haayen Resigns From Polygram Executive Posts

NEW YORK — Fred Haayen resigned last week from his posts at Polygram Records. He was president of Polygram Records, vice chairman of the company’s executive committee, and vice-president of Polygram International.

Haayen is expected to sign a new contract with CBS as executive vice-president of the company source, although a deal has not yet been finalized.

He would not be reached for comment. However, it is anticipated that he will join WEA International in an A&R capacity.

Last week, Dan Loggins resigned from the company as executive director of international A&R, effective Nov. 30.

Bob Sherwood, president of Phonogram International, said that the resignation of Haayen from Polygram East, will handle Haayen’s duties on an interim basis. Sherwood is also acting as executive vice-president of the company in the wake of the resignation of Dick Kline (Cash Box, Nov. 22).

Berle Forms Firm To Aid In Business Areas

LOS ANGELES — The Berle Company was recently formed by veteran booking agent Michael Berle, who has worked with a number of big-name acts and helps artists organize business in the touring, production, publishing and recording area.

Berle, who has worked with companies such as the William Morris Agency, Associated Booking Corp. and the Carma Booking Agency, exclusively represents artists such as The Go Go’s, The Alley Cats, Wall of Voodoo, Suburban Lawns, The Surf Punks, The Plimsouls, The Falcons and The Weirdos, among others.

The agent has also founded a record company, Artists & Records, which will release a new album during the Christmas season by the Alley Cats. The company is located at 1648 N. Wilcox Ave., Hollywood, Calif., 90028. The telephone number is (213) 466-9781.

Smith Voted To RIAA Board of Directors

NEW YORK — Joe Smith, chairman of Elektra/Asylum Records, has been elected to the board of directors of the Recording Industry Association of America (RIAA). Smith, who attended the recent RIAA board meeting in Los Angeles and will serve until the next annual meeting in 1980, has served on the NARAS board for six years.

Smith has been chairman of Elektra/Asylum since 1975. Previously, he was president of Career Records, and Smith is also a vice president of the Country Music Assn. (CMA), a board member of the Variety Club and president of the Record Industry for Community Relations group.

Hod David Schudson Dies In Car Accident

LOS ANGELES — Composer Hod David Schudson died Nov. 17 as a result of injuries suffered in an automobile accident. He was 38 years old.

In addition to penning compositions for such artists as Carole King, the Left Banke and the J. Geils Band, Schudson also scored the popular Lou Grant TV series and Aaron Spelling’s mini-series, Friends. His most recently was a principal in the Plain Game Entertainmnet Corp.

He is survived by his wife Eide and their two-year-old daughter Ariel.

Bonner, Joseph Named To New Posts At Prism

LOS ANGELES — Joey Bonner was recently named A&R director of the company, and Michael Caves, former director of Prism Records, announced Len Fichtelberg, president of the label. Bonner, who has previously been with Columbia Records, is joined in promotion by Dee Joseph, who was upped to executive vice president.

AFM Picketing Continues; Talks Remain Stalled

LOS ANGELES — While the American Federation of Musicians (AFM) is gearing up for more intense picketing activity, a number of executors on the union’s list report that the AFM and producers would be returning to the negotiating table to resolve the strike over re-use fees for soundtracks provided to television and film companies.

Since the rift between the two groups developed Oct. 29, when they last met at the negotiations in Hollywood, reportedly was seeking to get the disparate parties back into the same room, O’Sullivan, who was not available for comment at press time, allegedly cited the Federal Mediation and Conciliation Service’s statutory authority to act independently of requests to either group.

AFM international president Victor Fuentes earlier reported that O’Sullivan, who was at the center of the settlement between the company and the producers in October, not be available for soundtracks music talks.

While O’Sullivan’s role as mediator has been rejected by the AFM, the spokesman for the union said that the assistance from the Federal Mediation and Conciliation Service in Washington D.C. was more than was needed.

He said that the AFM negotiating team would not be available for separate negotiations.

Handshake’s Midwest HQ Opens In Chicago

NEW YORK — Handshake Records has opened a Midwest office in Chicago, according to Ron Aleykens, president of the label. The office will be handled by Len Green, director of Midwest and Southwest operations for Handshake. Green was previously national promotion director for A&M Records.

The new office’s address is 1440 N. State Parkwy #A, Chicago, Ill. 60610. The telephone number is (312) 331-2000. The new office is a central office, which Handshake already has offices in New York and Los Angeles.

Sears Net Income Down 36% For Third Quarter

NEW YORK — Sears, Roebuck and Co., the country’s largest general merchandise retailer, reported last week that its net income for the third quarter ended Oct. 31 fell 36% to $135.5 million from $212.1 million in the same period last year. Sales increased 4% to $6.46 billion from $6.33 billion.

Edward Telting, chairman and chief executive of Sears, noted that the company’s said that in spite of increased prices, the performance was still encumbered by the recession, but was showing an improving trend in its merchandising operations.

NV Phillips Net Profit, Sales Drop In Quarter

NEW YORK — NV Phillips, the Dutch electrical conglomerate, reported last week that its net profit for the quarter ended Oct. 31 fell 44% to $26.4 million from $45.7 million in the same period last year. Sales also dropped 44% to $454.7 million, compared with sales for the same period the year before of $397.5 million. The losses in the period resulted from consolidates figures of NV Phillips and those of the D.S. Phillips Trust.

EXECUTIVES ON THE MOVE

Humphrey Joins American Entertainment — Fred J. Humphrey has joined American Entertainment Corp. (AEC) as president and chief executive officer of the subsidiary company, which is the general director of national promotion for Ariola America, New York, and prior to that a held a similar position at Columbia Records, New York.

Schutz Appointed At Stigupe — Suzanne Schwartz has been appointed vice president — general counsel, Stigwood Group Ltd. She joined the company in April 1978 as director of business affairs and general counsel.

Chernoff Named President — Michael Chernoff has been appointed as director, artist development, East Coast for Columbia Records. He joined Columbia Records in 1977 as manager, artist services. In 1978 he was promoted to manager, artist development and subsequently to vice-president, artist development, east coast. Chernoff has been named director, artist development earlier this year. He joined CBS in 1973 as a member of the college department, working out of the Boston and New York branches. She became manager, college promotion, CBS Records and in 1977 became manager of Columbia Records.

Loggins Resigns WEA — WEA has international has announced the resignation of Dan Loggins, the company’s executive director, international A&R. Loggins, who has held this position since 1974, will participate in special projects for WEA international on a non-exclusive consultancy basis.

E/A Appoints Zutat — Tom Zutat has been named director of sales for E/A Records’ Chicago-based Midwest regional single specialist, a post he held since April 1979.

Changes At Sugar Hill — Diane Moore has been appointed promotion director at Sugar Hill Records. Brenda Martin has been appointed disco promotion coordinator. Donna Jones and Leslie Jackson have been appointed as assistant promotion directors.

Famous Music Names Neese — Famous Music has announced the appointment of Charles G. Neese as Nashville creative director. He joins Judd Gitter in the Famous Nashville office. He comes to Famous from previous positions as general production manager for Moss Rosie Music and the Jack Clement Publishing Company. He has served two terms as governor of the Nashville Chapter of NARAS.

New Executive Deduced — Jim Morris has been named as executive secretary. Morris has been executive secretary. Morris has been executive secretary of the William Morris Agency. He will continue to be involved with the activity of several clients that he handled while head of the East Coast office of Athena Artists.

Record Bar Names Wilson — Rick Wilson of Tampa, Fla., has been named director of personnel for the Record Bar chain. He worked as a social caseworker in Florida and then administered a community crisis intervention and drug education program. His most recent position was personnel specialist with a firm in the telephone and telecommunications industry.

Fortunato Named — A Schroeder International Ltd. has announced the promotion of Bei-deen Fortunato to vice president. She has been with the Schroeder Organization since its inception in 1960, and will be responsible for the worldwide operation of the firm.

A&M At WABC — Steve Edmonston has been named general sales manager at WABC Radio. He replaces Jack Maloney, who has recently vacated the position of sales manager in 1978 after four years as an account executive with the station. He was previously retail sales manager at WCBS-AM radio and held account executive positions at several other stations.

Premiere Adds Leggiere — Linda Leggiere joins Premiere as advertising coordinator. Prior to joining Premiere, she was public relations coordinator at Kresser, Mazner and Partners in Los Angeles. She has also been affiliated with Chief/Day Advertising and Judy Wald Agency in New York City.

Changes At Masterscores — Masterscores Records & Productions has announced the appointment of Joel H. Rubin as director of promotion and publications for the company’s West Coast office. He will report to the company’s national publicity department.

Chinichella Promoted At Aristas — Aristas Records has announced the promotion of Elaine Chinichella to administrative assistant. She has been with Aristas for five years as an executive secretary.

K mart Earnings Decline 60% In Third Quarter

NEW YORK — The K mart Corp., one of the nation’s largest retail chains, reported last week that its net income for the third quarter, ended Oct. 29, fell 60% to $35.6 million sales dropped 13% to $3.4 billion. However, sales rose 13% to $3.4 billion from $3.1 billion.

Edward Telting, chairman of K mart, said that continued soft consumer demand and increased costs for promotional advertising and the company’s net decline in the third quarter.

K mart, one of the record industry’s largest retail chains, does not break down the performance of its individual departments.

Income, Sales Hit New Highs For Matsushita

NEW YORK — The Matsushita Electric Industrial Co., reported that its net profit for the nine-month period ended Aug. 20 rose 27% compared with the same period for the previous year. Consolidated sales for the same period also reached a record high, climbing 22% to $24.7 billion.

Sales of videotape recorders for the Tokyo-based company leaped 77% during the period, with sales of $877 million in sales, the company said. Matsushita also projects increased sales for fiscal 1980 to rise 20% to $13.97 billion, with projected net profits of $571 million.
"JESUS IS LOVE"

A VERY SPECIAL SINGLE
FROM
THE COMMODORES

FROM THE ALBUM HEROES
ON MOTOWN RECORDS & TAPES
Optical Vid Disc Association Formed

LOS ANGELES—Frank L. Randall, vice chairman of North American Philips Corp., announced the formation of the LaserVision Assn., Inc., a trade association created "to further consumer understanding of the capabilities, characteristics and advantages of the reflective laser optical video-disc system," at a press conference here Nov. 20.

The LaserVision Assn. is comprised of four charter member companies: DiscoverVision Associates, Magnavox Consumer Electronics Co., MCA Discovation, Inc. and Capitol Sets Martin Marketing Campaign

LOS ANGELES—Capitol Records is embarking on an extensive marketing campaign to build public awareness of recording artist Moon Martin and support his recently released LP, "Street Fever." With the domestic level, the campaign will consist of AOR station guitar giveaway contests, an extensive college market program and the total involvement of Capitol's field team. Extra posters and promotional albums will be supplied to the field team members, in addition to other merchandising materials, according to Dennis White, Capitol vice president of marketing.

Martin and his group, The Ravens, have already completed a television promotional tour of Europe and are currently in the midst of a 19-city, 18-stop major market tour of the U.S. with Columbia recording group Rockpile. Another major tour is also being planned for 1981.

Several television appearances in the U.S. are also being scheduled for Martin following his current tour, and a videotape of three songs from the "Street Fever" LP—"Five Days Of Fever," "Breakout Tonight" and "Signal For Help"—is presently being aired.

Side One Creative Marketing, an independent marketing concern, has been enlisted by Capitol to provide assistance and support on the college level. Three college press conferences in the Chicago, New York and Los Angeles markets are expected to help generate and reinforce awareness of Martin. An estimated 700 media representatives attended the Chicago conference Nov. 14, held in conjunction with the Loyola National Radio Conference, with the New York conference set for Nov. 25.

Some 50 college campuses are expected to participate in the nationwide Moon Martin tour, which will run from Dec. 1-7 and will be tied in with local retail outlets.

At the retail level, Capitol is launching an incentive program whereby the station to engage in the most satisfactory promotional effort on behalf of Martin will be awarded 100 Capitol albums, with second place winners receiving 50 LPs and third, 25. Plaques will be awarded to runners-up.

U.S. Pioneer Electronics Corp. A four-person board of directors has also been set, which includes James N. Fiedler, MCA Discovation president; Ken Kui, U.S. Pioneer Electronics Corp. executive vice president; and Jack Reilly, Discovation Associates. Reilly was named chairman of the association.

The LaserVision trademark and logo, to be carried on all reflective laser optical videodisc players and discs, was introduced at the press conference. Trade association chairman Reilly noted that the trade association logo was created in an effort to emphasize the compatibility of products within the system.

MCA Discovation's Fiedler indicated that most of the Columbia album, "Hi-Optical," to be released next month, is in MCA's disc catalog, "from the original Frankenstein to the Blues Brothers to ABBA," and that the company is now in the process of turning out "interactive discs created specifically for our system."

The first disc, "How To Watch Professional Football," produced by Optical Program Associates, was demonstrated by Norman Glenn, MCA Discovation.

It was also announced by Fiedler that Cheech And Chong's Next Movie would be the first film released on MCA's GLV, or extended play, format.

Steve Schiffer, Columbia Pictures Home Entertainment vice president and general manager, announced that during the first quarter of 1981, 10 Columbia feature titles, including Close Encounters Of The Third Kind, The Dirt, The Man Who Fell To Earth and Gimme Shelter, among others, will be released in optical laser videodisc configurations under a custom pressing agreement. More titles are slated to be announced throughout 1981.

When asked whether we've had any problems during the national roll-out of the optical laser videodisc system, which now includes some 46 cities, he said that a LaserVision Standards and Consumer Quality Control committee has been set up to cope with any technically problematic problems with the system.

The association will be "temporarily headquartered in New York City," according to Martin, until a permanent headquarters is found.

Boardwalk Opens New Offices In New York

LOS ANGELES—The Boardwalk Entertainment Co., recently announced the establishment of New York office facilities, which will be headed by Irving Biegel, executive vice president of the company.

Biegel and his administrative staff will work at the offices in conjunction with Ruben Rodriguez, the firm's East Coast promotion vice president.

The new offices, slated to opened Nov. 24, will be located at 220 W. 58th Street, New York, N.Y., 10019. The telephone number will be (212) 765-5203.

PRAYER MEETING AT MAX'S—Jimi LaLumia recently performed at Max's with his group, The Pychotic Frogs, whose LP was visited local rock 'n' rollers. Pictured backstage are (l-r): Johnny Thunders, Joe Lea, his Auntie, Tom Petersen, the pychotic Frogs, and Cherry Vanilla.

Martin, who has been busy with his groups, The Rockies and the Stripes, is working on his new solo album, "Hi-Optical," to further consumer understanding of his work.

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PRECIOUS METAL—Eric recording group RPD Speedwagon recently delivered its new LP, "Hi-infidelity!," to the store's headquarters. The group is presented with platinum records for its eighth LP, "You Can Tune A Piano But You Can't Tune A Fish," and gold records for its "Nine Lives, "REO/Two" and "Riding The Storm Out" LPs. Pictured at Eric's offices are (l-r): Don Demonty, senior vice president and general manager, E/P/R/A, John Barrick, the group's manager, Dick Asher, deputy president and chief operation officer, CBS Records Group, Kevin Cronin and Gary Richrath of the group; and Ron McCarron, vice president of marketing, E/P/R/A.

THIS MUSIC OF BUSINESS—While RCA officials continue to deny that the label is for sale, published reports add the Entertainment Co. to the names of those (like Polygram) interested in purchasing the label. Expect a round of cuts at a major label here. Are there are wondering whether Frankie Crockler voluntarily removed himself from the air at WBLX...Under the terms of CBS's deal with George Clinton for his Uncle Jam label, acts under Clinton's production banner will release their next album, "Soul Power," via Sire Records...HERE NOW THE SHMOOZ—Steve Nickles will come to town to finish recording his solo LP, set for March release. Nickes, who has so far recorded in L.A. with Tom Petty and the Heartbreakers and the Eagles, will (Father's Day West Coast) at L.A.'s The Farm...Capitol and Freeze are driving a hard bargain by insisting that the January Police concert be held at either Miami Beach, Miami or Nassau, Colossium. Promoter Ron Delsener may resolve the situation by filing a bill in New York, pending his ability to headline one over the other...The only new thing about "Avenue Q," which includes and Nanci Griffith, is that a live album is coming...Electric Light Orchestra is working on a double "concept" LP. Its March release will be followed by a national tour and the release of a book on the group's history by drummer Bev Bevan, who goes back with the group and "the public will be the watercolor cover...Cheap Trick's Tom Petersen is still selling his solo album..."Stones Throw"...The Rolling Stones, up to the time of their current tour, have spent more on merchandise than any group in history..."The Last Waltz" movie is now in its first showing, and is being met with a tremendous response..."Big Train" is being released by Capitol. The film is about a group of baseball fans who travel back in time...A number of new releases include the following: "I'll Be There" by the MC5, "Late Night" by Buddy White, "Laser Ltd." by Country Joe McDonald, "Amerika" by Yoko Ono, "The Ballad Of John Denver" by John Denver, "It's Time To Burn" by Willy DeVille, "Pictured seated is Doc Pomus..."
REVIEWS

NEW AND DEVELOPING ARTISTS

SINGLES TO WATCH

CHILDREN OF THE WORLD WITH HERVE VILLÉCOURT

"The World Goes "Round (2:45) (RCA)

"Don't Take It Away From Me" (4:45) (RCA)

SINGLES

JOE JACKSON BAND (A&M 2276)

One To One (3:21) (Albion Music Ltd., admin. by Almo Music Corp. — ASCAP) (J. Jackson)

For all his "angry young man" poses, Jackson remains a romanticist deep at heart, as the listener can see from this affecting plea to a socially conscious (and active) lover to keep it "one to one." Jackson has the ability to turn a great line ("You're beautiful when you get mad or is that a sexist observation?") on this piano ballad.

