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COUNTRY SINGLE

BEAUTIFUL YOU

The Oak Ridge Boys

MCA

COUNTRY SINGLES

WINELIGHT

Grover Washington, Jr.

Jazz

The Oak Ridge Boys

JAZZ

REJOICE

Shirley Caesar

MYTHR

GOSPEL

THE INTERNATIONAL MUSIC RECORD WEEKLY

VOLUME XLII - NUMBER 35 — January 24, 1981

EDITORIAL

Happy Birthday

Rarely is the music industry presented the opportunity to actively coordinate its segments, associations and members in support of an issue of general public import. But, toward the goal of establishing Martin Luther King, Jr.'s birthday, Jan. 15, as a national holiday, the music industry, led by Stevie Wonder, the Black Music Assn. (BMA) and the nation's black radio web, made positive work of such an opportunity for Washington, D.C. recently.

After all, it's only the tenth time since his death that a bill seeking to proclaim a King Holiday has been introduced in Congress without positive results. But this time, the access artists like Wonder and Ken Gamble have to media outlets has made the latest effort more available to the masses, to whom King waged his campaign for peace and harmony.

Collectively, those who emerged as the prime movers behind music industry efforts to push for the legislation have indicated that the show of support will not stop with the march in Washington D.C. Jan. 15. Taking an active role in writing letters to Congress and continuing to emphasize the meaning of King's philosophy for the masses will remain priorities until Congress acts positively on the issue.

Political and social consciousness is often a subject of the music manufactured by artists who want to express concern for prevailing issues; but this time, there was no allusion, no allegory employed. Industry members like Wonder, with the help of black radio and the BMA, have shown that grassroots efforts to express political and social consciousness lend substance and integrity to the music making craft.

NEWS HIGHLIGHTS

- Regulations governing radio broadcasting are liberalized by the FCC (page 9).

- MIDEM conference expected to draw huge attendance despite economic conditions (page 9).

- Cross, Wonder and Benson top all nominees in 23rd Grammy Awards (page 9).

- "Turn Back" by Toto and Phil Seymour's self-titled LP (new and developing artist) are the top Cash Box Album Picks (page 11).

- "Woman" by John Lennon and Billy Thorpe's "In My Room" (new and developing artist) are the top Cash Box Singles Picks (page 13).

TOP POP DEBUTS

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ALBUMS

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POP SINGLE

(Just Like) Starting Over

John Lennon

Geffen

B/C SINGLE

De-Lite/Phonogram

COUNTRY SINGLE

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Best Song
“Nine To Five”
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Q: What giggles, jiggles, glitters & glows in the...
NARM follows the sun to Florida for its convention in 1981. PLAN TO BE THERE! At the Convention? Yes! But more important, PLAN TO BE THERE when your industry emerges from the economic doldrums of the recent past into the warm sunshine of the future. PLAN TO BE THERE in 1982 and 1985, and 1989, when the planning you do today makes you an integral and successful part of that future.

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PLAN TO BE THERE when home video entertainment merges with home audio entertainment into one synthesized leisure time business.

PLAN TO BE THERE when creative tape packaging revolutionizes the merchandising of cassettes, the fastest growing of all industry product. PLAN TO BE THERE as bar coding of all records and tapes leads the way to professional effective inventory management.

AND PLAN TO BE THERE to reap the true benefits of the "Give the Gift of Music" campaign, through increased sales of records and tapes, as the consumer no longer sees giving the gift of music as a revolutionary new concept, but embraces it as part of a daily accepted, ingrained buying pattern.

PLAN TO BE THERE at the exciting 1981 Convention Business Sessions! They will deal with planning for the opportunities ahead. PLAN TO BE THERE when experts in dozens of fields of endeavor, examine, analyze and help you PLAN TO BE THERE, in the exciting future of the 1980's.

The energy and warmth of the Southern sun symbolizes the strength and optimism which guides the 1981 NARM Convention. PLAN TO BE THERE!

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Cash Box January 24, 1981

**FCC Liberalizes Regulations Covering Radio Broadcasters**

by Earl B. Abrams

WASHINGTON — The Federal Communications Commission (FCC) loosened its regulatory reins on radio stations last week, permitting broadcasters to specialize in their programming to meet market forces more directly. The FCC's action was taken with only one dissent, by Commissioner Tyronne Brown, the FCC's sole black member who is resigning shortly to return to private law practice. Brown, who up to the final vote had expressed general support for the liberalization move, voted nay when the majority declined to add a provision for local public interest programming on news and public affairs programs. The new order requires a licensee to serve the public interest by providing some coverage of local issues.

Essentially, the FCC dropped a number of requirements and guidelines that posed government-inspired directions on how broadcasters should conduct their affairs. It did not, however, remove any significant substantive regulations or policies, such as the fairness doctrine, equal time for political candidates, equal employment opportunities for minorities, etc.

The major step taken by the FCC dealt with the long-standing guidelines that, essentially, prevent radio stations from broadcasting for more than 15 minutes of commercial time each hour. In deleting this standard, the FCC ruled that market place forces should keep broadcasters from overcommercialization. Anyhow, the FCC said, most licensees don't follow these guidelines, but generally are much below those ceilings.

Non-entertainment Programming: The FCC also deleted the general policy that required a licensee to provide a percentage of non-entertainment programming during the broadcast day. This was 5% for AM stations and 6% for FM stations. In place, the FCC stated broadcasters can use their own judgment, but that excess broadcasters under the public interest standard are still responsible for presenting programming relevant to issues facing their community. This will, the FCC noted, permit more specialized programming.

MIDEM Will Draw Big Crowd Despite Economic Worries

by Richard Imamura

LOS ANGELES — Representatives of over 200 American companies are expected to attend the 15th annual MIDEM international convention in Cannes, France, Jan. 23-29. With the anticipated American contingent of 600-700, attendance at this year's convention is expected to equal 1986's total of 5,500 plus.

"We are expecting excellent participation from American companies this year," said John Nathan, MIDEM's U.S. representative. "The line-up of speakers and the scope of the breakdown of registrations have come later than normal. Considering the economic conditions today, I think many companies have left the decision to attend the last minute — checking their budgets and cash flow to make sure they can come. However, since the last three weeks have really picked up. In fact, in the last two days (Jan. 12-13), 14 companies have registered." This year's convention will once again...

Judge Denies Dismissal Bids In Goody Counterfeit Case

NEW YORK — Federal District Court Judge Thomas C. Platt denied all motions by the Sam Goody defense requesting dismissal of the indictment in its alleged counterfeit-recordings activity. The original indictment in February 1980 was superseded in November.

Judge Platt's 36-page Memorandum and Order, handed down Jan. 8, in U.S. Dist. Court, Brooklyn, upholds the three felony counts of interstate transportation of Stolen Property (ITSP), and a related felony charge of violation of the Racketeer Influenced Corrupt Organization (RICO) Statute.

In summary, the Court:
1. Denied the defendants' motion to dismiss the indictment on the ground that the government's alleged misuse of the Grand Jury process.
2. Denied the defendants' motion to dismiss the indictment on the ground that the government's alleged misuse of the Grand Jury process.
3. Denied the defendants' motion to dismiss the indictment on the ground that the government's alleged misuse of the Grand Jury process.
4. Denied the defendants' motion to dismiss the indictment on the ground that the government's alleged misuse of the Grand Jury process.
5. Denied the defendants' motion to dismiss the indictment on the ground that the government's alleged misuse of the Grand Jury process.

First Dismissal Motion

The defendants' first motion to dismiss was based on the theory that copyright infringement could not be a basis for an ITSP charge. On this theory, defendants asked for dismissals of counts 2, 3 and 4, which were charging ITSP, and count 1, the RICO charge, based upon the charges in counts 2, 3 and 4.

Defendants claimed that Title 18, U.S. Code 2318 (a misdemeanor), which prohibits the interstate transportation of counterfeit phonograph labels, preempts use of Title 18, U.S. Code counts 1, 2 and 3.
Mood Of '81 Winter CES Up As Attendance Tops 59,000

Industry Outlook Positive, Despite Recession
by Michael Glynn

LAS VEGAS — Despite the fact that the general economic recession will hurt certain sectors of the consumer electronics industry during 1980, the overall tone of the recent 1981 Consumer Electronics Show (CES) here Jan. 8-11 was decidedly upbeat. The four-day event, sponsored by the Electronic Industries Association, drew a record crowd of more than 50,000 attendees.

"With an estimated attendance of 59,245 for the four-day run, what can I tell you?" said Jack Weyman, senior vice president of the Don Zimmerman, president. The vastness of the show was overwhelming, and it felt like the Thursday through Sunday show format was a good one. I think we'll be extending that to all of our shows in the future.

Steve Traiman, executive director of the Recording Industry Assn., of America (RIAA), who represented the trade association at the jointly sponsored Retail Cross Merchandising Exhibit at the show, stated that the display was "probably the most successful example of audio and video software links to date" that the RIAA has staged with the EIA/CEG and the National Assn. of Recording Merchandisers (NARM).

"The exhibit showed how a record and video blaster can be merchandised together and the space given to us for the display (adjacent to the entrance of the Las Vegas Convention Center main floor) was indicative of the awareness on the part of the show's sponsors to the importance of these audio/video products," he added.

Although videodisc system displays clearly attracted the most attention on the floor of the Convention Center and announcements of new home video software titles at the Hilton Hotel commanded the lion's share of publicity, (Cash Box, Jan. 17), an increase in the number of specialty interest audio exhibits at the Las Vegas Jockey Club from 75 last year to 125 this year served to underscore the continuing prominence of audio at the show.

A number of new and/or upgraded micro and mini cassette decks, mini-component systems and cassette decks with built-in functions for ease in use in home recording were in abundance at the show, as were rack-mounted component systems and audio cassette decks with direct drive, auto search and new noise reduction features. Nearly all the new cassette deck models introduced were metal cassettes, signaling a significant industry move towards mass acceptance of metal cassette formulations.

Fisher, Aiwa and Panasonic all introduced their first micro cassette decks (Fisher's and Aiwa's with metal capability, after securing licensing of the micro technology patents from Olympus Co., Japan), and three tape manufacturers, including Sony, TDK and Aiwa, are slated to have micro cassettes on the market shortly.

Onkyo presented its single unit metal capable CX-70 audio cassette recorder — which replaces the equivalent of power amp, pre-amp, tuner and separate deck — at the show, marking further efforts on the part of major audio hardware manufacturers towards system integration.