BREATHLESS (EMI America 8067)

Happy Ending (3:15) (G. Jonash Koslen Music Co. — ASCAP) (J. Jonash)

Heavy bass echo and reverb underscores the heavy hearted nature of this track from Breathless. "Nobody Leaves This Song Alive." LP as ex-Michael Stanley Band guitarist (and Breathless leader) Jonash Koslen mixes a crying solo with Mark Avsec's tearful synthesizer on this lament. Breathless has a wide midwest base, so watch this break on AOR out of that region.

LENNY WILLIAMS (MCA MCA-51033)


Williams works out vocally to a precise and extraordiary full rhyme section on the second single from the "Let's Do It Today" LP, as creative percussive and stringy guitar builds up to the bold tempo. The silky voiced crooner moves in a Curtis Mayfield-like glide to an aggressive finish.

NIGHT (Planet P-49721)

Love On The Airwaves (3:56) (No Sheet Music — ASCAP) (Chris Thompson, R. Weston)

Chris Thompson and Night scored heavily last year with the aching ballad "Tell Me Remember Me." Now, the band turns to an almost Springsteenesque pop/rock song, with a thundering drum swells back and Thompson's gitty vocals and the rough 'n' tumble guitar work. From the forthcoming "Long Distance," this is an AOR, pop radio natural.

JOEY WILSON (Modern MR 7322)

If You Don't Want My Love (3:35) (Publisher pending) (J. Wilson)

Philis native Joey Wilson owes a debt to Elvis Costello judging from his Modern Records debut single (also the label's debut). From the just released "Going Up" LP it's a nice, if slightly derivative, tune produced by Blondie's Jimmy Destri, with a pleasing pop/rock hook.

ROSE TATTOO (Mirage WTG 3782)

Rock 'N Roll Outlaw (3:08) (Marks Music/J. Albert Ltd. — BMI) (Rose Tattoo)

Australia seems to be quite a heavy metal hotbed. First, there was AC/DC, then along came Angel City and now, Rose Tattoo, which has employed longtime AC/DC producers Vanda & Young to preserve the rough edges on its own debut. Fronted by in-headed Angy Anderson, who goes for the throat with a barbed wire vocal, the Tattoo plays it rough for AOR.

REVIEWS

NEW AND DEVELOPING ARTISTS

SINGLES TO WATCH

STEELY DAN (MCA MCA-51036)

Hey Nineteen (4:19) (Zevon Music & Freejunket Music — ASCAP) (W. Becker, D. Fagen)

QUEEN (Elektra E-47086)

Need Your Loving Tonight (2:47) (Queen Music Ltd./Beechwood Music Corp. — BMI) (P. Deacon)

CARLY SIMON (Warner Bros. WBS 49630)


COMMODORES (Motown M11502F)

Jesus Is Love (4:26) (Jobete Music Co., Inc./Commodores Entertainment Publishing Corp. — ASCAP) (L. Richie, Jr.)

POCO (MCA MCA-51034)

The Everlasting Kind (3:45) (Pirotoshing — ASCAP) (R. Young)

CAPTAIN & TENNILLE (Casablanca NB 2320)

This Is Not The First Time (3:59) (Moonlight & Magnolias Music Pub. Co. — BMI) (T. Tennille)

HITS • OUT OF THE BOX

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Cash Box/November 29, 1980

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www.americanradiohistory.com
K.K. Sales Proceeds With Its Plan To Combat Bootleg T-Shirt Problem

(from page 8)

Note that, based on prior experience, it is known that without an injunction, bootlegging will occur, and that it is estimated that revenue lost during 12 months would be about $2 million.

"Under the best of circumstances," explains Wurst, "the procedure would work as follows: The half files suit in its own name for the causes of action enumerated above. Once the case is instituted, the suit is briefly filed requesting the seizure and impound order for a specified list of concerts already arranged and for all other concerts which may be arranged for the next 12 months. The issued order would empower certain specified persons to seize and impound bootleg T-shirts at every concert.

The major cost for the procedure, which will be implemented by K.K. Sales for Kenny Rogers '81 tours, as well as for the clients of Kragen & Co.'s new Roadrunner tour merchandising firm, would be for the initial filing of the suit (anywhere from $4,000 to $12,000, depending on the order of the suits). The other costs would be for hiring security personnel and the hiring of a junior lawyer, if any bootleggers choose to contest the seizures.

Costs Are Cut

"To illustrate the costs," concluded Wurst, "assume a half with 75 concerts in a year. The initial cost would be in the $4,000 to $12,000 range as described. Security costs throughout the 75 concerts shouldn't average more than $200-300 per concert. Follow-up legal costs should not exceed $5,000 for the entire year under the worst of conditions. To put this in perspective, consider that in our first seizure order case in the Nassau Coliseum, our total cost for one concert was about $10,500, and in Cincinnati for one concert the cost was $4,000.

The Nassau Coliseum seizure order case that Wurst cited is indicative of how the bootleg T-shirt dilemma has been approached in the past. Other groups have been somewhat successful at confiscating bootleg T-shirts from street vendors by way of a "John Doe" suit that name the defendants and seek a court order to seize the T-shirts. However, this type of action is not only expensive, but it does not attack the "heart of the bootleg problem," according to Wurst. This type of action stops the street vendors, which is an expendable part of the bootleg system. Wurst explained that the system involving T-shirt sales at concerts is usually orchestrated by a "crew chief," a person who follows tours as a full-time career, and who obtains supplies from a counterfeiter shirt printer. Each crew chief has built up a list of sellers in each city, and usually under an alias, sells shirts to the street vendors in a straight cash transaction. The cheaply made shirts (usually imported from Pakistan) are then sold to the concert goers.

Wurst said the court room attack against the major manufacturers is the best way to achieve an end to the bootlegging problem, and that the new procedure could substantively cripple street sales if it is supported by other halls, managers, promoters and agents.

Wide Applications

"It would not be possible to develop a package which could be used by every half without variation," said Wurst in reference to the new K.K. Sales plan. "We could, however, provide a package requiring minor revisions at best. I believe at least three-quarters of the major venues could proceed as recommended here.

The leading advocate of new K.K. Sales anti-bootlegging procedure is the firm's director Gordon Bennett. "Our main goal right now is to let people know about the solution and how they can contact us," said Bennett. "We have to get them committed to the cause, and not just halls, but groups, managers and agents as well."

Bennett said the halls should be willing to put up the $3,000-12,000 for the suit (a sum they could earn in one night of sales), because it lasts the whole year. In addition, it increases sales percentages since there will not be any bootleggers around to take the sales away.

"It's the first time we have a handle on this situation," said Bennett, who feels that K.K. Sales is setting a standard in the concert merchandising business by implementing the new program. "And unless we give it a try, we'll never put an end to this problem."

MCA, LAX Dissolve Distribution Agreement

LOS ANGELES — MCA Records and LAX Records announced Monday that they have dissolved their distribution agreement. The dissolution of the contract was jointly announced by MCA president Bob Gruen and LAX principals Steve Gold and Jerry Goldstein.

LAX is expected to announce a new distribution arrangement within a week.

COWBOY ON STAGE — Full Moon/Asylum recording artist Johnny Lee (l) recently taped the Mike Douglas Show, during which he sang "Country Roads," "76 Rodeo," and "Cherokee Fiddle" from the urban Cowboy soundtrack. Lee was joined by show guests Mike Douglas (l) and co-host Florence Henderson.

A CARDS AT THE BOX — The late music critic, turntablist and Paragon label executive and www.americanradiohistory.com managing editor Robert Landau is currently negotiating with the management's (Kragen-Maduri) for a booking deal. Landau plans to emblazon himself as his beloved "Big Man," Clarence Clemons, plays sax on "He Can't Love You," "Save A Little Piece For Me" and "Lover" on the new Stax Band album. The song is that The Country Club Does It. "I Don't Care Who Shot Me, I'm Blaming Sue Ellen" Hatsman is capitalizing on his Dallas fame again. Good Buddy J.R. is putting out a single, "Ballad Of A Good Luck Charm" b/w "My Favorite Sentinel," and "Korrula" is an album due in early (t-shirts and jeans). Circle S (suits and slacks), Miller Bros. (hats) and Comfy (underwear) for the coordinated western look. A brief look at Rogers modeling the apparel indicates that the L.A. cowboy may still have some country in his soul, but he sure looks Beverly Hills... Billy Joe, who is tied of selling old-in-the-face promotional video, has done something about this same old thing syndrome that the band seems slyly to have shirked. A record has been released and started in a short theatrical piece for his video for the "Sometimes A Rascal" single. Look for it in local theatres.

WENTWORTH — The latest musical phenomenon to turn hub-dasher is none other than Kenny "The Gambler" Rogers. Rogers, via his management (Ken Kragen & Co.), has started his own line of western wear. Look for Rogers boutiques to crop up in department stores (Kmart, Walgreen, Montgomery Ward) this fall. Rogers is currently working on the film "The Gambler" (Bruce Springersteen). It's been said that Bruce is a taste fried of his four-hour maine for the film. Rogers and manager Jeff Landau are currently negotiating with management's (Kragen-Maduri) for a booking deal. Landau plans to emblazon himself as his beloved "Big Man," Clarence Clemons, plays sax on "He Can't Love You," "Save A Little Piece For Me" and "Lover" on the new Stax Band album. The song is that The Country Club Does It. "I Don't Care Who Shot Me, I'm Blaming Sue Ellen" Hatsman is capitalizing on his Dallas fame again. Good Buddy J.R. is putting out a single, "Ballad Of A Good Luck Charm" b/w "My Favorite Sentinel," and "Korrula" is an album due in early (t-shirts and jeans). Circle S (suits and slacks), Miller Bros. (hats) and Comfy (underwear) for the coordinated western look. A brief look at Rogers modeling the apparel indicates that the L.A. cowboy may still have some country in his soul, but he sure looks Beverly Hills... Billy Joe, who is tied of selling old-in-the-face promotional video, has done something about this same old thing syndrome that the band seems slyly to have shirked. A record has been released and started in a short theatrical piece for his video for the "Sometimes A Rascal" single. Look for it in local theatres.

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Rock's most controversial husband and wife team are back in seclusion for the past five years, but they come back nice. This musical love letter to each other. Much of Yoko's material is acoustic, like her public life, but on Lennon beautifully crafted tunes smooth out the whole album. Both "Woman" and "Watching The Wheels" should appeal to pop and AOR, as "Just Like Starving" has. Another Lennon highlight is "I'm Losing You," A fine welcome.


This is the best Rod "Hot Rod" Stewart album in years. What else can you say on "Foolish Behaviour." British rock's most famous platinum blonde has become a pin-up poster over the past few years, but for those who still remember his rock roots, there are some tasty pop ballads, "My Girl," and "Somebody Special," a fine reggae number, "Soon We Change," and a hilarious, but raunchy, "Passion." The other cuts though, while OK, just don't make this a top cut. (Yes, Top cuts)

ULTRA WAVES — Bootsy's Funky Freeformers — BSX 3433 — Producers: George Clinton and Bootsy Collins — List: 7.98 — Bar Coded

This glitzy funkateer seems to get wilder and whacker with each successive album. His booney tune is that good. The album also features "Ultra Wave" proves that he's graduated from George "Uncle Jam" Clinton's P-Funk University with honors. And while there is a great deal of funk and frolic on this cut, the players, mostly Parliament U. alumni, lay down the music with skill and abandon. Top picks is this on wild affair include "F-Encounter," "It's A Musical," and "Sound Crack." For B/I cuts.


The Godfather of spoken soul is caught in all his orchestral glory on this passionately pink packaged two-record retrospective. His between the sheets classics such as "It's Ecstasy When You Lay Down Next Me," "I'm Gonna Love You Just A Little More, Baby," and "Can't Get Enough Of Your Love" can be found on this 15-song greatest hits album. Fans of the deep, girth-voiced singer/composer's collection should check out this British club hit with "Shining Star." This anthology of bright uptempo R&B, doo wop and silky smooth ballads is a testament to the group's greatness and longevity.


The Music Band recorded this live/greatest hits package at L.A.'s Street Scene in October in honor of the City Of Angels 200th anniversary. While it's been on the floor for the past few years, this accomplished R&B ballad quartet celebrated its anniversary with a "best of" package that contains many of the highlights of its prestigious career. The Jersey City, N.J. based group has come up with a few hits and it's this collection of probing love ballads and reflective pop tunes should introduce this Bostoner to the adult contemporary charts. This collection is really cut by "Let's Pick It Up Where We Left Off," "Any Minute Now" and a duet with Lauren Wood entitled "Is This The Way Love Goes?"


Montan is the talented A/C artist who possesses a mellower, lighter sound that is quite appealing. This collection of probing love ballads and reflective pop tunes should introduce this Bostoner to the adult contemporary charts. Top 40 and A/C radio. This collection is really cut by "Let's Pick It Up Where We Left Off," "Any Minute Now" and a duet with Lauren Wood entitled "Is This The Way Love Goes?"

REGGAE FEVER — Steel Pulse — Island/Mango MPLS — Producer: Geoffrey Chung — List: 7.98

This Birmingham, England-born reggae band hit the English Top 40 last year with a tune called "Ku Klux Klan," which is included as a bonus single on its new "Reggae Fever" album. A favorite on the British club circuit, the band injects its Jamaican rhythms with R&B, rock and other influences, thus making it a really commercial entity. Tight, infectious harmonies and memorable melodies also mark lively songs.


"I'm drinking cappuccino with Bowie and Eno," is a random lyric line from the showcase song on Wippo's debut EP, "Totally Wild." While it's cute, it also illustrates the problem with this L.A.-based musician's music. It's a little too mocking and cute. The man has a lot of talent and ingenuity, but he cops too much from Costello, Devo and the rest of the new rockers on his first release. All in all, it's a fun exercise, but like the LSD-colored vinyl it comes on, it's a bit too campy.
STUDIO HONCHOS GATHER — Board members of the Society of Professional Audio Recording Studios (SPARS) gathered in Beverly Hills recently for the group's annual meeting and elections at Regent Societies. Pictured (l-r): Mack Emmerman, Criteria Studios and SPARS vice president; Nick Colleran, SPARS vice president; Chris Guley, incoming SPARS president; John Lesseig, Sensible Studios and SPARS vice president; Murray Allen, Universal Studios and new SPARS president; Dave Teig, SPARS vice president and secretary; and Bob Lilton, SPARS vice president.

Cable TV Seen Challenging Radio As Promotional Tool

(continued from page 8)

many executives who have been redefining approaches to artist development as economic pressures force cutbacks in touring and ancillary promotional activities (Cash Box, Feb. 9). “What’s happening with cable now is not unlike the early days of progressive FM radio ten years ago,” said Al DeMarino, vice president of artist development for Epic Records. DeMarino stressed his feeling that “nothing ever replaces touring,” but added that cable is being viewed with growing seriousness as a means of “supplementing touring and assisting promotion.”

Open Medium

According to Mike Gormley, vice president of communications for A&M Records, “Cable is a widespread and wide-open medium that it’s open to anything. I make sure that any act we have a promotional film or video on gets cable exposure.” Like DeMarino, Gormley compared the relationship between cable and network TV to the halcyon days of “progressive” FM’s challenge to AM radio. “Cable is not like network TV where you have to convince them that an act should be on — cable is much more experimental.”

As tightening playlists make free-form FM radio a relic of the past and TV broadcasters seek out the star acts who dominate the retail charts (Cash Box, Nov. 15), cable networks increasingly are becoming the ideal outlets for exposing the more “outrageous” types of musical talent. Cable can be the major outlet for these types of acts — lots of the new cable shows need material,” said Anne Lewis, director of film and video services for MCA Records. Echoing Gormley’s remarks, Lewis added,

SPARS Sets Two New Levels Of Membership

NEW YORK — The Society of Professional Audio Recording Studios (SPARS) has added two levels of associate membership to its ranks according to SPARS president Murray Allen. An associate membership level will include those individuals and/or companies who engage the services of recording facilities, including artists, producers and record labels. The affiliate level will include audio equipment manufacturers. The association will also cover audio/video/film production houses where at least one 24-track recorder is in operation.

Allen added that Jules Malamud, the former National Assn. of Recording Merchandisers (NARM) executive who is active in the Black Music Assn. (BMA), has been named coordinator for SPARS.

“cable shows are not as rigid as the FM’s — they’re not looking for the big names.”

DeMarino pointed out that Lene Lovich, a manically compelling rock chanteuse, “translates uniquely on cable TV.”

This is not to say that big-name acts have not made inroads on cable TV. Cable, as an entity, is subdivided into two “ tiers :” “basic cable,” which provides perfect reception and an additional number of channels varying with the locality for a minimum monthly rate, and subscription TV (or, “STV”) which offers basic cable subscribers elaborate film and special entertainment packages for additional monthly surcharges. Nationally franchised “ STV” programs like “ Anyway the Wind Blows” and “ Showdown” have shown performance clips by or devoted specials to hit acts like Paul Simon, Linda Ronstadt, Queen, U2 and Tommy. Pettty to name just a few.

Challenge to Radio

Indeed, the cable medium is now poised to challenge radio’s longstanding pre-eminence in the music business. According to Allen (Cash Box, Jan. 29),

Progress Reports Given At RIAA/Video Meet

LOS ANGELES — Twenty three member companies attended the Nov. 20 meeting of the RIAA/Video council here and progress reports were delivered from the Bar Coding, Legal, Security, Engineering and Market Research committees of the council. Joint committees with RIAA/VIDEO also reported. At the meeting were the Data Processing, Traffic and Postal Affairs groups.

New RIAA/VIDEO council members announced at the meeting included Jon Peisinger, Time-Life Video, Barry Shereck, Pioneer Artists, and Al Landau, Home Theatre/VCI.

According to Stephen Traiman, executive director, RIAA/VIDEO will hold its next meeting Jan. 7 in Las Vegas, prior to the Winter Consumer Electronics Show (CES) there.

Tandy Corp. To Market RCA’s Videodiscs

NEW YORK — The Tandy Corp., parent of the more than 6,000 Radio Shack retail electronic stores in the U.S. and Canada, will market the RCA videodisc and player, scheduled to be introduced in the first quarter of 1981. Tandy thus becomes the third national retailer, after Sears, Roebuck & Co. and the Home Shopping Network, to decide to market the system, which will carry Radio Shack’s Realistic label.
HITS! • BOZ SCAGGS • COLUMBIA • FC 36841


FANTASTIC VOYAGE • LAKESIDE • SOLAR


POS! PATRICE RUSHEN • ELEKTRA • 6E-302


LATE NIGHT GUITAR • EARL KLUGH • LIBERTY


SWEAT BAND • UNCLE JAM • CBS • JZ 36857

Breaking out of: Milwaukee, Detroit, Indianapolis, Boston, Baltimore/Washington, Philadelphia, Buffalo, St. Louis, Houston. RADIO: Freak To Freak (45): #38 Bullet, Black Contemporary Singles Chart. MERCHANDISING AIDS: 2X2 posters being prepared.

I'M NOT STRANGE I'M JUST LIKE YOU • KEITH SYKES • BACKSTREET/MCA • 5152

Breaking out of: Memphis, Minneapolis, Seattle, Denver, Detroit, Cleveland. RADIO: Moderate Rock Album Airplay. MERCHANDISING AIDS: 2X3 poster, 1X1 front boards.

BLACK SEA • XTC • VIRGIN/RSO • VA 13147


THE BEST OF EMERSON, LAKE & PALMER • EMERSON, LAKE & PALMER • ATLANTIC • SD 19283

Breaking out of: Chicago, Milwaukee, Cleveland, Boston, Denver, Atlanta. RADIO: Scattered Rock Album Airplay. MERCHANDISING AIDS: 1X1 fronts.

#1 PROGRAM — Lieberman Enterprises had an idea that was recently developed into a reality. The new #1 Program, developed by vice president of marketing Steve Salzberg and director of marketing Joe Pagano, shows the flexibility of the company’s marketing department and fills a void between the best-seller and special-emphasis programs. According to Pagano, the #1 program gives additional exposure to top artists and attempts to initiate greater sales. At any given time, the three or four fastest-selling LPs on the Top 15 chart are the candidates for the #1 program. Every account Lieberman Enterprises services that is on a best-seller program will take part. The on-going program will focus in on the #1 seller for one month. Point of sales aids will be used to highlight the #1 seller. The program got underway last week for the first time with Stevie Wonder of the Tamla label as the #1 artist. Pagano said “plan-o-graphs” and pictures would soon be sent out to the sales representatives. Included in the Stevie Wonder project will be a sales (lottery) contest. Sales reps will send in pictures of their displays and $2,000 in cash prizes will be awarded.

Pagano asked the sales reps to keep on the look out for this contest. In conclusion, Pagano stated, “The #1 program is indicative of Lieberman Enterprises’ aggressive marketing approach.”

THE CAVAGE PATCH — Cavages Records, in conjunction with radio station WHPD/Buffalo and Epic Records, is in the midst of a “Mix & Match” contest. The object of the contest is to match a list of specified artists or acts — Kenny Rogers, Barry Goudreau, Randy Meisner, The Tumbleds, Barry Goudreau and Jimmy Hall — with the groups they used to be with. The choices include: Boston, Kansas, Wet Willie, Eagles and Herman’s Hermits. Clues are being given out on the air at WHPD. Listeners are invited to go to any Cavages store and fill out a “Mix & Match” entry blank. There will be a random drawing on the air on Dec. 1, and the grand prize winner will receive a Magnavox Video Tape Recorder. The five artists’ albums are on sale for this promotion, and there are also many in-store displays.

GREAT GRAPHICS — Father’s & Sun’s one-stop in Indianapolis has a special introductory offer featuring graphics of some popular artists. There are 69 different designs being offered at $2.99, and merchandising materials are included, as well as header displays and new low minimums. Father’s & Sun’s will put together initial orders with its computer rating service, based on overall sales. Some of the graphics included are: The Beatles, Kenny Rogers, Bob Marley, The Who, Teddy Pendergrass, Cheap Trick and The Rolling Stones. There are also some non-recording artists being offered, including John Wayne, Clark Gable and The Marx Brothers. To obtain more information on these graphics, contact Father’s & Sun’s at (317) 293-3310.

HAPPY ANNIVERSARY — Nov. 8, 1980 marked the 10th anniversary of Tower Records & Tapes. In celebration of this event, Tower Records invited all of its industry friends to a party that was held on Friday, Nov. 21. Performers included RSO recording artists The Kingsbees and also the No Name Jazz Quartet.

CAMELOT CALENDAR — Camelot Music, the Midwestern record and tape chain, is offering a bonus 10% discount calendar to its customers. On specified dates, customers can present their calendars to a camelot cashier and receive a bonus discount of 10% off on any purchase. The discount dates are Jan. 5, Feb. 10, March 18, April 14, May 15, May 20, June 15, July 7, July 27, Aug. 17, Sept. 3, Oct. 3, Nov. 4, Dec. 3 and Dec. 7. Customers can also receive discounts on their birthday upon presentation of an I.D.

REGIONAL BREAKOUTS — Jimmy Cliff in the East and West... Bobby Bland in the South... Tavera in the Northeast and South... The idiomaker soundtrack in the East... John Lennon, Rod Stewart, Heart and Steely Dan are exploding everywhere.

FOR QUICK COVERAGE — Send items and photos for What’s In-Store to Cash Box, 6363 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.
MAKIN' BOOK — The lack of informed and informing books on jazz and its practitioners has been a source of long and constant wailing among jazz fans and students. This week's news from the publishing front will alleviate some of the nagging痛点. The Paulist Press has un-veiled Live At The Village Vanguard, reminiscence and observations by that club's owner, Max Gordon, and Penguin Paperbacks has become the publisher to finally re-release bassist/composer/bandleader Charles Mingus' autobiographical Beneath The Under- dog.

With 50 years as a mainstay and shaper of the New York club scene, Vanguard offers Gordon's profiles and anecdotes, musical observations, comedians, and associates sparkle with humor. Conversations and tidbits concerning Miles Davis, Sonny Rollins, Raashan Roland Kirk, Thad Jones, Mal Lewis, Charles Mingus, Thelonious Monk and others go farther than most in-depth interviews to convey the nuances, styles and ideas of the artists the Vanguard has hosted over the years. Gordon's own story as entrepreneur and additional remembrances of Lenny Bruce, Leadbelly, Josh White, Pete Seeger, Woody Guthrie and Baba Raim Dass make this an interesting footnote on recent American music.

Beneath The Underdog by Charles Mingus has been a much-sought after item among jazz fans, with hard to find copies passed around and cherished by the fortunate few able to find them. Marcia Burke, spokesperson for Penguin Paperbacks, reports that the project to market the book has "been in the works for a year and a half", existing decisions as to assignments of rights. With an initial printing of 10,000 copies, Burke is optimistic about the book's reception based on "very good reactions from booksellers and reviewers."

The book may also benefit from cross-marketing. Atlantic Records, with its recent issue of Mingus' "Something Like A Bird" and an upcoming winter release by the Mingus Dynasty Band, is "exploring co-promotional opportunities" with Penguin, according to Jennifer Cohen, product manager for WEA International. Plans are underway for a Mingus Dynasty tour in support of the LP, and, hopefully, these different Mingus projects can be drawn together. Reports Cohen, "We're all looking forward to doing some work, though until a release date for Mingus Dynasty is set, it's going to be hard to establish what exactly those things will be."

RE-ISSUE AVALANCHE — MCA and Columbia have both released long expected mid-lifetime jazz re-issues. The MCA Jazz Heritage series lists for $4.98 and has 38 titles, 10 of them by Louis Armstrong. Other multiple release artists are Lionel Hampton, Fletcher Henderson, Jimmie Lunceford and Count Basie, with Louis Jordan, Sidney Bechet, Pete Johnson, Lucky Millinder, Andy Kirk's Clouds of Joy, Benny Carter, Claude Hopkins, Don Redman, Johnny Dodds, Lester Lyden, Wardell Gray and many others also featured. Among the Columbia Jazz Odyssey issues, listing at $5.98, are titles by Art Farmer, Art Blakey, Billy Taylor, Roots, Count Basie, Jr. Johnson, Bob Brookmeyer, Herbie Hancock, Bud Powell and collections featuring Big Bill Johnson, Ella Fitzgerald, Lena Horne, Sarah Vaughan, Miles Davis, Dave Brubeck, Duke Ellington and others.

JAZZATHON — Beginning at midnight, Dec. 13, New York club Fat Tuesday's will host a 24-hour, non-stop jazzathon to benefit Newark's public radio station, WBGQ-FM. The event will be broadcast in its entirety live and stereo by the station. Participating artists to (continued on page 40)

**JAZZ ALBUM PICKS**

**TOP 40 ALBUMS**

1. GIVE ME THE NIGHT — GEORGE BENBSON (Columbia/Warner Bros. HS 4353) 17
2. CARNIVAL — BRYO GYRA (MCA 5149) 6
3. CIVILIZED EVIL — JAVEN MORRIS (Atlantic 9800) 3
4. INHERIT THE WIND — WILTON FELDER (MCA 5144) 5
5. LOVE APPROACH — TONY BROWNE (SP-Andante 5008) 20
6. THIS TIME — AL JAREAU (Warner Bros. BKX 3434) 4
7. FAMILY — HUBERT LAWRS (Columbia 33936) 9
8. WINELIGHT — GROVER WASHINGTON, JR. (Elektra 12-336) 3
9. SEA WIND — (AOR-4024) 7
10. ORDI — HIRAMINO (Andate AL 9541) 18
11. TOUCH OF SILK — MARY WILSON (Columbia 43760) 12
12. 80/81 — PAT METHENY (ECM 2-1180) 11
13. RHAPSODY AND BLUES — THE CRUDGERS (MCA 5124) 10
14. MR. HANDS — HUBERT LAWRS (Columbia 36378) 21
15. VICTORY — THOMAS NARADA WATSON - WALDEN (Atlantic) BD 19789) 17
16. TWENTYNINWITH — LEVIN WING (Elektra ES-304) 16
17. MAGNIFICENT MADNESS — JIMMY WALKER (Elektra ES-284) 15
18. FRANKLIN — (Columbia JC 36374) 28
19. *H* — JON JAVOS (Acapula/Zen/Columbia JC 46329) 14
20. LAND OF THE THIRD EYE — DAVE VALENTIN (Columbia/CBS 5009) 17


If you've heard trumpeter Rodney play in the last year or two, this album won't surprise you. If you haven't, you're in for a treat, because it's rare when an artist makes the kind of comeback that Red Rodney has. After 35 years as a professional musician, Rodney is in a class by himself, and he plays better than ever. Joining Rodney on saxophone, flute and shawm is Florida-based saxophonist Cary Sullivan. The bulk of the material is provided by much overlooked trumpeter/composer/bandleader James Jackson. Warton's


Trumpeter Chet Baker has lost the highs and lows of a career now entering its fifth decade, and he sounds as good as ever. A more supportive rhythm section than Ron Carter, Mel Lewis and Harold Danko doesn't sound so hard to hear, and the addition of saxophonist Gregory Herbert assures fruitful treatment of such familiar vehicles as "ESG," "Shiftin' Down" and "The Song Is You." Artists House's new MCA distribution will make this easier to lay your hands on.

LEGACY — Ronnie Mathews — Beehive BH 7011 — Producers: Susan and Jeff Healey — List: 7.98

Pianist Mathews has spent his musical career as a consistent bright sideman for the likes of Johnny Griffin, Max Roach and Art Blakey. When the opportunity presented itself for Mathews to show what he's learned on his own, he doesn't hesitate. Great sounds from a good band featuring tenor man Ricky Ford, trumpeter Bill Hardmann, drummer Jimmy Cobb and bassist Walter Booker. Jr. "Ichi Ban," "Once I Loved" and "Loose Gears" operate in high gear.


This two-record set captures the spritely, playful piano of Chick Corea and matches it with the probing, ephemeral sounds of vibrapharist Gary Burton. The third ECM collaboration between the two musicians, it contains more of the ethereal, undorned melodies that have come to be the ECM trademark. This is an album that will appeal to a large variety of listeners and, with proper exposure, can attract a non-jazz audience.

BAR TALK — John Scofield — Arist Novus — Producers: Mark Bingham and John Scofield — List: 7.98

Scofield is a tasteful guitarist of many directions. Equally comfortable with big band or small, electric or acoustic, he gives this trio a muscular workout. With Steve Swallow on electric bass and Adam Nussbaum on drums, Scofield has produced a sometimes frenetic, sometimes relaxed date, always exhibiting his considerable talents. "New Strings Attached" and "Fat Dancer" flash bright and long-lasting, while "Never" is tossed a bit with off-hand chords.