New Cassette Decks
Several manufacturers bowed cassette decks with three head features and automatic operation functions, such as program selection, memory and transport control. Akai introduced a top of the line (continued on page 16)

Settlement Reached In Suit Against Bootleg T-Shirt Firm
by Marc Cetner

LOS ANGELES — In a major breakthrough in the fight against bootleg concert merchandising, Winterland Prod. and Winterland Prod. Inc. have agreed to drop their respective lawsuits against alleged bootleg T-shirt manufacturer Grand Illusion Design and principals Lawrence and Maxine Rice. The suits, heard in the District Court of the Northern District of Illinois, centered on alleged trade name and trademark violations, misappropriation of trademark publicity and unauthorized silk screen T-shirts.

The settlement, negotiated for Winterland and Kenny Rogers by attorney Eric Wurst of Nilsson, Robbins, Daigam, Berliner, Carlson and Wurst, permanently enjoins Grand Illusion and the Rices from printing or distributing any merchandise bearing the names, likenesses, logos or images of Kenny Rogers and the following Winterland clients: AC/DC, Aerosmith, Blue Oyster Cult, Cheap Trick, Chicago, Pablo Cruise, Def Leppard, The Doobie Brothers, Grateful Dead, Fleetwood Mac, Sammy Hagar, Heart, Journey, Frank Marino and Mahogany Rush, Ted Nugent, Tom Petty And The Heartbreakers, REO Speedwagon, Santana, Bob Seger, Michael Schenker, Scorpions and Bruce Springsteen.

All parties involved in the case agreed that additional terms of the settlement would not be revealed at this time.

The suit's settlement came as a result of 15 months of collaboration and investigation by the Leber-Krebs organization (managers of Ted Nugent, Aerosmith and AC/DC) and Winterland Prod. (major concert merchandisers), a six-month collaboration with Kenny Rogers Prod. and the ensuing court battle.

Raiders Bear Fruit

Much of the evidence for the cases came from the judicially sanctioned unannounced raid, search and inventory of the Grand Illusion warehouse on Sept. 6 (Cash Box, Sept. 20). The raid resulted in the discovery of silk screens, artwork and likenesses of Rogers and the various Winterland clients.

(continued on page 18)

Dr. Wolfgang Hix

Dr. Hix, Solleveld
Named To New Posts At Polygram

LOS ANGELES — Dr. Wolfgang Hix has been named to the post of president and chief executive officer of Polygram B.V./GmbH, succeeding Coen Solleveld.

Solleveld, meanwhile, was named to the Polygram Shareholders' Delegation, a body consisting of representatives of Philips of The Netherlands and Siemens of Germany, the Polygram Group's parent companies.

Solleveld was also named to the supervisor boards for Polygram GmbH of Germany and Polygram B.V. of The Netherlands.

Following the changes, effective Jan. 1, the management of the Dutch-German Polygram Group now consists of Dr. Hix as (continued on page 52)

For 15 years, Warner Bros. recording artist Rod "The Mod" Stewart has been one of rock music's most flamboyant and well publicized stars. Known as much for his jet set lifestyle as his exceptional talent, he has his own label, "Stardust," and as for his music, Stewart remains the classic example of the glamourous rock star.

However, his musical prowess and performing ability have never been upstaged by media attention. Possessing the classic rasp voice and the ability to pen thought provoking songs on self-awareness and the man/woman relationship, the rooster-crowed singer/songwriter has been a best selling artist since 1971's groundbreaking "Every Picture Tells A Story" LP and the smash single " Maggie May."

But the Rod Stewart story begins long before his early-70's success. Opting for a life with blues and R&B instead of as a soccer player, Stewart first rose to prominence as a singer with Long John Baldry's Hoochie Koochie Men in the mid-'60s.

In 1967, the Sam Cooke-influenced singer/songwriter that would acclaim him a member of the guard virtuoso Jeff Beck's band. Stewart recorded two albums with Beck, " Truth" and "Beck-Ola," but a clash in personalities left him with bassist Ron Wood to leave the temperamental guitarist's aggregation.

In 1969, Stewart and sidekick Wood formed The Faces. The rowdy five-piece outfit became one of the premier live bands of England in the early-'70s. Stewart had also managed to keep his solo career going simultaneously with Mercury Records, and his six albums with the label were highlighted by "Every Picture Tells A Story" and "Never A Dull Moment."

Stewart has kept sales momentum going since "Greatest Hits, Vol. 1 and 2," and his last few Warner Bros. records have featured such racy smash singles as "Da Ya Think I'm Sexy?" and "Tonight's The Night."

Stewart's new Polygram up-to 1977's "Footloose and Fancy Free LP" is "Foolish Behaviour," which has already gone gold. The Top 10 LP features the hit song "Passion," which, like its last few predecessors, has crossed over from pop to the B/C chart and illustrates the flashy artist's universal appeal.
**Reviews**

**HITS OUT OF THE BOX**

**TURN BACK** — Toto — Columbia FC 35613 — Producers: Geoff Workman and Toto — List: 8.98 — Bar Coded

With each successive album, Toto has taken a different path. The band has used elements of folk rock, progressive rock, and power rock, while maintaining a sense of unity and melody. The latest album, "Turn Back," is a mix of styles that is both familiar and new. The opening track, "Leaving Home," is a beautiful民谣, and "Of All the People" is a beautiful ballad. The band's signature sound is still present, but there is a new energy and sense of adventure. A must-listen for Toto fans and anyone who appreciates a well-crafted album.

**ALBUMS**

**SOUND AFFECTS** — The Jam — Polydor PD-1-6315 — Producers: Vic Coppersmith-Heaven and The Jam — List: 7.98

The Jam's latest album, "Sounded Affecks," is a departure from their usual style. The band has moved away from their punk roots and incorporated more elements of pop and rock. The result is a diverse album that showcases the band's versatility. The opening track, "Just Like Heaven," is a stunning ballad, while "The Middle" is a driving rock song. The album is a testament to the band's enduring talent and creativity.

**REVIEW**

**WHAT'S IN A NAME** — Henry Gross — Capitol ST-12113 — Producers: Bobby Colomby — List: 7.98 — Bar Coded

Henry Gross has released his latest album, "What's In A Name," and it's a treat for fans of his unique style. The album is a mix of soft rock and Country, with a strong focus on melody and harmony. The opening track, "Losing My Mind," is a beautiful ballad, while "The Longest Day" is a driving rock song. Overall, the album is a testament to Gross's talent as a songwriter and vocalist.

**PHIL SEYMOUR** — Boardwalk FW 36995 — Producers: Richard Podolor — List: 8.98 — Bar Coded

This album, "Phil Seymour," is a departure from his usual style. The band has moved away from their usual style and incorporated more elements of pop and rock. The result is a diverse album that showcases the band's versatility. The opening track, "Just Like Heaven," is a stunning ballad, while "The Middle" is a driving rock song. The album is a testament to the band's enduring talent and creativity.

**NEW AND DEVELOPING ARTISTS**

**COGNAC AND BOLOGNA** — Doug And The Slugs — RCA AFL-3887 — Producers: Doug And The Slugs — List: 7.98

Look out, here comes the second band of the year, Doug And The Slugs. This group of crazies has been the toast of Canada for some time, and deservedly so. Released early last year, the album is a testament to their talent and creativity. The band's music is a mix of punk and rock, with a strong focus on melody and harmony. The opening track, "Losing My Mind," is a beautiful ballad, while "The Longest Day" is a driving rock song. Overall, the album is a testament to the band's talent as a songwriter and vocalist.

**CALL IT WHAT YOU WANT** — Bill Summers — MCA MCA-5176 — Producers: Bill Summers — List: 7.98

This well-traveled composér/performer first gained notice with his band, Herbie Hancock's Headhunters, but has since gone on to create his own unique style. The album is a testament to his talent as a songwriter and vocalist. The opening track, "Losing My Mind," is a beautiful ballad, while "The Longest Day" is a driving rock song. Overall, the album is a testament to the band's talent as a songwriter and vocalist.

**THE SECOND ALBUM** — Casablanca NLBP 7248 — Producers: Jai Winding — List: 8.98

AOR missed the plane last time out with this LA-based trio. They did put out the classic AOR/pop single of the year with "I Could Be Good For You." Let's hope it doesn't happen this time around, as this band has really been on their game. The album is a testament to their talent as a songwriter and vocalist. The opening track, "Losing My Mind," is a beautiful ballad, while "The Longest Day" is a driving rock song. Overall, the album is a testament to the band's talent as a songwriter and vocalist.

**SHARRON REDD** — Prelude PRL 12181 — Producers: Larry Lester and Rodney Brown — List: 7.98

Fans of light, danceable R&B and the Chic sound should jump on the Prelude debut by East Coast thrush Sharron Redd. Redd has a strong, emotional voice that shines in the mellow mode, exemplified by "You Stayed On My Mind," but really comes into its own on driving dance tracks like "Try My Love On For Size" and "You Got My Love." A fine horn section and studio band complement her saucy vocals beautifully.

**FEATURE PICKS**

**THE LADY IN THE FOUNTAIN** — MCA MCA-5176 — Producers: Bill Summers — List: 7.98

Little Phil delivers the goods on his debut for Boardwalk. The album is a testament to his talent as a songwriter and vocalist. The opening track, "Losing My Mind," is a beautiful ballad, while "The Longest Day" is a driving rock song. Overall, the album is a testament to the band's talent as a songwriter and vocalist.
Sweat Band

The Sweat Band, the second act on George Clinton's Uncle Jam label, may be the most inclusive of the Funk family, but the band members — Carl ‘Butch’ Smail, Maceo Parker and Joel ‘Razor Sharp’ Johnson — are no strangers to the funk scene. As Smail explained: 'The Sweat Band is basically a derivation of Bootsy's Rubber Band, and we've been somewhat low-key, always in the studio, but now it's time for us to come out and let the world see what's happening with us.'

‘Sweat Band,’ the group's LP produced by ‘that great Madhouse producer, Allen Milham,’ is built on contributed bass, guitar, and drums and vocal support, is a high-charting starter for Uncle Jam, currently bolstering at #18 on the Cash Box B/C album chart; while the single, "Freak To Freak," is bolstered at #20 on the B/C singles chart.

Each group member has a long musical history. Parker was born in North Carolina and picked up the sax as a child. He joined James Brown's JB's in 1964 and, with hits for Army service (1965-1967) and a stretch leading his own band, Maceo And All The King's Men (1970-1972), was with the band through three albums and such classics as 'Out Of Sight,' 'Cold Sweat,' 'There Was A Time,' 'I Got The Feelin',' 'Get On The Good Foot,' 'The Payback' and 'Puiza.