In addition to his considerable piano chops, Tucker brings five original tunes to this six-selection disc. All of them spotlight the solo merits of the sidemen Tucker choose for this date, among them, tenor terror Junior Cook, Detroit trumpeter Marcus Belgrave and trombonist Slide Hampton. With a rhythm section that Ted Dunbar on guitar, Earl May on bass and Billy Hart on drums, the music grooves with an ease that belies its force. There aren't enough albums like this.
**TIS THE SEASON, ISN'T IT?** — For reminder’s sake, we thought we’d provide you with a partial list of holiday programming that is being made available to stations through the networks and syndication companies. You might think we have it all for you, but according to some of these holiday program producers, many people do indeed wait until the last second before making a decision. The ABC Contemporary Network is serving up Super ’70’s + 1 Decade to Decadence: ’80 on the clock for Jan. 1, 1981. The program is an expanded version of last year’s Super ’70’s show with minor adjustments and the inclusion of an hour devoted to 1980. The program will be hosted by WABC/New York’s Dan Ingram and will feature such stars as Bruce Johnston, Kris Kristofferson, Bee Gees, Rod Stewart, Helen Reddy, Dolly Parton and more, as well as highlight trends and events of the ’70s and ’80s. According to ABC spokesperson, the one-hour program will be taped in New York for simultaneous airing in time zones one out of three, according to a Gallup Poll. The CBS Network will be offering choral specials featuring the Salt Lake Tabernacle Choir on Dec. 21 and Dec. 28. In addition, college choirs will be featured in various segments from Dec. 21-25. The program running on Dec. 19, the NBC Radio Network is presenting A Very Special Christmas with Anne Murray hosting such stars as Kenny Rogers, Johnny Mathis, Carly Simon, Natalie Cole and Mac Davis, to name a few. The program will feature music as well as reminiscences of past Christmas specials by these stars. Sponsored by Whitman’s Chocolates, this program will air on over 200 stations. NBC’s young adult network, The Source, will also be active this year. On New Year’s Eve, The Source will be broadcasting a live concert from Atlanta’s Omni featuring the Rosanna Collins Band. Following that performance will be a special program hosted by WYSP/Philadelphia’s Denny Somach called The News That Rocked 1980 with programming and interviews featuring music. The Mutual Broadcast Network’s Rock Locked-In for the New Year will feature over 11 hours of straight rock music, including a one-hour special made up of recent hits, tentatively called Countdown, 1980, which will be hosted by the (very) busy Anne Murray. This special will run on New Year’s Eve and will feature 90 stations, with a possible increase to 100 stations, on Dec. 31. The 12-hour special will feature interviews and music with Larry Gatlin, C.J. Snider, Mickey Gilley, Daniel’s Barbara Mandrell and others. The show was produced by WHN/New York PD Ed Salamon. The RKO Radio Network will offer a 3-hour package called Top 40 Countdown, which will be 80% music and 20% news and sports highlights. On Dec. 21, KFI/Broadcasting will present a special King Biscuit Year End Special, highlighting the most popular records for the year as reflected in the three-hour Top 40 countdown. With the year not being set at press time, the company will be choosing from the Muse Records packages. Paul Benatar, Marshall Tucker, Grateful Dead, The Cars, and the Eagles to name a few. This program will be aired on the usual King Biscuit subscrib- ers, which number some 250 stations. DIR will also be presenting a special A Day at the Beach- Less of a Norman Lamason Show on Nov. 30. This show will feature the old Lampsion Radio hours starring Cheery Cheve, John Belushi, Gilda Radner, Bill Murray and others. For adult contemporary radio, Drake-Chenault is again offering深化改革: ’80, a 12-hour special with holiday remembrances with stars like Kenny Rogers, William Nelson and Dolly Parton, to name a few. Both shows are available on disc. The company’s Weekly Top 30 show will be presented in special fashion for New Year’s with an awards format. For Top 40 and adult contemporary, Drake-Chenault has produced the Best of ’80 for black, Top 40, country and adult contemporary including a Top 10 countdown. Westwood One, Inc., has Twelve Hours of Christmas suitable for Top 40 and adult contemporary formats, featuring traditional contemporary music. TM Special Projects is making available a new Countdown ’80 year end radio special. The eight-hour show, which can be aired the week prior to New Year’s Eve in its entirety or on New Year’s Eve or New Year’s Day, will feature the top 80 records of the year in reverse order and will also include some of the top hits of previous years. TM is also premiering The Magic of Christmas, which, according to vice president Ron Nickell, will be heard in more than 100 markets in the U.S. and Canada. The 18-hour special airs over Christmas Eve and Christmas Day.

**FOR YOUR INFORMATION** — The Society of Radio Personalities and Programmers (SRPP) will be holding its first convention in Cincinnati on July 17 through 19, 1981. Four ses- sions will be offered, including a panel discussion on “Selling Christmas Programming: A Career development program entitled "What Kind of Job is That for a Grown-up?", "Where There’s More Than Time and Temperature", and "The Politics of Radio." There will also be an awards banquet on July 18. For additional information, call (816) 444-3500... Arbitron Radio has made a new contract with RKO Radio Network’s Programmers Package that provides a seven-day pay period for each client. Arbitron has added a new feature called "The Radio Pay Calendar," which is a promotional tool that will allow the programmer to be updated every Sunday night as an alternative to the "usual Sunday graveyard programming." Satellite Live is marketed and distributed by Tuesday Prod. in San Diego. Stations involved so far include WLAV/Grand Rapids, WKRM/Indianapolis, WOHO/Toledo, KATM/Dallas, KC/M-KO/Los Angeles, WCC/Houston, WCR/Chicago, WZAK/Cleveland for the beginning of 1981 is a session with Burgess Meredith... WKS-AM/India- napolis air personality and former lead singer of Roadmaster, Adam Smasher has released a debut solo single called "The Ballad of Adam Smasher" backed with "Wolly Bully."
SALES:

WWWM, MEDIUMS:
NEW PREFERRED
WAAF, WBAB, KOME, WORJ, WYDD, KXTO, KZOK.

PREferred TRACKS: Final, Rolling. 
SALES: Moderate to fair in all regions; weakest in South.

IAN MATTHEWS • SPOT INTERFERENCE • RSO
ADDS: NEW, WWWM, KZOK, WRN, KZEL, HOTS: None. MEDIUMS: KNX, WWWM, WRN, KBPI, WWWM, WCKY, WYDD, WBRZ, KZAM, KZOK, WWWM, KZOK, WAAL, WYDD, WORJ, HoP used.

PREferred TRACKS: DB, She May Call. SALES: Just shipped.

Randy Meisner • One More Song • Epic
ADDS: WCWO, HOTS: KSJQ, WWWM, KZAM, KEFY, KBPI, WCKY, WWWM, KAAL, MEDIUMS: WDDK, WWWM, WGRQ, WORJ, KMGN, WWWM, WCKY, WWWM, WAAF, WBRZ, KOME, WORJ, WYDD, KYDD, KXTO, KZOK.

PREferred TRACKS: Deep Inside, Hearts, Trouble. 
SALES: Fair in West and South, weak in others.

Molly Hatchet • Reignin' The Odds • Epic
ADDS: None. HOTS: WWCC, KMGN, KOME, WADB, WWWM, MEDIUMS: KDDK, WWWM, WBAB, WCOZ, WORJ, WWWM, Preferred TRACKS: Open. SALES: Weak initial response in all regions.

New England • Explorer Suite • Elektra

Robert Palmer • Clues • Island

The Alan Parsons Project • The Turn of a Friendly Card • Arista

The Police • Zenyatta Mondatta • A&M

Do, Don't Stand, World, Canada. SALES: Good in all regions.

The Rolling Stones • Emotional Rescue • Rolling Stones/Atlantic
SALES: Weak in West, fair in all others.

Bruce Springsteen • The River • Columbia
SALES: Weak in West, fair in all others.

The Michael Stanley Band • Heartland • Epic

Rockpile • Second of Pleasure • Columbia
SALES: Good to moderate in all regions.

Rolling Stones • Emotional Rescue • Rolling Stones/Atlantic
SALES: Just shipped.
NEW! INNOVATIVE! OUTSTANDING!

A Unique Concept in Programming

"WORLD'S RECORD RECORDS"

125 Completely Produced and Personalized Programs Ranging From Five to Seven Minutes in Length

- Country Edition Hosted By Hugh Cherry With Ron Martin
- Contemporary Edition Hosted by Bob Hamilton

For Further Information and a Demo Tape

Phone Us Collect Now (213) 462-5922

Produced In Association With CASH BOX Magazine
<table>
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<th>Chart Title</th>
<th>November 29, 1980</th>
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<tr>
<td><strong>#1 CASH BOX</strong></td>
<td>THE ONLY CHARTS YOU CAN COUNT ON!</td>
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### TOP 100 SINGLES

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<thead>
<tr>
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<th>Title</th>
<th>Last Week</th>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>67</td>
<td>Tanya Tucker</td>
<td>&quot;I Love You Enough&quot;</td>
<td>68</td>
<td>67</td>
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<tr>
<td>68</td>
<td>John Hiatt</td>
<td>&quot;If She Should Ask&quot;</td>
<td>69</td>
<td>68</td>
</tr>
<tr>
<td>69</td>
<td>Linda Ronstadt</td>
<td>&quot;What's Wrong With This Picture&quot;</td>
<td>70</td>
<td>69</td>
</tr>
<tr>
<td>70</td>
<td>Fergie</td>
<td>&quot;Lose Yourself To Love&quot;</td>
<td>71</td>
<td>70</td>
</tr>
<tr>
<td>71</td>
<td>Whitney Houston</td>
<td>&quot;I Will Always Love You&quot;</td>
<td>72</td>
<td>71</td>
</tr>
<tr>
<td>72</td>
<td>Michael Jackson</td>
<td>&quot;Bad&quot;</td>
<td>73</td>
<td>72</td>
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<tr>
<td>73</td>
<td>Lionel Richie</td>
<td>&quot;All Night Long (Say Good Night To Me)&quot;</td>
<td>74</td>
<td>73</td>
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<tr>
<td>74</td>
<td>Stevie Wonder</td>
<td>&quot;London Bridge Is Falling Down&quot;</td>
<td>75</td>
<td>74</td>
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<tr>
<td>75</td>
<td>Hall &amp; Oates</td>
<td>&quot;I Can't Go For That (No Can Do)&quot;</td>
<td>76</td>
<td>75</td>
</tr>
<tr>
<td>76</td>
<td>Daryl Hall &amp; John Oates</td>
<td>&quot;You Make My Dreams Come True&quot;</td>
<td>77</td>
<td>76</td>
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<tr>
<td>77</td>
<td>Billy Joel</td>
<td>&quot;River of Dreams&quot;</td>
<td>78</td>
<td>77</td>
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<tr>
<td>78</td>
<td>Donna Summer</td>
<td>&quot;Bad Girl&quot;</td>
<td>79</td>
<td>78</td>
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<td>79</td>
<td>理念</td>
<td>&quot;The Click&quot;</td>
<td>80</td>
<td>79</td>
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### WEEKS ON CHART

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<thead>
<tr>
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<tr>
<td>Willie Nelson</td>
<td>&quot;On the Road Again&quot;</td>
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<tr>
<td>Andrae Crouch</td>
<td>&quot;The Best Is Yet to Come&quot;</td>
<td>3</td>
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<tr>
<td>Pink Floyd</td>
<td>&quot;Another Brick in the Wall, Part II&quot;</td>
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<tr>
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<td>&quot;Chain of Fools&quot;</td>
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Major Film Songwriters Speak At Belmont Songwriting Class

by Angela Ball

NASHVILLE — In a recent seminar hosted by Belmont College here, songwriters Richard and Robert Sherman spoke to a combined audience of students, publishers and faculty, instructing them in the finer points of songwriting for motion pictures and stage productions.

The Sherman brothers are credited with scoring over 40 motion pictures, including such box-office hits as Mary Poppins, The Jungle Book, The Aristocats, The Ugly Dolls and the soon-to-be released The Pocahontas, Tom Sawyer, Chitty Chitty Bang Bang, The Parent Trap, and Huckleberry Finn. The much acclaimed Mary Poppins garnered the Shermans two Academy Awards in 1964, for Best Original Score and Best Song (“Chim Chim Cher-ee”).

During the two-day seminar series, the songwriters touched on such topics as “The Mechanics of a Script,” “Publishing Agreements for Film Music” and the “Book Musical” concept utilized in Disney films, which was the focal point of the seminar. The Sherman brothers discussed the specific ideal of publishing agreements at Belmont College is also a member of the Tennessee Film, Tape and Music Commission. “This seminar is also in keeping with the goals of the Tennessee Film, Tape and Music Commission, to entice the fields of creativity for Nashville songwriters beyond phonograph recording work exclusively.” Collins stated.

Recent developments in the Nashville music industry have created opportunities for skilled professional songwriters to write songs designed for specific productions in the film and TV media.”

Gilley, Lee To Debut Country At Copacabana

NASHVILLE — On Dec. 6-7, New York City’s famous Copacabana will feature country artists for the first time when Mickey Gilley, Johnny Lee and the Urban Cowboy Band make four appearances. Sid Bernstein, owner of the club with brother Stan, said, “The Copacabana has always headlined the leading acts in America. Increasingly today, a major number of those acts are in the country field. Country’s population has been growing here on a steady basis, and the time has now come to expand its appeal into a classic venue like the Copacabana.”

Four shows have been scheduled, with the Dec. 6 performances at 9 and 11 p.m. and Dec. 7 shows at 8 and 10 p.m. WHN Radio is planning to broadcast a Saturday night show in its entirety. Tickets are priced at $15 each.

EMMYLOU CLOWIN’ AROUND IN NASHVILLE — Following her concert appearance at the Opry House in Nashville, Country Music Assn. Female Vocalist of the Year Emmylou Harris (l) attended a reception held in her honor by Warner Bros. Records. During the reception, Harris received the most unusual of deliveries — a balloon delivery complete with clowns. While Harris admires her flowers, Frank Jones, director of operations, Warner Bros., Nashville and clowns look on.

CBS Records President Lundvall Elected Chairman Of CMA Board

NASHVILLE — During a special meeting of the Country Music Association’s board of directors Nov. 13, Bruce Lundvall, president of CBS Records, was elected chairman of the board for 1980-81, while Randy Rice, president of Top Billing, Inc. here was elected president.


Also elected were: international vice president, Mervyn Conn, Mervyn Conn Organization, London; secretary, Barrie Bergman, The Record Bar, Durham, N.C.; assistant secretary, Sam Marmaduke.

Jeanne C. Riley Set To Tour Saudi Arabia

NASHVILLE — Jeanne C. Riley will begin an 11-day tour of Saudi Arabia Dec. 2 for the Arabian-American Oil Company (ARAMCO). Riley will be entertaining American personnel based in that country for the Top Billing here is scheduling the concert tour.

The Middle Eastern visit will mark the ar- terial trip for Riley, who’s been on tour since 1980, with tours of Australia and England already logged.

www.americanradiohistory.com

Cash Box/November 29, 1980

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# Country Top 75 Albums

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<tr>
<th>Weeks On Chart</th>
<th>Chart Position</th>
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<tbody>
<tr>
<td><strong>1</strong></td>
<td>KENNY ROGERS</td>
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<td><strong>2</strong></td>
<td>KENNY ROGERS</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>I BELIEVE IN YOU</td>
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<tr>
<td><strong>4</strong></td>
<td>GREATEST HITS</td>
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<tr>
<td><strong>5</strong></td>
<td>GREATEST HITS</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>HONEY Suckle ROSE</td>
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<td><strong>7</strong></td>
<td>HORIZON</td>
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<tr>
<td><strong>8</strong></td>
<td>GREATEST HITS</td>
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<td><strong>9</strong></td>
<td>LOVE IS FAIR</td>
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<td><strong>10</strong></td>
<td>GREATEST HITS</td>
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<td><strong>11</strong></td>
<td>URBAN COWBOY</td>
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<tr>
<td><strong>12</strong></td>
<td>THESE DAYS</td>
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<tr>
<td><strong>13</strong></td>
<td>1 AM WHAT I AM</td>
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<td><strong>14</strong></td>
<td>BACK TO THE BARROOMS</td>
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<td><strong>15</strong></td>
<td>HELP YOURSELF</td>
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<td><strong>16</strong></td>
<td>LOVING YOU JOHN LEE</td>
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<td><strong>17</strong></td>
<td>FULL MOON</td>
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<td><strong>18</strong></td>
<td>MUSIC MAN</td>
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<tr>
<td><strong>19</strong></td>
<td>MY HOME IN ALABAMA ALABAMA</td>
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<tr>
<td><strong>20</strong></td>
<td>TEXAS IN MY REAR VIEW MIRROR</td>
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<tr>
<td><strong>21</strong></td>
<td>SONGS I LOVE TO SING</td>
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<td><strong>22</strong></td>
<td>REST YOUR LOVE ON ME CONWAY TWITTY (MCA MCA-5138)</td>
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<td><strong>23</strong></td>
<td>DREAM LOVERS</td>
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<td><strong>24</strong></td>
<td>THAT'S ALL THAT MATTERS TO ME</td>
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<td><strong>25</strong></td>
<td>PORTER AND DOLLY</td>
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<td><strong>26</strong></td>
<td>SMOKIN' AND THE BANDIT 2</td>
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<td><strong>27</strong></td>
<td>RAZZY - BAYER</td>
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<td><strong>28</strong></td>
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<td><strong>37</strong></td>
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<td><strong>39</strong></td>
<td>WILLIE AND FAMOUS</td>
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## One Hit Album

**4 Hit Singles!**

**RAZZY BAILEY**

Featuring the 4th Hit Single "I Keep Coming Back"/True Life

Also included on this album:
- Loving Up A Storm
- Too Old To Play Cowboy
- I Can't Get Enough of You
SINGLES ONLY!
A GUIDE TO THE HOTTEST SINGLES IN TOWN

DOLLY PARTON
9 to 5
DEBUTS
BB47* CB44* RW49*

RAZZY BAILEY
I keep Coming Back / True Life
BB39* CB 37* RW 40*

DEAN DILLON
Nobody In His Right Mind
BB41* CB46* RW43*

STEVE WARINER
Your Memory
BB48* CB47* RW45*
NEW AND DEVELOPING ARTISTS

FEATURING PICKS

JIM RUSHING (Ovation OV 1161)
'I've Loved Enough To Know' (2:53) (Blue Lake Music — BMI) (J. Rushing, F. Koller)
Bluegrass-tinted background vocals is the canvas for Rushing's own steady-paced, determined vocals in this excellent follow-up to "Dixie Dirt." The soft, easy pace should lure both radio and jukebox alike into instant programming.

STEPHANY SAMONE (MDJ 1006)
Somebody's Gotta Do The Losing (2:12) (Shedd House Music — ASCAP, Millhouse Music — BMI) (Harold Shedd, Jackie Dixon)
Samone may be a mere 19 years old, but the maturity and control reflected in her vocals suggests the voice of a veteran performer. MDJ Records has been quite successful in launching the careers of top performers (Alabama, for example), and Samone shouldn't prove to be the exception. A top single.

HITS • OUT OF THE BOX

MEL TILLIS (Elektra E-47082)
Southern Rains (2:35) (Blackwood Music — BMI/Magic Castle Music — ASCAP) (R. Murrah)

LACY J. DALTON (Columbia 11-11410)
Hillbilly Girl With The Blues (2:38) (Algee Music Corp. — BMI) (L. J. Dalton)

CON HUNLEY (Warner Bros. WB-49613)
What's New With You (3:30) (Chess Music — ASCAP/Pi-Gem Music — BMI) (D. Quillen, D. Dillon)

GEORGE JONES and JOHNNY PAYCHECK (Epic 19-50949)
You Better Move On (2:46) (Keva Music — BMI) (A. Alexander)

CASH BOX PRESENTS COUNTRY AWARDS — During October's Country Music Week and festivities in Nashville, Cash Box presented various label executives and artists with awards announced in the Cash Box Country Music Special (Oct. 18). Pictured during the various award presentations are, top row, (l-r): Jim Sharp, Cash Box; Ed Salamon, WHTN Radio/New York; Randr Owen, Alabama; Mel Albert, Cash Box; Larry McBride, MDJ Records and Alabama's manager; Jeff Cook, Alabama; Kenny Seratt, MJJ artist; Albert, Dave Wheeler, RCA; Cook; Teddy Gentry, Alabama; Jerry O. Bradley, RCA; and Joe Galante, RCA; (kneeling) Owen and Mark Herndon, Alabama; Al Bergamo, MCA Distribution; Jim Foglesong, and Bob Siner, MCA; Albert, and Ron Chancey and Ery Woolsey, MCA. Pictured in the bottom row are (l-r): Mark Levinson, Lynn Shulits, Jim Mazzu, EMI America/Liberty; Don Zimmermann, president, Capitol/EMI America/Liberty; Albert, Jerry D. Seabolt and Donald Gonsier, EMI America/Liberty; Albert and Sharp (seated); Frank Jones, Bob Kirsch, Andy Wichman and Bob Regehr, Warner Bros.; Galante, Albert, Wheeler, Sharp and Bradley.

SINGLES TO WATCH

REX ALLEN, JR. and MARGO SMITH (Warner Bros. WBS-49626)
Cup of Tea (2:58) (Fruit Music — BMI) (H. S. White)

JERRY REED (RCA PB-12157)
Caffeine, Nicotine, Benzodrine (And Wish Me Luck) (2:25) (Forrest Hills Music, Inc. — BMI) (B. Hayes, B. Howard, B. Mackey)

HANK THOMPSON (MCA 51030)
The King of Western Swing (2:04) (Sawgrass Music — BMI) (K. McDuffie)

FLOYD BROWN (Heritage H.R.C. 1001)
Keep Me In Mind (4:38) (Tree House Of Gold — BMI) (L. Henley)

JOSE RIOJAS (Happy Day ST 1500)
Oh Lovely Lady (2:25) (Cecilia One Pub. — BMI) (J. Riojas)

LYNDA K. LANCE (NSD NSD-64)
Morning Sky (2:31) (Hickory Grove Music — ASCAP) (D. Fogelberg)

ALBUM REVIEWS

9 TO 5 AND ODD JOBS — Dolly Parton — RCA AHL1-3852
Producers: Mike Post and Gregg Perry — List: 8.98
Dolly Parton is one of those exceptional artists who manages to transcend musical boundaries, with each successive release sending her further down the path of mass appeal. This album, which is not a soundtrack to her upcoming 9 To 5 film, is a classic exercise in versatility and imagination, not to mention talent. From her updated version of "The House of the Rising Sun" to the tenderly tragic "Deportee," Parton interjects a healthy dose of her special magic into each song.

A WOMAN'S HEART — Crystal Gayle — Liberty — LOO 1080
Producer: Allen Reynolds — List: 8.98
Gayle's former label has issued a second package of previously released material, a 10-song set that chronicles her association with United Artists (Liberty) from 1975-1978. This album, as in the case of most Gayle LPs, is a strong mixture of musical styles, from solid country to pure pop. Gayle has always been a most unique stylist, as evidenced in such choice cuts as "Hello I Love You," "One More Time," "Sweet Baby On My Mind" and the title track.

GOING, GOING... GONE — Ronnie McDowell — Epic JE 36821 — Producer: Buddy Killen — List: 7.98 — Bar Coded
Ronnie McDowell is definitely defining his own image as a highly versatile entertainer, capable of delivering the upbeat country tunes like "A Little Of You" (which smacks a bit of rockabilly), as well as he does lushly emotional numbers like "Gone." This ambidexterity is also displayed in "What Would Heaven Say" and "No Body's Perfect." McDowell also does an excellent country cover of the Manhattan's "Shining Star."}

BLUE PEARL — Earl Thomas Conley — Sunbird ST-50105
Producers: Gene Electionberger, Phil Grissett and Earl Thomas Conley — List: 7.98
Country music, like rock, can take on many guises. Conley manifests the country cum rock sound in his latest waxing — a sound that is both adventurous and innovative without leaving behind the inherent sincerity of country music. The truly outstanding cut of the album is his current single, "Silent Treatmen," but don't overlook "You Don't Have To Go Too Far," "Dreamin's All I Do" and the solid country "This Time I Hurt Her More (Than She Loves Me)."

I'LL NEED SOMEONE TO HOLD ME WHEN I CRY — Jamie Fricke — Columbia JC 36820 — Producer: Jim Ed Norman — List: 7.98 — Bar Coded
Converting from a top flight jingle and backup singer to a solo artist in search of a hit career isn't always the simplest task to accomplish. Jamie Fricke has come even closer to reaching that status with the release of her fourth album. The latest reflects an assured, composed performer in definite control of her career. Her sheening vocals add a spark to such numbers as "Cry," "Down To My Last Broken Heart" and the title track. This album marks Fricke's first collaborative effort with ace producer Jim Ed Norman.

www.americanradiohistory.com
THE COUNTRY MIKE

KLIF JOINS COUNTRY RANKS — KLIF, the 50,000 watt AM adult contemporary mainstay for the Dallas-Fort Worth area, will be joining FM sister station KPLX/Atlanta in featuring a "modern country" format beginning Jan. 1, 1981. According to promotions director Craig Eaton, the present emphasis on information and accurate news coverage will remain a high priority. KLIF has pledged to continue to emphasize programming and facilities while providing the popular country format. General manager of the two stations, T.J. Donnelly, stated, "the move (to a country format) is being made because the need for a well-programmed AM country station is evident in the area." The switch to country is part of KLIF's total commitment to the Dallas-Fort Worth area.

PERSONALITY PROFILE — John Gray developed his own unique air style by listening and learning from other personalities' shows, creating in particular KLC/ Los Angeles Jay Lawrence Becoming comfortable with his own redeemable radio attributes, Gray took on the morning slot with KNOS/Hanford, Calif., where he worked his way to the afternoon position and then handled the music-director responsibilities. Following an all-night stint, keeping the truckers company at KTM/Salinas, Calif., he spent two productive years doing mid-days, then mornings, as well as assisting the music director at KBET/Reno. Eleven months ago, Gray moved back to California and began working mornings at KCEY/Merced. In one month, he took over the music chores and switched back to mid-days, as the mainstay at the 50,000 watt station.

National radio syndication firm Westwood One reports that its new weekly series, Live From Gilleys, has been picked up by over 200 stations in just the first two hours. The hour-long series, produced by Westwood One in conjunction with Gilleys Communications, Inc., will air for the first time on Jan. 1, 1981, featuring Loreta Lynne. Each weekly program will feature country artists who have played the Pasadena, Texas club, in a live concert. Among those stations already cleared are: KENR/Houston, KHJ/Los Angeles, WJZD and WEEP/Chicago, WEEP/Pittsburgh, WJEZ and WIVK/Knoxville. WPTI/Scranton, W9SL/Philadelphia, WOAI/San Antonio, WSM/Nashville, WVAQ/Washington, D.C., and WSSW/Pittsburgh.

The KVVO/Tulsa clan was on hand for a "hoo down" at halftime of the homecoming football game between Oklahoma State and Colorado recently. Primarily because of the urging of the 50,000 watt country station, 52,000 football and country music fans witnessed Hal Kweek's familiar Jana Jae, accompanied by the 160 member OSU marching band, perform "The Orange Blossom Special." The power of country music became evident as the Oklahoma State Cowboys went on to trounce Colorado 42-7.

The Weedock Radio Network has announced yet another hour-long special that will be offered free of charge to one station per market throughout the country. The special, scheduled to run in early December 1980, will feature the newly released A&M LP, "The Legend of Jesse James," as well as interviews with the featured artists Johnny Cash, Emmylou Harris, Charlie Daniels and Levon Helm. Ron Martin will host. For more information or to request the program, contact Weedock at (213) 462-5922.

On Nov. 21, one lucky couple from the Atlanta area will be taking that big bird to Tampa, Fla, to meet Loretta Lynn and celebrate the re-release of Coal Miner's Daughter WSB/Atlanta, in conjunction with Universal Pictures, will foot the round-trip fare and lodging expenses, as well as tickets for the winners to the Orange Blossom Jamboree starring Lynn and other country music giants. Following the show, the winners will have the opportunity to meet Lynn at a special VIP reception and dinner.

COUNTRY MUSIC ARTISTS JOIN WITH KIDNEY FOUNDATION FOR RADIOTHON "NASHVILLE — A slate of country music artists will participate in the National Kidney Foundation's (NKF) first Country Music Radiothon, set for March 7-8, 1981. The Radiothon will be produced in cooperation with the Country Music Assn. (CMA), which marks the first time that organization has ever voted to support a nationwide event held by a voluntary health agency.

The program, which is expected to air on more than 125 radio stations, is designed to increase the public's awareness of kidney disease and to raise funds to support the Foundation's programs. Each Foundation affiliate is responsible for producing the Radiothon on Country Music stations in their respective areas, while the headquarters office will produce the national portion of the event, which will air for 30 minutes in each hour.

Radio Emery, radio and air personality here, will produce and co-host the national portion of the Radiothon. Charlie Daniels and Brenda Lee will act as co-chairmen of the event, as well as co-hosting part of the program with Emery. Tom T. Hall is also scheduled to act as co-host. Other artists slated to appear include Barbara Mandrell, Johnny Cash, Kenny Rogers, Ronnie Milsap, Mel Tillis, Jerry Clower, Jerry Reed, The Oak Ridge Boys and the Statler Brothers.

"We are tremendously excited about the potential the Country Music Radiothon has for promoting the cause of the Foundation," said Oliver Porter, NKF chairman. "The growth in the popularity of Country Music has been dramatic, and the cooperation of the Country Music community, both radio stations and performers, has been gratifying. We are looking forward to a long and fruitful relationship."

The Radiothon is intended to become an annual event, to be held the second weekend in March, which is National Kidney Month.

KEEPIN' THE PALOMINO COUNTRY — RCA recording artist Razz Bailey's recent appearance at the Palomino in North Hollywood attracted a number of radio and label followers, as well as fellow RCA artists Sylvia, who was on the West Coast for a series of personal appearances. Pictured following the concert are (l-r) Bill Graham, director of western regional field marketing, RCA; Tommy Thomas, owner, Palomino; Sylvia; Bill Templeton, music director, KJJJ/Phoenix; Dale Etcher, KOWT/Portland, Ore; Bailey; Carson Schreiber, manager, country promotion, western region, RCA; Charlie Cook, program director, KJJJ/Los Angeles; and Lon Heflin, music research, KJJJ.

MORE ADDED COUNTRY SINGLES

1. 9 To 5 — DOLLY PARTON — RCA — 45 REPORTS
2. I'LL BE THERE (IF YOU WANT ME) — GAIL DAVIES — WARNER BROS. — 33 REPORTS
3. FOLLOWING THE FEELING — MOE BANDY featuring JUDY BAILEY — COLUMBIA — 24 REPORTS
4. I FEEL LIKE LOVING YOU AGAIN — T. G. SHEPPARD — WARNER CURB — 19 REPORTS
5. COUNTRYFIED — MEL MCALISTER — CAPITOL — 16 REPORTS
6. DON'T YOU EVER GET TIRED OF HURTING ME — WILLIE NELSON and RAY PRICE — COLUMBIA — 15 REPORTS
7. WHAT'S CHASING WHO — CHARLIE MCLAIN — EPIC — 15 REPORTS
8. I KEEP COMING BACK/TRUE LIFE COUNTRY MUSIC — RAZZ BAILEY — RCA — 14 REPORTS
9. IT'S MORE FUN — JOE ANDERSON — WARNER BROS. — 12 REPORTS
10. NOBODY'S FOOL — DEBORAH ALLEN — CAPITOL — 11 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. I'VE LOVED ENOUGH TO KNOW — GAIL DAVIES — 55 REPORTS
2. BEAUTIFUL YOU — THE OAK RIDGE BOYS — MCA — 52 REPORTS
3. I THINK I'LL JUST STAY HERE AND DRINK — MERLE HAGGARD — MCA — 44 REPORTS
4. ONE IN A MILLION — JOHNNY LEE — ASYLUM — 43 REPORTS
5. DOWN TO MY LAST BROKEN HEART — JANIE FIDCRO — COLUMBIA — 40 REPORTS
6. IF YOU GO, I'LL FOLLOW YOU — PORTER WAGONER and DOLLY PARTON — RCA — 39 REPORTS
7. SOMEBODY'S KNOCKIN' — TERRY GIBBS — MCA — 39 REPORTS
8. A BRIDGE THAT JUST WONT BURN — CONWAY TWITTY — MCA — 38 REPORTS
9. DON'T FORGET YOURSELF — THE STATLER BROTHERS — MERCURY — 37 REPORTS
10. TEXAS IN MY REAR VIEW MIRROR — MAC DAVIS — CAPABLA — 35 REPORTS

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Johanny Cash

Word on the street is that a certain party is interested in making the book Orin into a movie and word also has it that Donny Osmond might be interested in buying the rights to the film. Wonder what Sun recording artist Orin thinks about that?

HERE AND THERE — Johnny Lee is on a major tour through December. Michael Suman has been in meetings in Reno, Nev., including one on Dec. 29. Hank Williams Jr. recently taped both the Mike Douglas and Toni Tenille TV shows. Both should air sometime in December. Producer Bob Montgomery has been recording Eddy Arnold and Loretta Lynn. Arnold is filming a TV movie, the Price of Jesse James. Earl Thomas is finishing his two albums as well. And Irene provided a little spice to the show. Dolly Parton’s appearance as special guest was an added bonus. If the Mandrells and the pendulum swing both continue to move in the right direction, there’s no reason this show shouldn’t have a permanent spot in TV Guide for a few seasons.

HIGHER SCHOOL DEDICATION — When a high school has its own recording studio, what’s the best thing to do to raise money for the school? You get it. Record your own album, sell it and donate the profits to the school. That’s just what Hillsboro High School in Nashville did. And its album is dedicated to one of the city’s music pioneers, Owen Bradley.

Anahiem Concert Top National Gate Record

NASHVILLE — The Varnell Enterprises-Downtown Records threat in Atlanta, Calif., on Oct. 26 broke the national record for an outdoor Country music concert. The 27,575 at Stratford Park is only 17 short of the regular concert format and unsupported by another related event. The concert, which attracted 31,575 persons, featured Willie Nelson, Merle Haggard, Emmylou Harris and Alabama. The new national record is also particularly impressive in the fact that each act on the show had appeared in the area within the year.

Payne Signs Recording Deal With Kari Label

NASHVILLE — Singer Jody Payne has signed a record contract with Kari Records here. Payne, a guitarist and vocalist with the Willie Nelson Family for some time, is expected to record his first album and single product here this month. Members of the Willie Nelson Band will join Payne on the recording.

In addition to a recording career, Payne has also appeared in Nelson’s movie, *Honeysuckle Rose*, and is expected to appear in Nelson’s upcoming movie, *Barbarosa*, which is currently being filmed in Texas.

RIAA Ponders Moves While Goody Plans New Subpoenas

(continued from page 5)

In the meantime, scrambling to pick up the Keverettes sellops, we’re no expec-
tion. Oshin was a former assistant to David Roberts, producer of the record division of the Keverettes.