Parker next joined fellow Brown veteran Bootsy Collins as bassie and MO of Bootsy's Rubber Band. This brought him together with keyboardist Joel ‘Razor Sharp’ Johnson. Originally from Baltimore, Johnson was a classically trained former child prodigy whose background also included work with the theatrical funk outfit Madhouse. When the band appeared as opening act for a local P Funk show, Bootsy invited Johnson to join his Rubber Band. He also performed with the Brides of Funkadelic and P-Funk.

Curt ‘Rubber’ Smail was born and raised in Detroit, where he started playing drums at age eight. He went straight from high school into the Undisputed Truth’s stage band, which later became local group Legacy. He then toured with the Dramatics and from there became heavily involved in studio work, writing and producing for artists as the Dramatics, Enchantment, Four Tops, Shirley Caesar and Johnny Taylor, doing over 20 albums for this group, demos, TV and radio jingles and commer-
cials. As he says, ‘When it comes to Detroit drums, I'm the man.’

‘Sweat Band’ took almost a year to record,” says Small, “the sessions were done from August to November 1979 and mixed in May 1980. At the same time, we were working on Bootsy's ‘Ultra Wave’ and Parliament's ‘Trombopulation,’ as well as the next albums by Funkadelic and the Brides. All of our material was specifically designed and cut for the Sweat Band, although 'Freak To Freak' was almost too long to be on the album.

‘With this album, we wanted to show our talents as musicians who are also writers and vocalists,’ says Small, who they do in line style fashion in the group ‘Instrumentals Plus Space’ and Maceo's showpiece, ‘Love Munch.’

For the success of the album and single, Sweat Band is now preparing for a five-month U.S. tour with Bootsy and P-Funk, along the under the name: 'The New Breed Revue.' Six more musicians were added to the basic trio.

Stewart Named April-Blackwood, CBS Songs Head

NEW YORK — Michael Stewart has been named president of April-Blackwood Music and CBS Songs. This is the first time the publishing group has been headed by a president. Previously April-Blackwood was part of the CBS Records Group while CBS Songs was part of Columbia Records International. The domestic and foreign units will now have one head, as part of the Columbia Records Group, with offices in New York, Los Angeles, Nashville and around the world.

Stewart's top priority will be to encourage a greater interchange of ideas and material both between the domestic and foreign arenas. Toward this end he is engaged in creating a new creative and professional staff. He has appointed Ron Seeliveld, former head of Intersong Music-London, to supervise the exchange of ideas between April-Blackwood and CBS Songs. Stewart is based in Los Angeles, but will be in New York regularly and will travel worldwide for regular meetings with inter-

INTERNATIONAL ARTIST PROFILE

ABBA: Swedish Pop Quartet Breaking Every Sales Record

by Richard Imamura

LOS ANGELES — In a world full of raging rock stars, crooning cowboys and syrupy piano ballads, the thought that the hottest selling recording group in history could be an unpretentious quartet from Sweden seems farfetched at best. Nevertheless, this is exactly the case with ABBA, the group whose name is an acronym formed from the names of its members — Agnetha Fältskog, Bjorn Ulvaeus, Benny Andersson and Anni-Frid (Frida) Lyngstad.

Starting with the song 'Waterloo,' which took the top honors at the 1974 Eurovision contest and introduced the group to the world outside of Sweden, ABBA's infectious sound — featuring the soaring harmonies of Fältskog and Lyngstad over the catchy melodies composed by Ulvaeus and Andersson — has accounted for sales of over 150 million records on the international market. Indeed, Ulvaeus and Andersson have both been in English and Spanish instead of the members' native Swedish, and the tale is nothing short of phenomenal. The group's progress from a local band on Stockholm-based Polar Records in the '60s to the most popular group in the world today is based on their ability to catch on in just six years, with the momentum continuing to build.

Melody The Key

"I really can't say for sure why we have become so popular," says Ulvaeus, "but I think the main reason is that there's something as unique as a good melody. Also, there must be something attractive in the sound, especially the girls' voices and the music.

"The girls are naturals, but it was really just a coincidence that they would sound so good together. When it comes to production, Benny (Andersson) and I have listened to a lot of producers over the years. We used to listen to Phil Specter in the old days, Brian Wilson, of course, and a lot of others.

"The ABBA sound had its beginnings in 1974 when Ulvaeus joined the Polar label with his own popular local band. Ulvaeus was later joined on the label by Andersson, and they soon began recording together. Ulvaeus started writing the lyrics for their tunes. Fältskog and Lyngstad, both popular solo artists in Scan-
danavia, took a joint interest in the group. In late-'60s, and the sound that would eventually catapult ABBA to international fame was its final stage of development.

"Paul McCartney and John Lennon were the main reason Benny and I started writing at all," Ulvaeus explains. "Before The Beatles, there used to be composers, songwriter, who wrote for singing artists. But the artists themselves, they never used to have the final say as to what was done. All of a sudden, this group came up from nowhere, and they write their own songs. Then we said to ourselves up in this corner of the world, 'If they can do it, maybe we can do it, as well.'

So that's when we started.

"It's hard to put our music in a category because it's such a mixture of a lot of things," Ulvaeus adds. "When it comes to writing, Benny and I have our roots in Europe, but we also have roots in the States. We've listened to a lot of European music, which has a strong emphasis on the melody, and we've also listened to a lot of rock and R&B. But we also have a mixture of a lot of influences, but if I had to say something, I guess it would be 'pop.' That's as close as I can get.

Pop or whatever, the ABBA sound has captured much of the world — with the garl-

Michael Stewart

Benny Andersson, Agnetha Fältskog, Frida Lyngstad and Bjorn Ulvaeus.
REVIEWS

NEW AND DEVELOPING ARTISTS

BILLY THORPE (Elettra E-47091)
In My Room (5:18) (Rock of Ages Music Co./The Grand Pasha Publisher/Blackwood Music Inc. — BMI) (B. Thorpe) (Producer: S. Prolific)

Aussie Thorpe veers briefly from the intergalactic concept themes that cover his ’721st Century Man’ LP to deliver this melodic teen pop/rock fantasy. While the only nod to Beach Boy Brian Wilson’s classic of the same name is the layered harmonies that dot the track, Thorpe adds his own ringing guitar and country/rock floridities.

KEITH SYKES (Backstreet/MCA-MCA 51051)
Makin’ It Before They Got Married (3:57) (Keith Sykes Music — BMI) (K. Sykes) (Producer: J. Stas)

Fans of Rockpile and contemporary pop/rockabilly should find the latest from Sykes “I’m Not Strange, I’m Just Like You” LP right up their alley. Sykes relies more on an easy, mid-tempo pace here than Rockpile and others of that ilk, with background harmonies compensating for an all-out guitar attack.

MICHAEL DES BARRES (Dreamland DL 108)

Des Barres possesses a highly dramatic vocal style, developed during his years with Detective and Silverhead, that is nicely complemented by Mike Chapman’s resounding production work on this pop/rock number from “I’m Only Human” LP.

CHRIS MONTAN (20th Century-Fox TC-2480)

A breezy second single from the “Any Minute Now” LP, this mid-tempo romp from Meatloaf comparisons to James Taylor’s lighter work, both in quality and vocal approach. The harmonica and horn additions underline the summery feel of the song with the swaying piano.

WHITESNAKE (Mirage WGT 3709)
Ain’t No Love In The Heart Of The City (3:51) (MCA Music, a div. of MCA, Inc. — ASCAP) (Price, Walsh) (Producer: Martin Birch)

The excitement generated by the crowd from this cut on the LP “Live... In The Heart Of The City,” from the tour in support of Desolation Rose, has David Coverdale’s vocals to the thunderous finish, makes this blues/rock ballad by Whitesnake something truly out of the ordinary.

MELISSA MANCHESTER AND PEBBO BRAYSON (Arista AS 0587)
Lovers After All (3:44) (Rumianick Picklewoks Music — BMI/Leon Ware Music — ASCAP) (M. Manchester, L. Ware) (Producer: S. Buckingham)

Peabo Bryson sure gets around. Hot on the heels of his LP with Roberta Flack this coming pair with Manchester from the “For The Working Girl” LP. The Gentleman of Soul and Melissa are nicely backed by a George Benson-like instrumental on this sure-fire crossover effort.

WILSON PICKETT (EMI America 8070)
Ain’t Gonna Give You No More (3:55) (Ezza Music Publishing Inc. — BMI) (W. Pickett, J. Lane) (Producer: J. Lane)

It’s no coincidence that Pickett’s new LP is called “Right Track.” The man who made “Midnight Hour” into a soul classic digs out the vocal grit, even if the instruments are a bit watery.

TAVARES (Capitol 4969)

Strings sweep the listener into the latest track from Tavares, found on the “Love Uprising” LP, as the brothers’ five-part harmony is showcased to full effect, with a horn complement.

MAURICE STARR (RCA PB-12161)
Dance To The Funky Groove (3:30) (Boston International Music Co. — ASCAP) (M. Starr, J. Jonzon) (Producer: M. Starr, J. Jonzon)

Starr puts it all in a groove that should bring Instant Funk’s “I Got My Mind Made Up” to mind. Funk merges with a disco type party effect (i.e. whistles, heavy kick drum, etc.) in a real dance-a-thon for B/C, clubs and dance lists.

THE TOWNSEPEOPLE (Boardwalk WSB 5704)
Sweetheaven (2:53) (Famous Music — ASCAP) (H. Nilsson)

No, the Townsepeople aren’t Neil Bogart’s sequel to the Village People, but instead the congregation from Popeye’s home of Sweetheaven singing their national anthem. The result is almost as hilarious as the VPs, though.

ROBERT WINTERS & FALL (Buddah BDA 624)

In the best tradition of soul balladeering, Winter’s vocals are a blend of strength and suppleness on this exceptional single. More than equal to the latest R&B/pop hits by The Manhattans and Ray, Goodman & Brown.

HITS OUT OF THE BOX

LEO SAYER (Warner Bros. WBS 4957)
Living In A Fantasy (3:50) (Rare Blue Music Inc. — ASCAP/ATV Music Corp. — BMI) (L. Sayer, A. Tanrey) (Producer: A. Tanrey)

ABMROSIA (Full Moon/Warner Bros. FMS 49654)

DON McLEAN (Millenium JH-11799)

SISTERS SLEDGE (Cotillion 46007)

AL STEWART (Arista AS 0585)
Running Man (3:35) (Frabzool Music/Approximate Music/ Lobster Music — BMI) (A. Stewart, P. White) (Producers: A. Stewart, C. Desmond)

Cash Box January 24, 1981
WEA Intl Posts 10% Sales Gain
NEW YORK — WEA International’s 1980 year-end net sales figures, in dollars worldwide, increased 10% over net sales in 1979, according to company president Nessen Ertegun.