Volume for Stratford and the particip-
ting stores in Cincinnati and other cities, a new program began in October, according to Oshin, who credited the competitive pricing policy as one reason for the increase. Sales prices for frontline merchandise in the New York market have stabilized around the $4.99 and $5.49 price points in recent weeks (Cash Box, Nov. 15).

Recent advertisements for the "B-a-a-d" stores have included a glossy poster featuring the "B-a-a-

Black Music Coop Formed In NYC

located throughout the New

1981 to 1987, the eight percent proposal suggested by the songwriters would balloon this to $5 billion for the same time frame. Gortikov emphasized, as did James Fitzpatrick, the RIAA counsel, that the ma-

Royalty Hearings Winding Down

Aram claimed that RIAA’s own wit-

member of the Organized Crime Strike

force, said the Government “respects the RIAA’s case and respects the position of the Goody defense. But in a significant comment, which could lead to a new round of appeals, "I am required to make a decision on whether or not the Goody authorities during the inspection process, "I may require to make a decision or to deter-

COUNTRY

THE COUNTRY COLUMN

CASH MAKES TV MOVIE — Johnny Cash, recently inducted into the Country Music Hall of Fame, has completed the taping of his latest television movie, The Price of Jesse James. Cash further enhances his character portrayals by appearing as an illiterate coal miner from rural Kentucky who, after the death of his wife, moves to Cincinnati with his two children. The movie is directed by the big-name Brenda Vaccaro and Eli Wallach also star in the film, which is set to air in late winter.

FROM ALL INDICATIONS — So far, so good for the Barbara Mandrell and the Mandrell Sisters. Their most recent album, *You and Me and the Blues* (Nov. 18) proved to be one of the better music variety shows to make its way onto the TV screen in the last few years. Barbara proved herself to be as humorous as she is musically talented. Louise dis- played a highly dislikable attitude as well. And Irlene provided a little spice to the show. Dolly Parton’s appearance as special guest was an added bonus. If the Mandrells and the pendulum swing both continue to move in the right direction, there’s no reason this show shouldn’t have a permanent spot in TV Guide for a few seasons.

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THE RHYTHM SECTION

HOW'S YOUR IMAGE? — The nominating committee for the 13th Annual NAACP Image Awards recently sent out ballots bearing the nominees for the awards in a variety of categories ranging from the best motion picture performances of the past year to the best song of the year. Nominated in the category of Best Blues Artist or Group: Muddy Waters, Epic; Bobby Blue Bland, MCA; B.B. King, MCA; and Esther Phillips, Kudu. Nominated for Best Gospel Artist or Group: James Cleveland, Savoy; Shirley Caesar, Myrrh; Andrae Crouch, Light; and Mighty Clouds of Joy, Epic. Nominated for Best Jazz Artist or Group: Herbie Hancock, Blue Note; Herbie Mann, Blue Note; and Miles Davis, Columbia. Nominated for Best Hip Hop Artist or Group: N.W., Epic; 2Pac, Interscope; Snoop Dogg, Interscope; and Dr. Dre, Interscope. Nominated for Best R&B Artist or Group: George Benson, Columbia; The Commodores, Motown; and Michael Jackson, Epic.

AIRWAVES — Through a scholarship program in which broadcasters would underwrite student participation, the Columbia School of Broadcasting, located in Hollywood, is preparing to train qualified broadcast applicants for the 1991-92 academic year. The program calls for interested broadcasters to establish the number of scholarships that will be used to train candidates for careers as announcers, copywriters, advertising sales, or engineers. The underwriting broadcaster must agree to provide the minority graduate an opportunity in a position in which he or she is trained for at least six months after the student graduates. Graduates from the program are mandatory on the provision that underwriting broadcasters will continue to provide scholarship funds. If a sponsored minority student does not finish the program successfully, the underwriting broadcaster will renew the funds. For further information write to the National Communications Center, 6290 Sunset Blvd., P.O. Box 9208, Hollywood, Calif. 90029, or phone (213) 349-6921.

A DIFFERENT DRUM CLINIC BY WHITE — Elektra/Asylum recording artist Lenny White stopped in Chicago Nov. 3 to kick off his six-city “Lenny White Drum Clinic Tour,” sponsored by Tama Drums and, in the Windy City, Drums Unlimited and Red Lights. Pictured at the clinic are (l-r) Doug Banks, WBXM air personality, White, Brian McAlpin, winner of a drum set, Bill Crowden, Drums Unlimited owner, and Carter Russell, E/A Midwest regional promotion specialist, special markets.
20 November, 1990

**This Week's Top 100 Hits**

**Week of 11/22 Chart**

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<th>Rank</th>
<th>Artist</th>
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<td>1</td>
<td>MASTER BLASTER (JAMMIN')</td>
<td>GIVE</td>
<td>T. LEE</td>
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<td>10 DON'T STOP THE MUSIC</td>
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<td>11 I DON'T WANT TO LOSE MY LOVE</td>
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**Week of 11/30 Chart**

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**ALPHABETIZED TOP 100 BC (INCLUDING PUBLISHERS AND LICENSEES)**

- Agony Of Feel (Meatloaf - BMI) .56
- Another One (Queen/Beachwood - BMI) .56
- Baby Let's Do It (Sugar-Hill - BMI) .57
- Boogie Boogie (Bee Gees/Warner Bros. 25118)
- Bourgie, Bourgie (Not a Val - ASCAP) .45
- Co-Ko-Lel (I'm Coming) (Warner Bros. 25114)
- Destined (Bobby Womack - BMI) .57
- Do Me (Kool & The Gang - BMI) .57
- Don't Change (Crest/Warner Bros. 25114)
- Ebony Vampires (Bunny Sigler - BMI) .45
- Fifteen (Little Richard - ASCAP) .56
- Folkstone (Sly & The Family Stone - BMI) .55
- For All That It's Worth (O'Jays - BMI) .55
- Feel The Love (Jill Scott - BMI) .55
- Feel Me (O'Jays - BMI) .55
- Feel My Love (Crandell/Tate) .55
- Free To Be (Studded - BMI) .55
- Freedom (Malaco Thompson/Kenneth Sugarhill) .55
- Funk! (Funky手指 - BMI) .55
- Funk! (Funky手指) .55
- Funk! (Funky手指) .55
- Funk! (Funky手指) .55
- Funk! (Funky手指) .55
- Funk! (Funky手指) .55
- Gangsters Of The Groove (Heatwave - BMI) .55
- Get It (Chappell/Lee/J. Enterprise/Coretama - ASCAP/BMI) .55
- Get Me, Get Me (Warner/Reprise/RCA 25114)
- Get On Up (Sun Ra - BMI) .55
- Get On Up (Sun Ra - BMI) .55
- Get On Up (Sun Ra - BMI) .55
- Get On Up (Sun Ra - BMI) .55
- Get On Up (Sun Ra - BMI) .55
- Give It To Me (Frenchie Davis - BMI) .55
- Give It To Me (Frenchie Davis - BMI) .55
- Give It To Me (Frenchie Davis - BMI) .55
- Give It To Me (Frenchie Davis - BMI) .55
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- Give It To Me (Frenchie Davis - BMI) .55
BLACK CONTEMPORARY

MOST ADDED SINGLES

1. BOOGIE BODYLand - BARKYS - MERCURY
2. WJMO, WYLD, WSK, WILA, WIL, WDA, WNNZ, WGC, Wifu, WBDB, WBBB
3. YOU - EARTH, WIND & FIRE - ARC/COLUMBIA
4. WJMO, OSLO, WYLD, WDA, WNNZ, WGC, Wifu, WBDB, WBBB
5. LOOK UP - PATRICE RUSEN - ELEKTRA
6. WJMO, OSLO, WYLD, WDA, WNNZ, WGC, Wifu, WBDB
7. FAIRAX - VONDERHIDE/DAS/RCA
8. KATZ, WJLB, WPAL, WCIN, WAOX, GWG, WAWA
9. UNITED TOGETHER - GRANDMASTER FLASH - WJMO, WYLD, WDA, WNNZ, WGC, Wifu, WBDB
10. ANONYA OF DeFeet - PARLIAMENT - CASASLANA

BLACK RADIO HIGHLIGHTS

V-103 - ATLANTA - SCOTT ANDREW T


WWIN - BALTIMORE - CURTIS ANDERSON P


WJLB - PHILADELPHIA - SCOTT SMITH M


HOTS: 9 C. WSOX, WILD, WUFO, WKND, WTLC, KDAY, WLOU

UP AND COMING

HEARTBREAK HOTEL - THE JACKSONS - EPIC
PASSIONATE BREEZES - DELLS - 20TH CENTURY/RCA
AFTER LOVING YOU - ROYCEY BOBBINS - A&M
STRETCH - B.E. EXPRESS - COLUMBIA
SHAKE IT UP - THE DAZZ BAND - MOTOWN

BLACK CONTEMPORARY

MOS'T ADDED ALBUMS

1. FACES - EARTH, WIND & FIRE - ARC/COLUMBIA
2. POPS - PATRICE RUSEN - ELEKTRA
3. WJKB, WSOK, WGC, Wifu, WBDB
4. WJRB, WPAL, WJLB, WIL, WDA, WNNZ, WGC, Wifu, WBDB
5. '['I7]EARNARD - GEORGE JACKSON - MERCURY
6. WJMO, OSLO, WYLD, WDA, WNNZ, WGC, Wifu, WBDB
7. FAIRAX - VONDERHIDE/DAS/RCA
8. KATZ, WJLB, WPAL, WCIN, WAOX, GWG, WAWA
9. UNITED TOGETHER - GRANDMASTER FLASH - WJMO, WYLD, WDA, WNNZ, WGC, Wifu, WBDB
10. ANONYA OF DeFeet - PARLIAMENT - CASASLANA

LUMI - MILWAUKEE - BILL YOUNG P


WJR - MILWAUKEE - KING JAMES M - 81 - S. WONDER

Bluefield, Rodgers, Macgregor Sweep Top Prizes At World Pop Song Festival

TOKYO — Songwriters David Bluefield and Marty Rodgers, with singer Mary Macgregor, won the Grand Prize at the 11th World Popular Song Festival here, Nov. 14-16, with the song "What's The Use." Bluefield, Rodgers and Macgregor won over an international field that included 30 song entries from 19 countries.

Bluefield and Rodgers, both affiliated with the American Federation of Songwriters, Authors and Publishers (ASCAP), will split prize monies of $10,000 for writing "What's The Use." The song also collected $5,000 for performing the song.

"Marty and I have always believed in the song's potential," said Bluefield upon hearing the news of the prize. "Now, we're hoping for a hit record to happen and a new contract to boot our own.

Bluefield and Rodgers have written and performed together for more than 10 years. Macgregor also won the award for "Best Performance" and is still in Tokyo recording the song for commercial release in both Japan and the U.S. She is currently in negotiation for labeling with RSO Records recently, and an announcement is expected shortly.

Sponsored by the Osaka Musica Foundation, the World Popular Song Festival, held at the Nippon Budokan Hall, was Chrysalis Drops Suggested List Price In U.K.

LONDON — Chrysalis Records has become the latest U.K. record company to abandon Recommended Retail Price (RRP), or suggested list price, in favor of a more flexible pricing structure. The company will now be basing its prices on a quarterly survey of actual selling prices that will

King Records Sales Revenues Jump 11.5%

TOKYO — Total sales revenues of King Records for the first half of the third term (March 21, 1980 to Sept. 20, 1980) increased 11.5% to 6.7 billion yen ($331 million) from nearly 6 billion yen ($285 million) for the same period last year.

On the other hand, this was 6.4% down from the prior term of 7.1 billion yen ($339 million).

Record revenues for the term totalled 4.4 billion yen, 11.1% down from the previous term and 3.8% up over the first half of last year.

At the same time, the total sales revenues of pre-recorded tapes reached 2.3 billion yen, 26.3% down from 3.1 billion yen, 5.5% increases, respectively, over the previous month and the same period of the year.

Strong sales by Yutaka Shimazu, Akira Fuse, Yukihiko Takahashi and Mariko Kurata (Japanese singers), Aru Crew (jazz) and Kenny Rogers (country) have been main contributors to bolster sales.

INTERNATIONAL CERTIFICATIONS

The Kinks

"Low Budget" by The Kinks, distributed by Capitol, was certified platinum in Canada.

Martha and the Muffins


miquel smirnoff

Argentina

INTERNATIONAL BESTSELLERS

Argentina

CASH BOX/November 29, 1980

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**INTERNATIONAL DATELINE**

**Freddie Aguilar: Moving From The Philippines To International Appeal**

by Richard Imamura

**Los Angeles** — Philippine singing artist Freddie Aguilar, whose "Anak" ("Child") single has sold over 6,000,000 copies worldwide on a variety of labels, has now committed himself to a genuine effort to reach an international audience. While much of his success to date has been in piecework fashion, his new worldwide pact with RCA Records is intended to be the vehicle to provide a consistent exposure around the world.

"I have been travelling so much lately that I sometimes wake up and don't really know where I am," Aguilar told Cash Box on a recent trip to the U.S. "We fly from here to there and back again, and when we cross the international dateline, I sometimes don't even know what day it is."

Nevertheless, Aguilar and his producer, Christian de Waijen, have taken on the task eagerly in hopes of the singer's success with the ballad "Anak" into a solid international base. To date, "Anak" has been released in English, Spanish, and Japanese, as well as Aguilar's native Tagalog. However, the international approach to singing "Anak" has been just as diverse — with his recording being released by the Victor Music Corp. in the Philippines, on EMI in Italy, Polydor in Japan, on RCA in Germany, and The Netherlands and so on.

The primary thrust of Aguilar's plans with RCA will be an LP recorded in the U.S. Tentatively titled "Everything Changes," Aguilar's LP will be promoted worldwide by RCA and its affiliates and subsidiaries, with a variety of singles to be released according to the Spanish-language versions of "Anak" and "Todo Es Tu" to be marketed in Latin America and Spain, Tagalog versions of a variety of songs will be aimed at the Philippines and Filipinos around the world, and an English-language single, "Rings Around The World," will be pushed in the U.S., U.K., and other areas.

Born in St. Thomas, Isabela, the 27-year-old Aguilar began his musical career in 1972, singing in the various folk music clubs in Manila. Working with an acoustic guitar, Aguilar developed his "mellow, soothing, mellow-oriented" style over the next few years.

Then, in March 1978, his "Anak" was named one of the top 10 songs of the year at the inaugural Metropolitan Manila Popular Music Festival (among an entry list of more than 1,000 compositions). Soon after, he signed to record the song on the Sunshine label of the Victor Music Corp. The record went gold in the Philippines in a matter of a

**INTERNATIONAL BESTSELLERS**

**Italy**

1. *Umberto Tozzi* — "Ombre" — EMI
2. *Gigi D'Alessio* — "Dio conceda" — RCA
4. *Beppe Grillo* — "Viva la libertà!" — EMI
5. *Carla Fracci* — "Le danze di Roma" — EMI
6. *Paolo Rossi* — "La storia del calcio" — EMI
7. *Manci* — "Ogni giorno" — EMI
8. *Roberto Magni* — "Il sole" — EMI
9. *Dario Fo* — "Macbeth" — EMI
10. *Ludovico Einaudi* — "Il tramonto" — EMI

**Japan**

1. *Bryan Adams* — "Everything I Do" — Sony
2. *Shirley Bassey* — "Goldfinger" — Sony
3. *Marcelo Panza* — "Amor de tierra" — Sony
4. *Mika* — "C'est la vie" — Sony
5. *Björk* — "Debut" — Sony
6. *Yoko Ono* — "Imagine" — Sony
7. *Yo-Yo Ma* — "Cello Suites" — Sony
9. *George Michael* — "Faith" — Sony
10. *Hiroshi Kumasawa* — "Sorakara" — Sony

**United Kingdom**

1. *Paul McCartney* — "Live and Let Die" — EMI
2. *Bob Dylan* — "Like a Rolling Stone" — EMI
3. *Jimi Hendrix* — "Purple Haze" — EMI
4. *The Beatles* — "Abbey Road" — EMI
5. *Elvis Presley* — "Blue Suede Shoes" — EMI
7. *The Rolling Stones* — "Paint It Black" — EMI
8. *Oasis* — "Don't Believe the Truth" — EMI
10. *Pink Floyd* — "The Wall" — EMI

**INTERNATIONAL PROFILE**

**Freddie Aguilar: Couple of weeks, and the follow-up LP, also entitled "Anak," was released domestically a month later.**

**Most Popular Singer**

Both the single, which ultimately sold over 400,000 copies to become the biggest seller in Philippines history, and the LP, which qualified for a gold certification, made Aguilar one of the most popular singers in his country and caught the attention of visiting Japanese promoters. A contract with Polydor K.K. of Tokyo followed, and Aguilar's worldwide career was launched.