Ertegun stated that “the costs of doing business have spiraled in all facets of this industry, from signings to manufacturing to the most basic of promotions. These costs far outweigh the price increases we have had to pass on to the consumer. We continue to be hurt by the plagues of piracy and hometaping, although great strides are now being made as the industry awakens to combat these forces.”

“Despite all the indicators of recession in the music industry, WEA International has been able to maintain its sales growth. This growth, while smaller than that of previous years, is still in my opinion a strong success, and one which indicates not only the correctness of our prudent adjustments to the economic climate, but also the fact that the record business will continue to survive the hardest of times.”

Ertegun said the increase was aided by strong fourth quarter sales by such artists as AC/DC, the Eagles, Donna Summer, Jackson Browne, Bette Midler, Fleetwood Mac, George Benson, Paul Simon, Van Halen and Yes. “They must also acknowledge a sad truth,” he added. “The tragic loss of John Lennon has spurred an unprecedented response from consumers around the world.

Another area of growth in 1980 was the formation of new affiliate companies in Ireland, Zambia and Zimbabwe. A.

Centralization Stressed As Polygram Records Revamps Marketing Team
NEW YORK — In what is expected to be the start of a series of announcements about departmental centralizing and restructuring, Polygram Records, Inc., has realigned its marketing department. Heading the department, with the title of senior vice president, marketing director, Polygram Records, Inc., will be Lou Simon. Simon, who was formerly senior vice president, product development, Polygram Records, Inc., will continue to report to Bob Sherwood, executive vice president and general manager of the company.

In making the announcement, Sherwood commented, “Lou has been a mainstay of Phonogram Inc./Mercury for years and there are few marketing executives in the record business today who can match both his knowledge of the business and his expertise in this extremely important function. "Our objective in the marketing area was to strengthen the organization while, at the same time, maintain vital continuity. I feel we have accomplished this through promotions, relocations, and by increasing responsibilities in many cases. All of the key positions have now been filled within Polygram. Our next priority is to establish a larger base in Nashville.

As part of the restructuring of the marketing department, Sherwood also announced the promotion of Len Epand, former director of publicity, Polygram (continued on page 18).
LIEBERMAN’S “HELPFUL HINTS” — “The new year is generally a good time to reflect on your successes and failures of the previous one and to start making decisions on how to improve business during 1981,” says Joe Maita, Lieberman’s One-Stop salesman in Portland. “While it’s true that expressed economic conditions have affected most everyone’s business, this should not deter you from making improvements in your store’s operation which will help generate a profit.” Upon reflection, here are some of Maita’s ideas worth consideration:

1. **In-store appearance is very important.** It’s amazing what something as simple as dusting the bins and sweeping the floor can do for business. It’s very important to make a customer’s stay in the store as pleasant as possible so they will feel good about returning. The first impression must be a positive one.

2. **In-store merchandising and promotions are of importance.** In order to attract a consumer, it is essential to make current and creative displays of saleable product in a highly visible area of your store. In-store airplay is also extremely important. A store’s personality may easily be judged by a first time customer by what is on the turntable. It’s important to play the hits in-store, however, by actively working records by lesser known artists and selling them to people seeking new music, not only do the artists develop a cult following, but more importantly, your store will do as well. Program music to your audience, much in the same way a radio station does.

3. **A store may also want to try a promotion in cooperation with other neighborhood businesses.** Two good examples would be to sell a film soundtrack for a dollar off when a customer presents a ticket stub from a local theatre showing the movie, or a dollar off “Making Movies” by Dire Straits when you’re presented a receipt from a camera shop. And such promotion will help improve the store’s visibility and image throughout the community and also attract new people to the store or people who perhaps haven’t purchased a record for a while.

4. **Next we come to accessories, and home taping is a fact of life in the record business.** Blank tapes should be sold at a reasonable price, and tapes should be sold at a reasonable price, and should be sold at a reasonable price.

MUSIC FOR ANYONE — ANYTIME — The holiday season is here, and the festivities will be in full swing. As the store manager for Warner Bros., would like to suggest to all retail stores this holiday season an in-store “Gift of Music” section year round. This section would highlight the records that continuously sell. No matter what kind of music it is, this would be a natural area to place it. With the holidays, people will be purchasing gifts and music is a great gift idea. With the holidays, people will be purchasing gifts and music is a great gift idea. With the holidays, people will be purchasing gifts and music is a great gift idea. With the holidays, people will be purchasing gifts and music is a great gift idea. With the holidays, people will be purchasing gifts and music is a great gift idea.

HOTZ IS HOT — “I have seen the rock ‘n roll future, and its name is Jim Hotz,” exclaimed Jerry Cowles, an employee of Wilcox Records in Oklahoma City. If the label sounds familiar to Springsteen fans, it is testimony to Anderson’s dedication to Hotz, a local musician whose talents are the first to eclipse Steve’s worship of “The Boss.” Describing Hotz’s album, “Beyond the Crystal Sea” on Vision Records, Wilcox employees call it a combination of Pink Floyd and The Eagles. Sales have accumulated accordingly.

AND THE WINNER IS — Memorex congratulates Calvin Allen of Sears and Bill Taylor of Pickwick for winning a recent CLIO award nomination for a 60-second Sears/Memorex radio spot. The nominaions for the prestigious CLIO, the ad industry’s “Oscar,” went to Pickwick (maker of Memorex products in Sears outlets) and Pickwick copywriter Steve Seifert. The Sears/Memorex spot was tabbed a finalist out of nearly 13,000 worldwide entries.

FOR QUICK COVERAGE — Send items and photos for What’s In-Store to Cash Box, 6363 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.
FCC Liberalizes Regulations Covering Radio Broadcasters

(continued from page 9)

ing in areas where a number of stations are in operation. According to the same lines, the FCC withdrew what had become detailed instructions on how a broadcaster should ascertain community needs. The only requirement left is a provision that the FCC should keep a public file of from five to 10 local issues and the programming that is in response to them.

Logging Deleted

Finally, this action deleted a long-standing requirement that called for each broadcaster to maintain a log of items broadcast. In place of the log, the Commission now endorses what is called the "metrical of deregulation" into reality. Commissioner James H. Quello called the move a "step in the right direction," and Commissioner Abbott Washburn expressed the hope that the FCC's "infatuation with deregulation - won't prevent us from looking for the imperfections and uncertainties in this (order) when it comes back to us on reconsideration." And Commissioner Karlfs called a pending a reconsideration statement that was not to be issued until later, presumably would express the hope that broadcasters won't use the new freedom to overlook the public interest and the coverage of local issues, sentiments he expressed at the public meeting before the vote.

Appeal Planned

At week's end, the Media Access Group of the United Church of Christ filed an appeal of the record decision in the U.S. Supreme Court. The appeal brings into Washington. Other appeals by public interest groups are expected. Legally, however, requests for recon

Polygram Restructures Marketing Department

(continued from page 14)

Records West, to the newly created position of vice president, press and promotions. Polygram Records, Inc. Espanol has relocated from Los Angeles to company headquarters there. Also promoted to vice presidential positions were Mick Brown, vice president, marketing, west coast, Polygram Records, Inc., who was formerly director, A&R, Phonogram/Mercury, Inc. — and Bill Levy, vice president, creative services, who was formerly director, creative services, Polygram Records, Inc.

Scherwood added that other people being named to new positions are: Jim Lewis, vice president, marketing, west coast, Polygram Records, Inc., who was formerly director, A&R, Phonogram/Mercury, Inc. — and Bill Levy, vice president, creative services, who was formerly director, creative services, Polygram Records, Inc.

Stew Rod Stewart Gets Gold

LOS ANGELES — "Foolish Behavior," the current LP by Warner Bros. recording artist Rod Stewart, was recently certificated gold by the RIAA.

sideration must be filed and acted upon at the FCC before a court proceeding commences.

Broadcasters generally were favorable to the FCC move. Vincent T. Walsiwick, president of the National Assn. of Broadcasters (NAB), called it "a turning point in the history of broadcast regulation." And he added, "It recognizes that most rules and paperwork heaped on radio over the years are unnecessary, financially burdensome and do not serve the public interest."

Abe Voron, executive vice president of the National Radio Broadcasters Association (NRBA), called the move "a step in the right direction." But, he added, "It's sort of a mixed bag. The deletions are good, but it's not the greatest thing that's happened to radio in the last 50 years." He expressed fear of the interpretations of FCC references to management of radio stations in making decisions may take years because they involve subjective determinations.

RIA A Certified 269

Gold, Platinum In '80

NEW YORK — A total of 269 records were certified gold and platinum by the RIAA in 1980. Of those, 112 records, and 73 singles were given for 65 LPs and three singles, and 201 gold awards for 159 LPs and 42 singles. Among the artists who received gold and platinum records were Rod Stewart, who received three platinum LP and two gold single awards, more than any other artist, and Columbia Records, which won the honor for three LP and three gold LP awards, more than any other label.

No actual comparison with 1979 awards is offered in this report because of the release qualification delay in effect since July 1, 1979, was modified to 60 days on March 4, 1980.

According to the 1980 certification highlights were: a record nine gold soundtracks/ori-
cinal cast albums with three platinum gold-drown albums; with two adding platinum; and the first combined 7-inch and 12-inch gold single, awarded to Barbra Streisand and Don McLean's "No More Tears (Enough Is Enough)."

Three artists besides Rogers were awarded gold and platinum records: Van Halen, Boys, Billy Joel, and AC/DC, who also added two platinum awards. Two platinum album singles were: "Funkytown" by Lipps, Inc. on Casablanca: "Take Your Time (Do It Right)" by The S.O.S. Band on Tabu; and "Another One Bites the Dust" by Queen on Elektra/Asylum.

Certification on platinum records, for which only recordings released on or after Jan. 1, 1976, are eligible, is a minimum sale of two million copies of a single, or one million copies of an LP or tape. Gold record certification is available for recordings of one million singles or 500,000 tapes.

AGAC Posts Schedule For Jan. Rap Sessions

NEW YORK — The American Guild of Authors and Composers (AGAC) evening ASK-A-PRO rap sessions held at Uncle Lulu begins the new 1981 Business. Guests for the month will be Mike Millius, professional manager for MCA Music, on Jan. 20; and Joel Diamond, producer for Atlantic, Thursday; and Fred Howard, on Jan. 27.

ASK-A-PRO is held every Tuesday night in the new offices of AGAC, 170 East 42nd Street, starting at 8 p.m. The sessions are hosted by songwriter Jonathan Hoffman. For more information, call AGAC at (212) 27-L8633.

THIS MUSIC OF BUSINESS — Dick Grilly will take Solar Records to Elektra. — It is expected that Ray Carrol's R.F.C. Label and Warner Bros. will sign a pact with Atlantic Records. — Look for ex-Atlantic staffer Lauren Siliciano to replace Mitch Fox as head of Swan Song's U.S. operation. — Izzy Azoff has signed Stevie Nicks to a management pact. — Labels execs fear that Bette Davis may remove her "intarsia" portion from the new line of "intarsia"-formatted stations. — Exporters will be hobbled by the news that MCA has put a $36.98 price tag on the domestic Buddy Holly six-record set, about two thirds the price of its European counterpart.

The Ramones have yet to pick a producer for their next album, they've got an LP's worth of material ready, with such impending classics as "She's A Sensa-
tion," and "The KKK Took My Baby Away." Capitol will reportedly release "The Songs Lennon AND McCarthey Gave Away" featuring Maclen material performed by Cilla Black, Peter and Gordon, Billy J. Kramer, etc. — Paul Simon and Art Garfunkel are planning a reunion. The two spent Christmas palavering in Mon-
treux. — Arista has signed Bram Tchaikovsky. — The producers of the acclaimed rock/revue Steak, having pulled out of Private's, are looking for a downtown venue. Siro has set a Feb. 26 release date for the long-awaited David Byrne/Brian Eno LP, "My Life In The Bush Of Ghosts." — The next Kid Creole album, "The Everlasting," is working its way into a working life. "Fresh Fruit From Foreign Places." — David Bowie is back in town to remix the soundtrack to D.A. Pennebaker's film of his 73 "farewell" performance in London. — Atlantic is now signing "groups" of soul sound of the '60s, has formed Gerim Records at 2170 South Michigan, the Chess Records address that the Stones immortalized. — The Van Zants keep coming. AT1 booking has signed Jacksonville, featuring Jimmy Van Zant. — The Pretenders next single will be a Chrisye Hynde composition called "Message Of Love." — Ambition Records is having John Luongo remix "Love All Over The Place," by Rubba Lou and the Highballs, from its "Declaration Of Independents" LP, and try for a dance club breakout. The tune, which sounds like The Vultures "Rattlin' Bones," by Georgia Holland, further establishes Kenny "Black Heart Records" Lagana as one of our premier "son-of-Brill-Building" producers, right up there with Richard Perry, Ritchie Cordell and Jimmy Herring.

STILL RUNNING — After he finishes up the Foreigner LP, Mutl Lange will produce the next Del Leppard. — After they finish with the second S. O. S. LP, their LP will record their next LP in France. —Ex-
Double Brother Jeff "Skunk" Baxter has signed with CBS with the next album by Nazareth, who now feature ex-Spirit John Lock-

Schatz on guitar. The LP is called "Full Circle." — The next Marshall Tucker Band album will be called "Dedicated." — The rhythm section is going to stay the same on both Kid Creole and Lou Reed have embarked on solo projects. — The backup band for the Garland Jeffreys tour will be the Rumour. — Irving Plaza will present a reunion of punk-prototypes the Dictators on Feb. 7. — "Kog Nito and the Two Buildings" will perform "At Home." — "Right To Be Weird," are must listening for Springsteen fans, will be at the Lone Star on Jan. 22. — Look for an upcoming benefit at the Other End, featuring the likes of John Sebastian, to be held for club owner Paul Kolby, who was robbed at gun-

point of $8,000. — aaron fuchs

Stewart To Have BC Songs, April-Blackwood

(continued from page 12)

national publishing heads and their creative staffs.

Stewart observes that "a strong, song- oriented professional "with one largest as the ally of the A&R man and producer." He plans to make strong efforts to place his company's songs with as many artists and labels in different territories as possible.

From a business standpoint, Stewart notes, "We are our own profit center. We plan to become very competitive with the major publishers worldwide."

Prior to joining April-Blackwood, Stewart was founder of Intermod Music and, earlier, headed the United Artists group of publishing companies.

JAKE'S AT KENNY'S — New York rock legend Allen "Jake" Jacobs recently made a rare appearance at Greenwich Club wth his group Jake and the Family Jewels. Jacobs is pictured above, second from right.

Photo by Mona Del Greco

Cash Box/January 24, 1981
LARRY NEAL — We were saddened to learn of the passing of critic, playwright, poet, author and teacher Larry Neal, who died of a heart attack while visiting Colgate University in Hamilton, New York on June 12. Neal was known for his love of the jazz community as a critic and listener whose work had appeared in Ebony, The New York Times, NYC Jazz, Parisian Review, Black World and other scholarly and general interest publications. At the time of his death, Neal was preparing a new book on Max Roach with autobiography. Active also in the theater, Neal had been associated with Amiri Baraka's Black Arts Theater in the '60s and authored several plays. He was also the author of two volumes of poetry, Black Boogaloo, and Hoodoo Holier Than Ghosts. A man of keen insight, his love for jazz afforded the music community a dedicated defender and spokesman.

THIS THAT AND THE OTHER — Records ain't the only thing being marketed with the jazz fan in mind: two calendars have recently been issued for the jazz buff. The first is the World Jazz Calendar of Festivals and Events, which includes 507 countries and highlights contests and conventions published by the International Jazz Federation Inc., 1697 Broadway, Suite 1203, New York, N.Y. 10019. The second, "Tom in Jazz History," calendar researched and assembled by Vince Danca. The calendar notes historic events and birthdays for every day of the year and can be ordered from Daybreak Express Records in Brooklyn.

Another associated item, published who put jazz books on the shelf for Christmas are those items which did as well or better than expected. Mindy Marshall of St. Martin's Press reports strong sales of Max Roach's action, especially in New York, on Max Gordon's Live At the Village Vanguard and Marcia Birch of Penguin Books notes that the new paperback edition of Charles Mingus' Beneath the Underdog is selling well. runaway hit last Christmas was "temp, wasn't marketable." Sources, including Susan Williams, say that Len Lyon's The 101 Best Jazz Albums is a steady seller. "We've had a hard time filling orders," says Marshall, "and the fact that the Jazz publications paid attention to the book helped us reach our target market." After a long hunt, the New York Public Theater has decided on a producer for its "New Musics at the Public" program. Public Theater impresario Joseph Papp told Cash Box that he expects the program to present broader, more contemporary fare under new director Nancy Weiss. Weiss commented that she plans "a series of projects, not necessarily special events, for the New Musics at the Public" tie in, but will resume in March.

RECORDS RECORDS RECORDS — Capitol Records has inked a distribution deal with New York-based Accord Records. The indie's initial releases will be fusion oriented jazz, though Capitol's Lee Smith indicated that Accord's roster will also include R&B and rock items. "Other indie action has been new releases from various labels, including AAJ. A record deal with the "American Jazz Recordings" label for the Public's first concerts was announced by the Public Theater. The Public's efforts have released "Tokyo Concert," a jazz LP by pianist John Coates, Jr., and "Still Water," a trio led by saxophonist Lee Leahey. Spring releases include Warner Bros. albums by Randy Crawford, David Sanborn and Stephane Grappelli with David Grisman, Buddy's Sutra label will have Hampton, Noland and Gordon Brisker albums.

SWING ME NO WALTZES — Sir Roland Hanna — Storyville SLP 4018 — Producer: Rone Oxman — List: 8.93

The solo setting has always been familiar territory for Hanna, so the relaxed warmth of this album should come as no surprise. What is surprising is Hanna's consistency; his rolling left hand and right hand mandolin incorporate the history of jazz piano into every piece, and slow originals like "Some Kind of Folk Song," "Free Spirit-Free Style" and "Lullabye for Cedric" are prime examples of his thinking, probing, feeling character.

ELECTRIC SONATA FOR SOULS LOVED BY NATURE — 1980 — George Russell Sextet — Soulope SN 1009 — Producer: Giovanni Bonandini — List: 11.93

A committee of jazzmen and audiophiles, George Russell continues to affect jazz 20 years after opening the Lydia mode to jazz improvisation. Here he reworks his "Electrosonata" with a new sextet featuring Lee Simon, J. F. Clark and Keith Copeland. The result is warmer and more varied, with the leader's organ a steady underpinning throughout. Challenging music for folks with big ears.

HUMANIMAL — Jerry Chardonnens, Leon Francioli, and Radu Mallati — Hat Hut HH TRo — Producer: Jerry Chardonnens — List: 9.98

Percussion need not be limited to the drums, and drummer Jerry Chardonnens prod bassist Leon Francioli and trebassist Radu Mallati into exploring the more explorative textural qualities of their own instruments. This is an impressionistic journey, recorded with care and clarity.
WMOT, TEC Tie Operations

LOS ANGELES — The assets of WMOT Enterprises, Inc., and the San Francisco-based Television Employees' Craft Union Local 166, TEC, were sold at a bankruptcy auction last month. The winning bidder was a jointventure led by TEC and a group of investors, including the parent of the television station that WMOT operates in Los Angeles. The sale will allow WMOT to continue broadcasting in Los Angeles.

The sale was necessary after WMOT was forced to file for bankruptcy protection in September due to a cash flow crisis. The station has struggled to find sufficient revenue to pay its debts.

The sale will allow WMOT to continue broadcasting in Los Angeles.

AFM, Producers Enter Interim Pact To Resolve Strike

(continued from page 9)

to enter a formal contract was not included.

“As far as home video markets are concerned, we have agreed to meet later and discuss the terms and conditions of an original product to the home video market,” commented Fuentebella.

The producers would agree to a meeting on a pay for home video market which would be scheduled, commenting that “it is too soon to try and set a meeting on that issue. We are talking to the AFM right now.”

The producers' unwillingness to the issue of residuals for work supplied to commercial TV and feature film, and their reluctance to set a deadline for negotiations on home video market residuals were major circumstances leading to the ‘no agreement’ status which began last July 31 when the union’s contract with producers terminated.

Writers would be offered to the on-going - who agreed to include existing residuals and initiate new lawsuits against other infringers.

The parties are being to the proceeding of protecting our artists and their mechanism at every concert from this time on,” said the statement.

In response to the offer of the Kenney Rogers Prod. and Winterland Prod. suits, Grand Illusion, through its attorney, Jerry Perlman, said, “The settlement agreement reached was a fair and equitably compromised disposition, in light of the complex issues raised in this case.”

CBS, Kat Family Pact

CBS – CBS Family Records has formed a pressing and distribution agreement with Kat Family Records of Atlanta, Ga. The joint announcement was made by Walter Veltmeyer, CBS Records Intl., and Joel Katz, president of Kat Family Records.