"Anak," recorded in Tagalog by Aguilar and in Japanese by Giro Shigeta and Tokiko Kato, soon charted in Japan and led to appearances on a variety of TV music programs, including Morning Jumbo, Good Morning, Nanaba Stage and Sun Jumbo.

The European debut of his single and LP followed one year later in October 1979 in Italy and Germany, where substantial inroads into the market were achieved, making Aguilar the first Filipino to achieve success in the European market.

Aguilar's current plans call for a promotional tour of Europe soon.

**U.S. Registration For MIDEM Still Rising**

**Los Angeles** — Registration of American companies for MIDEM '81, "suggested for Jan. 23-29, 1981, has passed the 110 mark, according to U.S. representative John Robinson.

Companies having recently reserved booths at MIDEM '81 include Polish Records, Reprise Records, Rino/Metz and Request Records.


**Cash Box**

Cash Box/November 29, 1980
THE ROXY, L.A. — On Williams’ thrashing guitar, Bruce Springsteen segued into the “goulish” concert atmosphere with a rowdy version of “Born to Run,” which managed to rock the audience, leaving no one sitting or standing still when they heard it. But to downplay the contributions of the other E Streeters would be highly unfair. Bruce’s other right hand man (and musical compere), “Mimi” Steve Van Zandt, plays with a great deal of style and seems to always stay out of the spotlight much of the time. Ditto for keyboardist Dan Federici, pianist extraordinaire Roy “Tunnel of Love” Bittan, bassist Gary Tallent and drummer “Mighty” Max Weinberg. But each share in Springsteen’s antics and visibly enjoy each performance. “Bruce’s Thirteen-member aggregation fearlessly warmed up the funk and hastened to indulge their appetites with the main course.”

If the show failed in any sense, it came in the pacing of the non-stop funk, drawn chiefly from music off Mute’s current Epic album, “In Search Of The Rainbow Seekers,” and a medley of songs from the percussionist and group’s guitarist, Steve Van Zandt. It seems the band has written and/or produced for other artists.

From jumpstreet, Mute showed that its set was more than simply charged, engaging and good-spirited. But through efforts to encourage the audience to give up the funk too, he somehow labored at a single energy level much of the evening.

Still, band’s commitment to the music sparkled and, ultimately, galvanized the audience. The collection of progressive R&B raves-ups varied from the smooth poppability of “She’s A Rainbow Dancer” and “Give It On Up (If You Want To),” to the purified funk of “Dance Around My Navel.” Repass for the evening rode aboard the sweet ballad stylings of group female lead vocalist Tawanista on “We’re Gonna Make It This Time.” While she appeared nervous through the opening of the song, she got more involved, then demonstrated she could be a real vocal presence.

Mute and crew displayed a penchant for showmanship during a medley of songs by the top leader and guitarist, including Donny Hathaway and Roberta Flack’s “The Closer I Get You” and “Back Together Again.” Stephen “Sensation,” “Put Your Body Into It” and “Never Knew Love” all underscored the diversity of the Mute/Lucifer co-production. The show as a whole spelled enough juice to rock the Rox.

Comedian Paul Mooney opened the show with some timely observations about future state of affairs under President-elect Ronald Reagan’s regime.

THE ROXY, L.A. — Following the heels of Bruce Springsteen’s recent seven-night recording group Hiroshima proved that the success of last year’s self-titled debut album was no fluke. Introduced to the world of the jazz/R&B/pop aggregation from Los Angeles once again put on an impressive performance combining songs from both LPs.

Seasoned by a national tour and numerous dates up and down the West Coast, Hiroshima overcame sound problems in the beginning of the show to deliver an energetic set that had the audience on its feet by the end. Balancing new material with songs from the debut LP, the group’s sound level has been lifted to a predominantly Japanese sound was more than a one-record novelty.

Led by Dan Kuramoto on woodwinds and the shakuhachi (Japanese bamboo flute) and his wife June on the koto and shamisen (Japanese string instruments), the exotic sound of Hiroshima once again captured an eager audience comprised mainly of hometown roosters and fans generated like the first LP. However, in contrast to its material from a year ago, Hiroshima also showed a bright potential with its rock-oriented music.

Still, the band’s forte is its fusion of Oriental and Western sounds, and the group’s blend of K-Town from “Onori” provided lively highlights for the evening. In a mellower, more exotic sound, the group also struck responsive chords in the audience, bringing standing ovations on songs like “Da Da” and “Kokoro” from the debut LP.

As a unit, the band exhibited a stronger cohesion with each other and with the audience. Especially noteworthy were the vocalists, Teru Kusumoto and Jesse Acuna, taiko drummer Johnny Mori, multi-instrumentalist Mark Masumura, keyboardist Richard “Arms” Mathews and drummer Danny Yamamoto all providing highlights of their own during solo riffs that were tastefully worked throughout the show. Richard Imamura
Woodman Named To Engineering Post At Seeburg

WOODMAN - Alan Woodman has been appointed director of engineering for the newly formed Seeburg division of Stern Electronics, Inc., as announced by Tom Campbell, director of marketing. Woodman comes to Stern from Lowrey Electronics, Inc., of Deerfield, Illinois, where he served as director of design. At Stern he will supervise the formation of an engineering and design department in the company's Seeburg phonograph division. Woodman resides in Mount Prospect, Ill.

Record Number Of Exhibitors At 1980 NAMA Convention

CHICAGO — A record 201 exhibitors, occupying more exhibit space than ever before and showing a variety of new products and equipment, made the 1980 National Convention-Exhibit of Vending and Foodservice Management held Oct. 23-26 in Kansas City an outstanding success, according to G. Richard Schreiber, president of the sponsoring National Automatic Merchandising Assn. (NAMA).

"All the comments from exhibitors and registrants alike expressed enthusiasm about the show, the convention program and the location," Schreiber said. The NAMA convention had not been held in Kansas City before. Registration totaled 5,487.

The 1979 convention, held in Chicago, attracted 193 exhibitors on total space of 54,000 square feet, compared with 201 exhibitors and 56,000 square feet this year.

There was great interest in the new vending machine and coin mechanism technology involving microprocessors and information retrieval, the appearance of soft food vending and cigarette vending equipment as well as the great variety of snack and frozen food products which had not been exhibited before," Schreiber added.

Focusing on the theme "Productivity for the '80s," the convention meetings covered improved selling methods for vending and food-service companies, managing stress in the work place, the role of frozen foods in vending machines, hiring practices and the impact of political and economic developments.

Schreiber said the 1981 Western Convention and trade show will be held in Phoenix from April 3 to 5 and the national convention will take place in Chicago Oct. 29 through Nov. 1.

Chairman's Award

Nine NAMA members from six states were honored, at this year's convention, with the NAMA Chairman's Award for legislative accomplishment. Award winners included John Barnett (Cockeysville, Md.) and Al Kleinman (Baltimore, Md.) for securing sales tax relief in the state of Maryland; David Katz (Edison, N.J.) and Ray Ruppert (Elizabeth, N.J.) for achieving favorable state sales tax legislation; Art Kaufman (Phoenix, Ariz.) for achieving state legislation exempting certain vending products from the sales tax; Robert Mundell (Charlottesville, Va.) and Maurice Sullivan (Richmond, Va.) for obtaining legislation to shift the Virginia sales tax on vending products to the wholesale cost; William Carr (Warehouse Point, Conn.) for preserving the sales tax exemption for meals under one dollar in value in Connecticut; and Patrick L. O'Malley (Chicago) for leading the successful effort to scale a 25-cent-machine license fee proposal down to $10 in the city of Chicago.

Stern's 'Berzerk' Is Hit At AMOA

CHICAGO — Stern Electronics, Inc. premiered its latest video game, "Berzerk," at the recent AMOA exposition and the new piece was enthusiastically received by show visitors who crowded into the booth daily to play it.

The action-packed two-player game introduces a powerful new logic system that will provide for continued expansion of elementary capabilities on future Stern games. An innovative cabinet-design feature also provides ease of service for technicians.

Berzerk's new logic system was developed by Universal Research.

Top New R&B Singles

1. I Love A Rainy Night Eddie Rabbitt (Elkha 4-7069)
2. Love Over and Over Again Switch (Polydor/Motown 5 7195)
3. Could I Be Dreaming Pointer Sisters (RCA/WB 47320)
4. Happy Anniversary Ray, Goodman & Brown (Polydor PD 2136)
5. Shine On L.T.D. (Arista 2286)
7. Too Tight Con Funk Shun (Mercury 76089)
8. United Together Aretha Franklin & Anita Arists (MCA 6060)
9. Agony Of Defeat Parliament (Casablanca NB 2317)
10. Boogie Body Land Bar-Kays (Mercury 76086)

Top New Dance Singles

1. Love On The Rocks Neil Diamond (Capitol 4399)
2. Quality Barbara Streisand & Barry Gibb (Columbia 11-11390)
3. I Made It Through The Rain Barry Manilow (Arista 0566)
4. I Love A Rainy Night Eddie Rabbitt (Elektra 4-7066)
5. Trick Trickle Manhattan Transfer (Atlantic 3773)

"Berzerk"
Taito America Announces Poole, Poeze Appointments

CHICAGO — Taito America Corp. has named David L. Poole to head the firm’s engineering staff. Most recently, Poole was director of engineering for Williams Electronics, where he was responsible for developing a solid state machine control. Prior to this, as director of engineering for Williams Electronics, Inc., he was a major force in the design and manufacture of the company’s solid state pinball machines. Prior to his appointment, Poole held the position of project engineer for Motorola.

In making the announcement, Taito America president Jack Mittel stated: "Dave's obvious talent and leadership ability, coupled with his experience in the coin machine industry, make him the most natural choice to head Taito's engineering team."

"I'm looking forward to the challenge," Poole said. "Another game as successful as 'Space Invaders' is not impossible and I intend to prove this in the near future.

Poole received his B.S. in 1978 from Rose Polytechnic Institute and his MBA from the University of Chicago. He currently resides in the Chicago suburb of Libertyville with his wife Dionna and daughter Dora and son David.

The appointment of Rene Lopez as field service manager at Taito was also announced. Lopez brings to the firm ten years of technical experience in the coin machine industry, having most recently served as customer service manager with Game Plan, Inc., where he developed their field service schools throughout the country. For the nine years previous to that, he was with Bally Manufacturing Corp., where he rose to quality analysis manager of the company's electronic slot machine division.

In his new post, Lopez will be in charge of Taito America's toll-free hot line (608) 323-0666 as well as the development of Taito's field service network.

"In addition to his technical background, Rene has also had extensive experience in the operating aspect of the business, which we feel will enable him to communicate effectively with operators as well as distributors," commented Mike Von Kennel, Taito America's director of engineering.

Atomic Tic-Tac-Toe In Gottlieb's New 'Time Line' Pinball Machine

CHICAGO — "Time Line," the new Gottlieb pinball game that features an "Atomic Tic-Tac-Toe Zone," will be in production for domestic markets in late November, according to an announcement by company president/vice president Tom Herrick. The model was among the attractions in Gottlieb's AMOA Expo '80 exhibit.

"Time Line" is designed in a dazzling space theme. The player starts by shooting the ball into the time zone, where ten balls of the clock are earned to complete the targets before the power is transferred from the top flipper to the bottom.

Downing seven targets lights the "center X" in the tic-tac-toe game.

This scoring area is called "Atomic Tic-Tac-Toe," features the classic three-by-three spots where the player attempts to win three Xs in a row. The spots are located through an abundance of skill shots positioned all over Time Line's playfield. For each X the player earns, the corresponding counters with an "O" and every win or draw advances the multipliers.

"This is a tremendous fun feature," said Herrick, in detailing the game, "and it is the centerpiece of Time Line's action."

Other Scoring Features

In addition, there are a full 19 individual targets, including three banked drop targets, which bring skill and action to every corner of Time Line's playfield. Also, every win or draw at tic-tac-toe advances the bonus from 5,000 to 20,000 to Extra Ball to 50,000 to Special. It makes possible high scoring bonuses for determined players. It's also possible to go back to the lauchers in two different ways - through the center top return lane or by completing a bank target which opens up a ball-saver gate.

The company is providing Time Line Atomic Tic-Tac-Toe Pads to its distributors to help promote the game in locations.

The IAAPA show was in progress at the Rivergate in New Orleans as Cash Box went to press. This year's edition boasted some 717 inside booths plus additional outside exhibitors, and a large attendance was anticipated. However, while a number of conventional machines were expected to be represented at the convention, their ranks among exhibitors appeared to be reduced this year. Rowe International hosted an exhibit of music, vending, accessories, and an assortment of amusement machines. Gremlin/Sega also exhibited "Space Invaders" and "Space Firebird," as Jack Gordon told us. Other firms said they would have reps at the show and a number of factories will have their products displayed in the Rowe exhibit.

SPOKE WITH STERN EXEC Tom Campbell who advised that the factory plans to start sample shipments of the Seeburg "Phoenix" phonograph in early December. He's very pleased with it, said, with the positive response at AMOA. He stressed the strong indication that ops and distrbs are looking forward to receiving the new photo; and also mentioned that basic accessories will be available at the time shipments begin.

DIEZLINE WALES, home of Centuri, Inc. where preparations are underway for December shipment of the "Carnival" cocktail table. AMOA's current line also has a licensing agreement with Gremlin/Sega for the "Carnival" title. Regarding the "2001" phono, the trade can look forward to sample shipments in late January or early February of next year.

On a personal note, we'd like to extend best wishes to Centurio president Ed Miller and communications director Laura Kreiter on their impending marriage, Nov. 29. The wedding will take place in Chicago and, hopefully, there'll be a brief honeymoon before returning to work.

MIDWAY'S SERVICE MANAGER Andy Ducy will be heading for Puerto Rico next month to participate in a Bally/Midway service school for SanMateo Music & T.V. Co. in San Juan. He's joined in the course by Bernie Powell, conducting the Bally school on Thursday and Andy doing the Midway session on Friday.

ATTENTION PHONO OPS. Sam Citro of Sunbird Records in Newport Beach, Calif., sends word of a new single by country artist/composer John Conley. According to John, he hopes we'll break big on jukeboxes. Title is "Silent Treatment" and it's printed on Century's new "Blue Pearl" album. Info on jukebox promo copies contact Citro (714) 640-9072. The label is located at 610 Newport Center Drive, Suite 555, Newport Beach, Calif. 92660.

EASTERN FLASHES

AMOA Expo '80 is still the talk of the trade hereabouts and will continue to be, especially as some of the outstanding equipment revealed at the convention, begins arriving at distributor showrooms.

TONY PROCOPIO OF Bally Northeast-Syracuse, along with Jack Shawcross, was part of the full contingent of Bally Northeast people, headed up by president Arnold Kaminkov of Dedham, who were in attendance at the big event. Tony said he sees a "definite turnaround in pins" as a result of the "new generation," as Gottlieb's "Silent Treatment" by Bally ("Xenon," "Flash Gordon") and Williams ("Black Knight"). Such outstanding pieces, he said, will do much to help operators increase their play pricing. For those who can't quite stomach the big-ticket play, why not three plays for a dollar — a 33 1/3 cents per play, he suggested. And the higher scoring capacity of well into the millions is a big inducement for players, Tony added. As a further means of increasing earnings, he mentioned that a few of these high-priced games open up consideration of a new bill distribution of dollar bill validators or pins and videos. As he further pointed out, with the higher cost of equipment in most new machines, operators are considering the construction of new machines, which opens up a ball-saver gate.

The company is providing Time Line Atomic Tic-Tac-Toe Pads to its distributors to help promote the game in locations.

'Berzerk,' Stern's Newest Video Game, A Real Showstopper At AMOA Expo

(continued from page 37)

Stern Electronics, Inc., a Stern subsidiary that does solid state development and manufacturing for the coin machine industry, the new Z-1000 system features a powerful Z-80 microprocessor. All logic boards are housed in an accessible pullout drawer or cabinet front — and will be interchangeable with boards of subsequent Stern video games.

An added service feature of the sophisticated Z-1000 video system is a self-diagnostic programming routine.

A "talking" video game, 'Berzerk' offers an extensive 30-word vocabulary that enables the game to communicate to the player by changing messages in phrases such as "stay and fight like a robot" and the warning "intruder alert!" Billed as the first "video game" to use the concept of "puzzle" barrier, the game's objective is to pass the player's ball through a maze of obstacles to hit the balls or a box. The game's 'Puzzle' to the finish play action is challenging and explosive. The player, pursued by programmed robots across the video screen through a maze of up to 64, 000 rooms, avoids robot attack with the use of a joystick, a newly designed photoflour optical feature that enables players to move images in eight different directions.

In a video scoring-feature first, the game is equipped with a battery of back-up RAM that enables Berzerk to store and display the top five high scores, to date, even if the game is unplugged.