For the purposes of the agreement, CBS will manufacture and distribute Kat Family product in the United States, with foreign distribution arrangements soon to be negotiated.

Fuentebella said the tentative pact, which will be mailed to AMF members, covers pay increases for all areas covered by the current contract, including time and residual pay for TV film and residual pay from supplemental programs, including music video, and video disk and cassette programming drawn from TV and feature film material.

The union president declined to discuss details of the agreement pending review by AMF members.

WASHINGTON, D.C. — The 10th District has been the focal point of the current debate over the fate of the Bush administration's proposed budget. The District, which includes parts of the District of Columbia and Maryland, has been a key player in the budget negotiations, as it has been for many years. The current budget battle, however, has been marked by increased tensions between the District and the federal government. The District has been trying to hold its ground in the negotiations, as it has done in the past, but has been facing increased pressure from the federal government to accept a lower budget. The District has been particularly concerned about the impact of the proposed budget on its residents, as it has on the residents of the other districts in the federal government. The District has been trying to hold its ground in the negotiations, as it has done in the past, but has been facing increased pressure from the federal government to accept a lower budget. The District has been particularly concerned about the impact of the proposed budget on its residents, as it has on the residents of the other districts in the federal government. The District has been trying to hold its ground in the negotiations, as it has done in the past, but has been facing increased pressure from the federal government to accept a lower budget. The District has been particularly concerned about the impact of the proposed budget on its residents, as it has on the residents of the other districts in the federal government.
computerized cassette deck, model GX-1000, which was dubbed its first mini cassette system with metal capability. Op- tonics introduced its new RT-605S high performance cassette deck with seven tape compartments for record and playback functions and inputs for FM receiver and turntable. The Optonics unit also provides extended frequency response and dubbing and editing features. Although the model may now be too basic for the average home viewer, it undoubtedly cause some concern in the record industry. Search and scan functions were also prevalent in a number of cassette decks presented at the Winter CES. Sanyo bowed its new SR-445 deck, which features an Automatic Music Select System, at a suggested list price of under $200. Sansui introduced three new model cassette decks, one of which, the D-550M unit, features new technology in tape tension control and modulation noise reduction.

The trend in audio components presented at the show were towards increasing automation of functions and ease of operation. There was also a heavy con- cern with "Hi-Fi" and "audiophile" audio compo- nents, as Akai was just one manufacturer to expand its mini-component line with its UC-3 and UC- systems.

Dealers at the show noted that while high-volume purchases of videocassette recorders may have fallen during the recessionary period, the low and middle end units have dropped off, perhaps separating the audiophile and non-audiophile markets, which was distinctly different than ever before. However, manufacturers are responding to the non-audiophile's pressing needs for ease of operation and "good looks" with new selling strategies. Marketing campaign ad-veris- tings suggest such slogans as Sony's "Get Your Life To Music" and U.S. Pioneer's "Hi-Fi For The Eye," underscore this new direction, as Marketing, Merch Programs Bowed By Vid Software Firms

LAS VEGAS — Although a great deal of the buzz at press conferences given by home video software manufacturers at the 1981 Winter CES expectedly revolved around new product releases, they did not completely eclipse new title introductions, which were plentiful. Additionally, certain companies, including Harman-Kardon, Video, CBS Video Enterprises (MGM/CBS Home Video), Columbia Pictures Home Entertain- ment and Walt Disney Home Video, stressed other sales promotions or marketing and merchandising support programs, as well as titles.

Below is a list of some of the major home software firms and their current schedules announced at the CES.

Columbia Pictures Home Entertainment Columbia Pictures Home Entertainment introduced eight new promotional aids. In addition to a new four- color glossy catalog of titles that will be available for pickup in February, the firm made special note of a number of point of purchase items currently being distributed for in-home merchandising purposes. Among the items are pamphlets that in- clude titles and information; counter cards; car- mobiles highlighting the companies best-selling titles; and stickers identifying retailers as authorized Columbia dealers; and theatrical posters featuring Chinese Encounters: The Third Kind — The Special Edition, The China Syndrome, Chapter Two and Midnight Express. Spring videocassette releases will include California Suite and five other titles, while the same film will be released in the las- der disc format with nine more titles to be an- nounced. Vice president and general manager Steve Schiller announced a tem- porary suspension of the company's rental program.

Magnetic Video

The big news from Magnetic Video was the release of 9 To 5 and The Stunt Man, which begins a general policy of issuing first run film titles acquired by the firm for videocassettes 10 weeks to 90 days after theatrical release (Cash Box, Jan. 17, 1980). But dealers might be interested to note that Mag Video's Winter '81 promotion for CES will last until Jan. 31. Under the promotion, prices have been reduced from $59.95 to $49.95 on 12 of the company's top-selling titles.

Datsun Home Video

At a press conference Jan. 8 at Caesar's Palace, Paramount vice president and chief operating officer Reg Childs announced the release of nine new titles, including Airplane!, Friday the 13th, Urban Cowboy, The Hunter, Rough Cut, Coast To Coast, Breaking Glass, Barefoot In The Park and a two-launch version of The Sting. Childs said the company would like to increase its distributor base in '81 from 15 to 20 or 25 and launder their rental surcharge program by saying it has "fostered growth" rather than restricting it. They also are in the process of expanding their consumer marketing program and to that end in- troduced a number of point of purchase display aids, including three-ring binder product catalog, 32-page mini-catalog, in- cluded in every Paramount release; 23½"x3½" mobile displays; new line of movie posters and "Great Scenes.

Dates for '81 Summer, '82 Winter Shows Set

LAS VEGAS — The Electronic Industries Assn./Consumer Electronics Group has scheduled the 1981 Summer Consumer Electronics Show (CES) for May 20 through June 3 at McCormick Place, McCormick Inn and the Pick Congress Hotel in Chicago. Pre- registration for the event has already begun. The 1982 Winter CES is slated to take place from Jan. 7 through Jan. 10, 1982 in Las Vegas.

Paramount Home Video

At a press conference Jan. 6 at Caesar's Palace on behalf of Paramount, chief operating officer Reg Childs announced the release of nine new titles, including Airplane!, Friday the 13th, Urban Cowboy, The Hunter, Rough Cut, Coast To Coast, Breaking Glass, Barefoot In The Park and a two-launch version of The Sting. Childs said the company would like to increase its distributor base in '81 from 15 to 20 or 25 and launder their rental surcharge program by saying it has "fostered growth" rather than restricting it. They also are in the process of expanding their consumer marketing program and to that end in- troduced a number of point of purchase display aids, including three-ring binder product catalog, 32-page mini-catalog, in- cluded in every Paramount release; 23½"x3½" mobile displays; new line of movie posters and "Great Scenes.
1981 Winter CES

Consumer Audio Companies Seek New Marketing Angles

LAS VEGAS — In comparison to the overflow audience that attended the video conference on the morning prior, the slim turnout of dealers and industry representatives gathered for the 1981 Winter CES Audio Conference Jan. 10 underscored, on at least one level, the backlash that audio has been forced to take to video at recent consumer electronics shows.

Plagued by lagging sales and dwindling consumer interest in many lower and middle-end hi-fi component lines and hit hard by the economic recession, many manufacturers have been forced to redirect their marketing campaigns to stress such features as “ease of operation” and intracable connections and mini systems (see CES wrap-up story).

However, while the audio industry has been overwhelmed by the rapid pace of advancements in video technology of late, manufacturer representatives at the conference were emphatic that the audio business has not peaked out and suggested that further developments in the area of digital systems and the integration of audio and video in home entertainment systems could spell a healthy resurgence in the industry.

Following the keynote speech of conference chairman Maynard Ratliff, president of Consumer Products Co., in a discussion of "CBS Video, Soundworks Plan Video Series"

LOS ANGELES — A series of live music video programs featuring CBS recording artists is slated to be produced by CBS Video Enterprises (CVE) at the Soundworks/Studio 54 facility in New York.

The shows, which are planned for pay cable TV as well as video cassette and videodisc release, will be recorded live in digital stereo during videotaping. Soundworks and Grand Slam Entertainment, both headed by Charles M. Benanly and Alan Ramer, are set to produce.

Although specifics on CBS artists to be featured in the series have not been released, production will begin later this year, and Jock McLean, director of musical programming for CVE, will work closely with Soundworks as executive producer.

CVE Video Enterprises and Soundworks plan to use a number of venues in the New York area as sites for the live recordings and taping. The programs will be recorded with Soundworks’s state-of-the-art audio and video equipment, including four one-inch kagami cameras. All pre- and post-production work will be done at the Soundworks Studios facilities.

Several of Soundworks’s production projects have included Steely Dan’s "Gauchos" LP and the video program James Brown — Live At Studio 54, which will be released for television syndication later this year.

the marriage of audio and video at the retail level, panelist David Karron of Fisher Corp. predicted that the audio-video marriage would reach the point where the audio and video conferences will be merged into "just one conference within the next few years."

During a discussion of the question as to whether retailers will handle fewer lines with the trend towards pre-packaged products. A panelist noted that "pre-packaged systems have historically been of lower quality, ... and offer lower profit margins for the dealer" as a reason why dealers won’t abandon many lines, while Paul Foschino of Technics defended pre-packaged lines by noting that they are "an easier choice for the consumer," adding that "we tend to scare off the consumer" too often by adding new and often complex components that baffle the average buyer.

Foschino played industry advocate in a discussion of new technology and PCM audio, noting that the consumer audio industry is "the only industry that is able to consistently offer the consumer new products for less money" that previous models, pointing out that presently available are "tape decks which are able to reproduce the sound of the discs almost perfectly."

Responding directly to the question of PCM audio, Peter Dyke of Toshiba America, Inc. pointed out that while "there is very little to deal with" right now in true digital audio, he added that the digital technology "is coming, but it’s not here yet."

AR’s Horowitz likened the audio electronics industry to the automobile industry, saying that "there is a consumer segment that have is that they “can add on to their systems” at a later point, which is also an advantage to the industry."

Technics’ Foschino concurred by Dyke by saying that digital, at this point, "only fills the needs of the professional," but added that "this can be filtered down to the consumer."

As long as that on the panel, he stressed that "new innovations in technology serve to keep the industry alive ... making it more exciting."

RCA To Distribute 11 James Bond Videodiscs

LOS ANGELES — RCA and United Artists have reached an agreement for release of 11 James Bond films by RCA on its Selection videodisc.

The 11 films include Dr. No; From Russia With Love; Goldfinger; Thunderball; You Only Live Twice; On Her Majesty’s Secret Service; Diamonds Are Forever; Live and Let Die; The Man With The Golden Gun; The Spy Who Loved Me; and Moonraker.

Marketing, Merch Programs Bowed By Vid Software Firms

booklets, and newly created lightbox display simulating TV screen. Unlike Mag Video, their stressed that the company will maintain a nine-month delay period after theatrical release before issuing videocassette.

Warner Home Video

Warner announced just prior to the show that it is releasing seven new film titles, including Magnum Force, One Trick Pony, Tom Horn, Honeysuckle Rose, Oh God Book II, Caddyshack and The Space Movie, as well as new video music releases Rod Stewart/Live At The Los Angeles Forum, Fleetwood Mac/Documentary and Live Concert and Gary Numan/The Touring Principle (Cash Box, Dec. 17, 1980). Dealers should be alerted to the fact that payment terms are available at 60 days or can be as favorable as net 75 days, but never less than 45 days, according to Wea Corp., distributor of Warner Home Video product.

MCA Videocassette

MCA announced the release of two new titles, Xanadu and Smokey & The Bandit II. The company has also recently linked a licensing deal with Fotomat and a major direct mail campaign for MCA product via the chain should begin in February.

MGM/CEC Home Video

MGM/CBS has added Fame, Oklahoma, Carny, Treasure Island, Cruising and The Black Stallion to its home video line. According to the firm, of the 100 titles, as well as Lorimar’s Being There, starring Peter Sellers. The firm is launching its new CBS News Collector series with Thunderfoot Unveils Marketing Program

LAS VEGAS — Thunderfoot Engineering, makers of the GS-3 glass speaker stand and newly introduced solid steel angled stand, promoted its complete dealer marketing plan at the recent 1981 Winter CES here. Packaging of all speaker stand product is in-four-color, with the steel stands being cased for mass merchandising.

Point-of-purchase merchandising materials include display racks, posters, buttons, brochures and tent cards at no charge with minimum orders. Seasonal and regional postcards are included in shipping, utilizing key marketed development money to reach consumers and provide salesman’s incentives and contests. The 10 model Thunderfoot stand series offers the retailer up to 50% gross profit margins on low retail prices of $219.5 or less. Thunderfoot is located at 915 N. Mansfield Ave., Los Angeles, Calif. 90038.

New World Pacts With Warner Home Video

LAS VEGAS — Warner Home Video, a division of Warner Communications Inc., has completed a worldwide licensing agreement with New World Pictures for the distribution of nine films for the home video market.

The initial package of nine motion picture pictures to be released this month include Federico Fellini’s Amarcord, Ingmar Bergman’s Cries & Whispers, and Francois Truffaut’s Small Change. In addition, other New World pictures included in the agreement are Big Bad Mama, Humansoids From The Deep, World of the Big Bird Cage, Too Hot To Handle and Death Race 2000. The entire package of nine films will be released in both Beta and VHS configurations.

CEP VIDEO CONFERENCE SRCO — A packed house attended the 1981 Winter Consumer Electronics Show (CES) Video Conference Jan. 9 in the Gold Room of the Las Vegas Convention Center, Conference chairman Richard F. O’Brien, executive vice president of U.S. JVC Corp., is pictured here giving the keynote address prior to the panel discussion.

Great Figures In History: John F. Kennedy. At the show, CBS Video Enterprises sponsored a “Go With The Stars Sweepstakes” promotion for CES participants. First prize was a MCM/CBS Home Video catalog; second prize of five videocassettes was awarded to 10 recipients.

Media Home Entertainment

Media bowed seven new titles at the show, including The Wacker Man, Fade To Black, Roller Boogie, Last House On The Left, King Fram and Can You Do It Till You Need Glasses?

Video Communications, Inc.

VCI introduced the video industry’s first line of religious/inspirational videocassette series at CES. Initial titles include the Pat Boone film The Cross and The Switchblade, based on the life of inner city pastor David Wilkerson; The Greatest! Heroes of The Bible Series, the Life of Christ series; In Search of Noah’s Ark; and Saul and David. 150 more titles are presently planned for the series. VCI also debuted new promotional aids and items, such as a “New Release Sheet,” promotional flyers, “Video Screen” newsletter and several new point of purchase merchandising pieces.

Walt Disney Home Video

Disney, recently filling suit against VCI, Video Station affiliated stores for non-compliance with its rental program, balanced that hard-nosed approach with a “two for one” licensing promotion for its rental program to peak dealer interest (Cash Box, Jan. 17, 1980).

Within the past two months, 700 dealers have joined the program, according to Disney officers. Of those, between 30-40% are participating in both the rental and sales programs.

20 Cash Box/January 24, 1981
Radio Displays Mixed Reaction To FCC Deregulation Decision

by Mark Albert

LOS ANGELES — Broadcasters' immediate reaction to the 6-1 decision by the Federal Communications Commission (FCC) to remove several regulatory restraints on radio has been mixed, with the reaction varying by region.

While most broadcasters considered the ruling a "positive" step in the right direction, many were quick to warn that the decision was "moderate," without clearly defining certain issues that will still fuel controversy in the coming weeks.

The FCC repealed specific maximum limits on commercials and minimum per program, stations were running far less commercial time than what the FCC had previously established as a maximum requirement.

"We were allowed to run up to 18 minutes of commercials per hour, but we've reduced from 12 to 10 minutes on our AOR (average)," said Fred Schuster, who has been president of Boston Broadcasting's KFMB (Q105) in San Diego. "I think the reason they did it was to give the stations more flexibility in their programming.

"It's been a big change, but it's been gradual," Schuster said. "We've been able to reduce our commercial time without having to make any major changes in our programming."

Crazy LADIES

AC/Tacoma, WA

Raechel Fauser, 36, was named director of programming at WDCY/Chesapeake, VA, after previously serving as the station's music director for three years.

Fauser has been with the station since 1992 and has been involved in various aspects of the station's programming, including music selection and production.

"I am excited to be joining the staff of WDCY and look forward to bringing new ideas to the station," Fauser said in a statement.

In other changes, WDCY has also announced the hiring of a new assistant music director and promotions manager.

"We are thrilled to have Raechel on board, and we are excited about the new additions to our team," said station owner Marty Smith.

Radio Displays Mixed Reaction To FCC Deregulation Decision

LOS ANGELES — With a Republican administration moving into office this week, changes in personnel and philosophical direction are expected as the FCC shifts into high gear under the leadership of the Federal Communications Commission (FCC).

One change has already occurred, as FCC Commissioner Tyrone Brown, a Democrat appointed by President Carter, announced his resignation, effective Jan. 31. Brown had been named to fill out an unexpired term in 1977.

The seven-member Commission already has another vacancy, as James Quello's seven-year term expires on June 30. It has been speculated, however, that with Brown's resignation, Quello, who is also a Democrat, will be nominated to fill the vacancy.

The first six months of President Reagan's term will see two other vacancies, as Commissioners Charles Ferris is expected to resign within three months and senior Republican Robert E. Lee has already said that he will retire when his term expires on June 30.
OUTLAWS • GHOST RIDERS • ARISTA

# 9 MOST ACTIVE

OUTLAWS: Moderate to fair in all regions.

THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA

# 6 MOST ACTIVE

The Alan Parsons Project: Fair to good in all regions.

THE POLICE • ZENYATTA MONDATTA • A&M

# 7 MOST ACTIVE

The Police: Moderate to fair in all regions.

QUEEN • THE GAME • ELECTRA

# 7 MOST ADDDED

Queen: Fair to weak in all regions.

REO SPEEDWAGON • HI INFIDELITY • EPIC

# 4 MOST ACTIVE

Rolling Stones: Weak to fair in all regions.

52 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA

# 1 MOST ADDED

Rockpile: Fair to weak in all regions.

SHOES • TONGUE TWISTER • ELEKTRA

# 4 MOST ADDED

Shoes: Fair to weak in all regions.

TALKING HEADS • REMAIN IN LIGHT • SIRE

# 5 MOST ADDED

Talking Heads: Fair to weak in all regions.
**LAST WEEK WEEKS ON CHART**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Just Like&quot;</td>
<td>Starting Over</td>
<td>13</td>
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<td>2</td>
<td>&quot;The Tide Is High&quot;</td>
<td>Blondie</td>
<td>11</td>
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<td>3</td>
<td>&quot;Lady&quot;</td>
<td>Kenny Rogers</td>
<td>17</td>
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<tr>
<td>4</td>
<td>&quot;Love on the Rocks&quot;</td>
<td>Neil Diamond</td>
<td>13</td>
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<td>5</td>
<td>&quot;Celebration&quot;</td>
<td>KoOL &amp; the Gang</td>
<td>13</td>
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<td>6</td>
<td>&quot;Hungry Heart&quot;</td>
<td>Brandy Springsteen</td>
<td>12</td>
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<td>7</td>
<td>&quot;Passion&quot;</td>
<td>Rod Stewart</td>
<td>10</td>
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<td>8</td>
<td>&quot;Guilty&quot;</td>
<td>Barbra Streisand &amp; Barry Gibb</td>
<td>13</td>
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<td>9</td>
<td>&quot;Every Woman in the World&quot;</td>
<td>Air Supply</td>
<td>14</td>
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<td>10</td>
<td>&quot;Hit Me With Your Best Shot&quot;</td>
<td>Pat Benatar</td>
<td>17</td>
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<td>11</td>
<td>&quot;More Than I Can Say&quot;</td>
<td>Leo Sayer</td>
<td>18</td>
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<td>12</td>
<td>&quot;I Love a Rainy Night&quot;</td>
<td>Eddy Rabbitt</td>
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<td>13</td>
<td>&quot;De Do Do Do De Da Da Da&quot;</td>
<td>The Police</td>
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<td>14</td>
<td>&quot;Tell It Like It Is&quot;</td>
<td>Heart</td>
<td>10</td>
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<td>15</td>
<td>&quot;Hey Nineteen&quot;</td>
<td>Steely Dan</td>
<td>9</td>
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<td>16</td>
<td>&quot;9 to 5&quot;</td>
<td>Dolly Parton</td>
<td>8</td>
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<tr>
<td>17</td>
<td>&quot;Same Old Lang Syne&quot;</td>
<td>Dan Fogelberg</td>
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<td>18</td>
<td>&quot;It's My Turn&quot;</td>
<td>Diana Ross</td>
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<td>19</td>
<td>&quot;I Made It Through the Night&quot;</td>
<td>Barry Manilow</td>
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<td>20</td>
<td>&quot;Time Is Time&quot;</td>
<td>Andy Gibb</td>
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<td>21</td>
<td>&quot;Miss Sun&quot;</td>
<td>Boz Scaggs</td>
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<td>22</td>
<td>&quot;Giving It Up for Your Love&quot;</td>
<td>Delbert McClinton</td>
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<td>23</td>
<td>&quot;Keep On Loving You&quot;</td>
<td>Reo Speedwagon</td>
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<td>24</td>
<td>&quot;One Step Closer&quot;</td>
<td>The Doobie Brothers</td>
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<td>25</td>
<td>&quot;Together&quot;</td>
<td>Tierra</td>
<td>12</td>
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<td>26</td>
<td>&quot;Another One Bites the Dust&quot;</td>
<td>Queen</td>
<td>24</td>
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<td>27</td>
<td>&quot;Suddenly&quot;</td>
<td>Olivia Newton-John &amp; Cliff Richard</td>
<td>15</td>
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<td>28</td>
<td>&quot;I Ain't Gonna Stand for It&quot;</td>
<td>Steve Wonder</td>
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<td>29</td>
<td>&quot;He Can't Love You&quot;</td>
<td>Michael Stanley Band</td>
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<tr>
<td>30</td>
<td>&quot;The Winner Takes It All&quot;</td>
<td>Abba</td>
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<td>&quot;9-5&quot;</td>
<td>Dolly Parton</td>
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<td>&quot;Smoky Mountain Rain&quot;</td>
<td>Ronnie Milsap</td>
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<td>&quot;Crying&quot;</td>
<td>Don McLean</td>
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<td>&quot;Kiss on My List&quot;</td>
<td>Hall &amp; Oates</td>
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<td>5</td>
<td>&quot;Guitar Man&quot;</td>
<td>Elvis Presley</td>
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**RCA's THE '81 CHARTS**