'Exidy's 'Puzzle' Invite

SUNNYVALLE — Just prior to AMOA, Exidy distributors received an envelope containing 15 puzzle pieces which, when put together, made an invitation to the factory's gala convention party. The festive event, marking a year of successes for Exidy, was held at the Chicago Hilton Hotel, where a gala dinner and dance was anticipated. However, while the bill of fare included cocktails, buffet and dancing.

The puzzle ties in with the firm's new ad campaign "Exidy's Profit Puzzle — Every Piece Counts," which was launched just before the start of the convention.

"Exidy's 'Puzzle' ad campaign is a reminder that the coin-game business is somewhat like a puzzle," explained company president Pete Kaufman.
Cable TV Seen As Challenging Radio As Promotional Tool

(continued from page 16)

To Gary Koester, Warner Amex Communications Inc., who has a Cable TV department in the new building of Warner Communications and the American Express Company, plans to debut a “24-hour video-radio music station” in the middle of 1981. Calling the “video-radio” concept “a way to reach the hard-to-

find music audience,” Koester said that Warner Amex will sell advertising time on its music station (in significant contrast to its cable channel) and compete head-to-head with radio for advertisers’ dollars.

“ ‘Yes, cable is developing an alternative to radio,’ said Paul Cooper, Creative Services for Atlantic Records. "The most important medium of exposure is radio."

Radio, for its part, has recognized the cable trend, and has already moved to joint forces with the cable industry in a number of successful West Coast simulcasts (Cash Box, Aug. 23). Major cable companies like the Telepromotor Corp. have proved that providing quality FM radio reception as a bonus musical background for their news- and sports-oriented “data channels.” The prospect of proliferating cable-FM stereo simulcasts offers record companies and consumers the best of both media worlds.

The Westinghouse Electric Corp., owner of the major non-network broadcasting company in the U.S. recently reached an agreement in principle (subject to approval by Federal regulatory bodies) to purchase Telepromotor — the country’s largest owner of cable franchises, in a move that points to future alliances of radio broadcasters with cable newsmakers.

Both the American Broadcasting Co. (ABC) and the Columbia Broadcasting System (CBS), major forces in American radio, plan to enter the cable TV field in 1981. “There may be well opportunities to use the resources of the ABC Radio network in our cable enterprise,” said a spokesman for ABC Video. A spokes-

man for CBS Cable was not available for com-

ment on how his company views the prospects for linking its radio and cable TV operations.

The absence of an agreement between the American Federation of Musicians (AFM) and the Cable Television Bureau (CTB), major forces in American radio, plan to enter the cable TV field in 1981. “There may be well opportunities to use the resources of the ABC Radio network in our cable enterprise,” said a spokesman for ABC Video. A spokes-

man for CBS Cable was not available for com-

ment on how his company views the prospects for linking its radio and cable TV operations.

According to Bergman, Warner Bros. has adopted a practice following several losses: "If the video material sign releases obligating them to pay ‘whatever future payment of royalties agreed to by the agreement with the AFM and other unions is finally worked out."

Bob Crothers, executive assistant to the president of the AFM, said that his union and the labels had come to a ‘Mexican standoff’ on the issue of royalties for basic cable. However, Crothers noted that the union and the labels have already reached an agreement on fees for home video services (HBO and Viacom, and emphasized his feel-

ing that the record companies were locked in a "stand-off" in a basic cable agreement. Crothers added that the AFM will turn its full attention to a "next generation" of cable when it can contract negotiations between the union and the Hollywood film producers are resolved.

"Cable TV, like any medium in an em-

bryonic stage of development, poses its problems. The problem is that there is a lack of in-depth market research on cable TV," remarked Sherry Goldstein, vice-president and general manager of Elektra Records. “You cannot measure the effect of cable programming on record sales.”

According to MCA’s Lewis, "You really

don’t know at what time and where in the country."

Naturally, label executives are resistant to the idea of eventually having to pay for exposure on cable. "Why should a label have to pay for a promotion of a group," asked Jerry Jaffe, vice president of the Rock Music Dep. of Polygram Records East. "The average price for a video promo is $10,000 per song," noted Jaffe, who has worked clips of John Cougar, the Jam, and Peter Gabriel on local and national cable shows.

On the other hand, there has been some talk among record people of charging cable companies for the privilege of using promo clips, according to Debbie Newman, director of west coast artist development for CBS Records. Although Newman feels that instituting cable fees would be a mistake. "Charging for clips is short-sighted and would inhibit the growth of cable as an artist development tool," she said. "It’s like radio — you can’t charge for promotions."

Power Struggles

Charging the future course of a poten-

tially lucrative business venture like cable is diffi-

cult. Although Warner Amex (the coun-

try’s largest cable operator) receives $2 per

capita per month from its cable operators and Dallas after intense bidding battles with American Television and Communications (the nation’s second largest cable operator)
Cable TV Seen Challenging Radio As Promotional Tool

(continued from page 39)

and a subsidiary of Time, Inc.) many major metropolitan territories remain unwired for cable. accommodations to such a remote industry, a spokesperson for Teleprompter, Detroit, Philadelphia, Baltimore, Boston, St. Paul, Cleveland, Fort Worth and parts of L.A. of course will still allow cable service.

The National Assn. of Broadcasters (NAB) and the National Cable Television Assn. (NCTA) currently are locked in a bitter legal dispute over franchise rights which is clouding the future of the cable industry.

Last week, the U.S. Court of Appeals for the Second Circuit here backed the broadcasters and blocked pending changes in Federal Communications Commission (FCC) regulations that would allow cable stations to compete with local broadcast stations for access to syndicated programs.

The court withheld its final decision on the suit brought by Malrite, Inc., an upstate New York cable operator, that is acting on behalf of the industry against the cable operators, until additional briefs are filed.

Nevertheless, the entry of major corporations into the cable field should generate a considerable momentum for the new medium. Cable executives are also exploring means of integrating the emerging video disc technologies with their systems, including the direct sale of video discs and cassettes as programming material.

IRS To Employ Rock Discos As Marketing Tool

LOS ANGELES — in a move designed to enhance street-level style consumer awareness, International Record Syndicate (IRS) recently announced that it would make substantial use of new music discos and dance clubs nationwide as marketing technique for various products.

Part of the label's plans included advance release to such venues as "Up Front," an EP by East Coast-based the Flotsom Storm, whose record will be distributed nationally to retailers Nov. 25. Distribution of the project will be handled by the New York-based disco club record distribution service Rockpool and the Western Assn. of Rock DJs.

The "narrowcasting" capability of the cable medium should enable the music industry to target select audiences for live promotions. In an exclusive interview with Robert Palmer, who recently left Roxy Rockers, a rock band and recording program star Tom D. Adelmann, associate producer for Teleprompter Manhattan Cable company, revealed that a show in December, for local basic cable channel 10, Adelmann said that the show will focus on a series of acts, both with and without recording contracts.

In the opinion of Polygynous's Jake, local new music shows like "Nightclubbing" are valuable because "they have a small but loyal following. They don't lead to big record sales, but they help nurture and maintain the live active musical enthusiasts."

Cable TV, in its current slate of development, bodies mostly for record companies. Independent video producers to prepare promo clips for the radio-thon international network is a confusing medium, approaching them for the chance to expose this material to American TV audiences. "Anything goes, J.J. llama," said A&M's Gormley, explaining why he would not consider exclusive deals with cable companies. "The cable industry, by its own admission, doesn't know how far it's going to go.

Revelle Records Sets First Single Release

NEW YORK — Reveille Records has been formed and has released its first single. The disc, "The Twelfth Point is Ours," was produced by Ogden Fell and arranged and directed by Jimmy Smith, features Long Island per- formers Kim Capp and Danaro. Reveille Records is presently selling independently and will retain independent distributors and will retain independent promotion people in major markets through the country.

The label is located at 300 West 57th St., Suite 206, New York, N.Y. 10019, and the telephone number is (212) 757-1105.

Rabbit LPs Go Gold

LOS ANGELES — Elektra/Asylum recording artist Eddie Rabbit had two albums, "The Best Of Eddie Rabbit" and "Horizon," certified gold by the RIAA.

CLOWNS AT THE BOX — The Firesign Theater recently visited the West Coast office of Cash Box to chat about its new musically oriented "Fightin' Cows" LP. On Rhino Records, the recording featured Peter Brotzmann, Phil Proctor, Phil Austin and David Ossman of the group, and Marc Cetner, Cash Box.

Retail Expansion Plans For 1981 Are Tempered By Economic Uncertainty

(continued from page 5)

plans to open at least one more store in Florida during 1981.

The two-store Music Scene retail opera-

tion plans expansion, at one by Atlantic the three-store Detroit-based Bad Records oper-

ated by Simpson's Wholesale, Inc. Tape City U.S.A., the four-store New Orleans-

based chain, dropped one loca-

tion in 1980, due to, according to web vice president Carol Feltus, "a need to make the most viable stores in our chain even more efficient."

Some Cutbacks Planned

Ben Carter, head of the seven-store King Karol chain in New York City, said he planned to close three stores because they "just aren't generating enough business to justify the overhead costs of rent and labor."

Many of the retailers contacted felt that despite profit gains they might have experienced during 1980 following the drought in 1979, they would be moving ahead cautiously in 1981 expansion plans. "If the prime interest rate (16.4%) stays the same," commented John Cohen of Disc Records, "you'll see a lot of industry growth cool off."

Similarly, Paul David, president of the Stark/Camelot chain, said, "If economic conditions worsen, if it looks like the economy is going to the dogs, then our esti-
mated openings would be closer to 15 than to 20."

Keith Hudson, general manager of St. Louis-based Hudson's Records, said the last year was a big year for the withdrawal of many rack jobbers from the area, including Pickwick and Lieber-

man.

"If those racks had not left, leaving a void, we may have been slower to open the stores," Hudson continued.

While all retailers said they enjoy good profit margins on most software access-

ories — i.e. blank tape, record and tape case products, and blank video tape — many expressed reluctance to move swiftly on the burgeoning prerecorded video tape business because mark-up on such products is not as profitable.

"You have to make a tremendous invest-

ment to stock prerecorded video tapes," explained Karol. "With there being strict, no leeway billing, no returns policies set up by the manufacturers in the formats, we're not going to touch it right now. It's just too risky," he continued.

Mail Order Sales Of Records Up During '79

NEW YORK — Consumer mail order purchases of records and tapes continued to increase in 1979 with a total of $478 million in sales according to a report recently issued by Maxwell Storge Co., Inc., the mail order business development, adver-
sising and consulting firm. The report also ranked records and tapes as the 10th largest mail order business in the nation, accounting for 13% of the $3.676 billion in total mail order purchases. The total mail order sales of records and tapes in 1979 represented an increase of 5.5% over 1978 figures.

Peter Pan Bows Its First $7.98 List LP

NEW YORK — Peter Pan Records has released its first "Swing" series of albums, a new children's album that features characters from the Sesame Street television program. The album is part of Peter Pan's Orange Blossom Series and carries a suggested list price of $7.98.

"Swing" and the single "Ten Cookies" will be supported by a national print advertising campaign beginning in December. Merchandising materials, in- cluding catalogs and interactive in-

store promotional records, will be made available to retailers through Peter Pan's network of independent distributors.
November 29, 1980

<table>
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<tr>
<th>Week 11/22</th>
<th>Chart</th>
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101. SEAWIND (A&M SP-4842) 7.98 7.98 
102. J. GEIL'S BAND (LP/SP, INC. (Gaithersburg MD 7242) 8.98 8.98 
103. ODORI (Bally Hi-Fi ARS 1941) 7.98 7.98 
104. FANTASTIC VOYAGE (EMI-CAPitol SB 2057) 7.98 8.98 
105. HELP YOURSELF (LARRY GATLIN & THE GATLIN BROTHERS BAND) (EMI-CAPitol SB 2057) 7.98 8.98 
106. 80/81 (Warner Bros. WB 3180) 110.5 110.5 
107. IN LIVING MEMORY (SONGSMAN LIVING MEMORY) 118.5 118.5 
108. MY TURN TO SHINE (THE STUDIOTRACKS (COLUMBIA SBZ 36746) 121.8 121.8 
109. WALK AWAY (D. Cash & 1200Whites-Columbia NBLP 2274) 9.8 9.8 
110. A MAUGLIA (EVAL (65-088)) 8.3 8.3 
111. IN THE HEAT OF THE NIGHT (Dixie Lilies GR 123) 114.2 114.2 
112. SEQUIL (Wendy Capri (Boardwalk WW 3672) 123.2 123.2 
113. HEAR ME ON THE ROAD (THE KINGS (ARISTA AL 6401)) 97.3 97.3 
114. LAMINATE ME (JOHNNY LEEMax)-Max 3288) 128.4 128.4 
115. DEFACE THE MUSIC (PAPA WIZARD) 79.7 79.7 
116. DARKROOM (EMI-CAPitol SBZ 36435) 120.7 120.7 
117. TAKING LIBERTIES (ELVIS COSTELLO (COLUMBIA SBZ 36366) 87.8 87.8 
118. MY LOVE FOR YOU (RANDY MUSGRAVE (EPIC N 36484) 124.5 124.5 
119. A MUSICAL AFFAIR (STANLEY CHAPIN) (Warner Bros. HS 3415) 115.5 115.5 
120. LOVE LIVES FOREVER (GEORGE MASON) (EMI-CAPitol SBZ 36591) 118.2 118.2 
121. TEXAS IN MY REAR (VIEW MIRROR (EMI-CAPitol NBLP 22739) 92.8 92.8 
122. MR. HANDS (COLUMBIA (COLUMBIA SBZ 36747)) 134.1 134.1 
123. TWENTYWINE WITH LENNY WHITE (EMI-CAPitol SBZ 36433) 127.6 127.6 
124. THE YEAR 2000 (EMI-CAPitol FS 46164) 108.1 108.1 
125. LA TOYA JACKSON (FOYD-14921) 125.7 125.7 
126. THE DAYS (CRYSTAL GAYLE (COLUMBIA SBZ 36519) 101.3 101.3 
127. POSH (ELECTRA RUSHEN (EMI-CAPitol EC 3302)) 94.1 94.1 
128. MORE SPECIALS (EMI-CAPitol SBZ 36432) 132.4 132.4 
129. THE DOORS (EMI-CAPitol GB 4707) 132.4 132.4 
130. THE DAY STRUCK BACK (EMI-CAPitol (EMI-CAPitol RB 24071) 105.2 105.2 
131. ORIGINAL SOUNDTRACK (CREDIT V-9471M) 9.4 9.4 
132. I'M NO HERO (CLIFF RICHARD (EMI-CAPitol SBZ 36435) 135.3 135.3 
133. THE AWAKENING (IN AFRICAN (COLUMBIA SBZ 36758) 150.3 150.3 
134. NURSE (THE ROCKERS (BAXTER SBZ 36759)) 141.4 141.4 

**ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)**

- **A2L 6401**
  - Sir CLARK
  - **B**
  - **C**
  - **D**
  - **E**
  - **F**
  - **G**
  - **H**
  - **I**
  - **J**
  - **K**
  - **L**
  - **M**
  - **N**
  - **O**
  - **P**
  - **Q**
  - **R**
  - **S**
  - **T**
  - **U**
  - **V**
  - **W**
  - **X**
  - **Y**
  - **Z**

**1077 ADAM'S COAT (ARISTA AL 6401)**

- **CATHOLIC BOY**
  - **THE LATE GREAT BETHANY (EMI-CAPitol SBZ 36641)**
  - **191ST CENTURY MAN**
  - **RODNEY FRANKLIN**
  - **BARTHA STREISAND'S GREATEST HITS VOL. 1**
  - **SWEAT BAND**
  - **10 YEARS OF GOLD**
  - **LIVE IN A SPRING**
  - **BARY SCHENK**
  - **I'M NOT STRANGE**
  - **GAMS I LOVE TO SING**
  - **BORN TO RUN**
  - **MINUTE BY MINUTE**
  - **STRANGER IN TOWN**
  - **HUMANS**
  - **TWO "B"S PLEASE**
  - **FAMILY**
  - **THE B-52'S**
  - **DEEP PURPLE**
  - **DARKNESS ON THE EDGE OF TOWN**
  - **TUSCANY AND THE ROYAL PURPLE**
  - **ANGEL ROSE**
  - **CONTRACTUAL OBLIGATION**

- **ROCKS**
  - **ROCKS**
  - **ROCKS**

- **ROCKS**
  - **ROCKS**
  - **ROCKS**
Teena Marie

Writer.
Producer.
Performer.

"I Need Your Lovin'"

The smash single
from her new album
"Irons In The Fire"

On Motown Records and Tapes.
A L I V E  T W O  R E C O R D  S E T

Produced by BILL SZYMczyK
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