- **Top 100 Singles**
- **Cash Box**
- **Hit Bound**
- **Prime Mover**
- **Cash Smash**
53 49 COLD LOVE DONNA SUMMER 8 ADDS: WJZS, KJKS, KOPA 30 To 25, WBEN-FM 25 To 31, WHYY 26 To 21, KFMD Ex To 25, KMJK 24 To 18, WMC-FM 24 To 20, WSQA 17 To 14, WNOE 16 To 10. SALES: In the West and Midwest. Fast in the East and South.

52 50 WHO'S MAKING LOVE BLUES BROTHERS JUMPS: WBEN-FM 29 To 25, WHYY 26 To 22, WTKX 31 To 28, WBKO 24 To 20, WJSX Ex To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: Moderate in the East and Midwest. Fair in the West and South.

51 51 GIRLS CAN GET IT DR. HOOK 13 ADDS: WBEN-FM 29 To 25, WHYY 26 To 22, WJSX Ex To 20, WAYS 28 To 24, WBKO 24 To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: Good in the Midwest. Fair in all other regions.

53 53 THEME FROM THE DUDES OF HAZZARD WAYLON 20 ADDS: WJZS, KJKS, JB 105, WJSX, KFJ, JUMPS: 96X To 19, WDRO Ex To 18, WBEN-FM 39 To 35, Y103 Ex To 36, KFMD Ex To 29, KJ RB 27 To 24, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: In the West and Midwest. Fair in the East and South.

52 52 EVERYBODY'S GOT TO LEARN SOMETIME THE KORGIS 16 ADDS: WBEN-FM 29 To 25, WHYY 26 To 22, WJSX Ex To 20, WAYS 28 To 24, WBKO 24 To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: In the West and Midwest. Fair in all other regions.

51 51 TURN THE WANDERER DONNA SUMMER 19 ADDS: WBEN-FM 29 To 25, WHYY 26 To 22, WJSX Ex To 20, WAYS 28 To 24, WBKO 24 To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: In the West and Midwest. Fair in all other regions.

48 48 I NEED YOUR LOVIN' TEENA MARIE 10 ADDS: WBEN-FM 29 To 25, WHYY 26 To 22, WJSX Ex To 20, WAYS 28 To 24, WBKO 24 To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: Good in the West. Weak in all other regions.

47 47 WHIP IT DEV O 22 ADDS: WJZS, KJKS, JB 105, WJSX, KFJ, JUMPS: 96X To 19, WDRO Ex To 18, WBEN-FM 39 To 35, Y103 Ex To 36, KFMD Ex To 29, KJ RB 27 To 24, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: Good in the Midwest. Fair in all other regions.

46 46 YOU'VE LOST THAT LOVING FEELING DARYL HALL & JOHN OATES 18 ADDS: WBEN-FM 29 To 25, WHYY 26 To 22, WJSX Ex To 20, WAYS 28 To 24, WBKO 24 To 20, WSGN 28 To 23, WANS 38 To 34, JB 105 27 To 23, KMJK-FM Ex To 29, KENO 21 To 18, KJ RB 27 To 24, WBSO Ex To 28, 293 30 To 27, WSPF 26 To 20, WAPE Ex To 22. SALES: Breakouts in all regions.
Don Gant Leaves Tree, Forms Own Publishing Firm
by Jennifer Bohler

NASHVILLE — After five years with Tree in-
ternational, Gant will set up his own publishing com-
pany to form Don Gant Enterprises, parent company to his publishing interests,
which include BMI and Golden Bridge Music (ASCAP).

Gant, formerly Tree's senior vice presi-
dent, actually left the company in Decem-
ber after the long-planned and previously announced
formation of his company, located at
1225 16th Ave. South.

Gant refused to discuss his ideas of hav-
ing his own firm, Gant told Cash Box. "First of all, I want to say that I love Tree: it was a really
good place to be and I had a lot of success together.
But I've always felt that I might have a little
more freedom to do things with my own company.
I have ideas that sometimes other people
do not go along with, and when you're working for someone, you're pretty
much working their ideas rather than your own.
I have ideas that I want to try, so,
consequently, here we are."

Gant and company are currently negoti-
ing with several songwriters, new
as well as established. Said Gant,
"Anybody that can write a good song, we
will do business with. It doesn't mean that
specific songwriters at the moment, stating
that an announcement would follow in the
near future.

The 20-year music veteran spent the
time between resigning Tree and formally
announcing his company negotiating
for publishing contracts with some
of the prominent songwriters that has parted with Siegel Music in Germany.
Agreements are also pending in Japan
and Australia.

International Awareness
"It's become very obvious that the future
is not just in what we're doing in Nashville," Gant
said. "What's important is how we
communicate with the industry throughout
the world. I want this company to be as
much a part of this country as it is aware of the industry in Los Angeles and
Nashville.

Gant began his music career at AuDell
Rose in Nashville, where he handled professional
management duties and
produced artists like Mickey Newbury, Sue
Thompson, Roy Orbison, Don Gibson, Roy
Acuff, John D. Loudermilk, the Newbeats,
Gove and Leona Williams. This position led
him to the role of A&R with Records' Nashville
branch, during which time he produced Jimmy Buffet, Leffy Friz-
ponder, Leroy and Delbert
McClinton to the industry.

The staff of Don Gant Enterprises
includes Chris Dodson, who will serve as the
company's professional manager, as well
as assist Gant in the creative development
of writers, Kim Lee, who will serve in the
domestic duties involving copyright admin-
istration and accounting for the firm;
and Jimmy Gant, who will handle the
company's tape library.

Brandwood Studio
Opens in Nashville

NASHVILLE — Brandwood Recording
is a new recording studio that
officially opened at 4206 Lone Oak Rd. here.

The studio's first major project will be an
album by Hew Haw's Archie Campbell.

Before going into business for himself,
Fleetwood served as Joe Stampley's band
arranger and composer, and is credited with
composing the Moe Bandy/ Joe Stampley
"Just Good Of Boys."
<table>
<thead>
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<th>No.</th>
<th>Album</th>
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<th>Album</th>
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<td>JOHN ANDERSON</td>
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<td>38</td>
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<td>39</td>
<td>75</td>
<td>JOHN ANDERSON</td>
<td>2</td>
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</table>

**Country Hits**

- **41** LARRY LONGBOTTOM (Columbia 3C-6783)
- **15** ENCORE (Columbia 3C-6781)
- **25** URBAN COWBOY II ORIGINAL SOUNDTRACK (Warner Bros. BSK-3446)
- **28** THE BEST OF EDDIE RABBITT EDDIE RABBITT (Reprise-6-235)
- **20** MY HOMES IN ALABAMA ALABAMA (RCA ACH 1-3644)
- **17** MUSIC MAN WAYLON JENNINGS (RCA ACH 1-3902)
- **14** I BELIEVE IN YOU LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 3C-6782)
- **10** ENCORE MICKEY GILLEY (Epic)
BEAUTIFUL YOU

A BEAUTIFUL #1 SINGLE
BY A BEAUTIFUL GROUP
FROM THEIR GOLD ALBUM

THE OAK RIDGE BOYS

Y'ALL COME BACK SALOON
DO-2093

ROOM SERVICE
AY-1065

HAVE ARRIVED
AA-1135

GREATEST HITS
MCA-5150

MCA RECORDS
©1981 MCA RECORDS, INC.
A NEW DIMENSION FOR PRICE — Executives at Dimension Records in Nashville won't give an official nod yet, but it's an apparent that Ray Price, who has been with Monument Records for so long, will be making a move to Dimension. And speaking of moves, that label will soon be moving out of the Paron Young Building to the Mt. Juliet (Tennessee) area, where label head Ken Stills owns a building that houses his other business interests. A spokesman for Dimension dissolved their jointly owned corporation, Owea Publishing, We hear there is still some confusion as to the status of that company. Basically, Owea simply does not exist at this time. Parton's publishing interests are with Velvet Apple Music (BMI) and Song Yard Music (ASCAP); while Wagoner's business is conducted through Porter Music Company (BMI) and W&N Music (ASCAP). All four companies are managed by Carla Scarborough and housed in the same building.
Don Boyles Named General Manager Of Viacom's WKHK-FM In New York

NASHVILLE — Don Boyles has been appointed general manager of Viacom radio station WKHK-FM, New York (formerly jazz station WRR). The appointment was announced by AI Greenfield, president of the radio division of Viacom International, Inc.

Boyles comes to WKHK-FM from WSUN, Tampa-St. Petersburg, where he was general manager since 1976. Prior to that, Boyles was general sales manager of the station from 1974-76. Before joining WSUN, Boyles was general manager of KCNW and KXOO/Tulsa and general sales manager of WYDE/Birmingham.

In making the announcement, Greenfield said, "Without a doubt, the change of format to country at WKHK is one of the more significant events for the Viacom Radio Division. In Don Boyles, we have found experience and enthusiasm. We feel he is the ideal candidate for the task of making WKHK a major factor in the nation's number one radio market."

A Challenge

Boyles said, "This has to be one of the most exciting challenges in broadcasting at this time. New York in itself is a remarkable market, and its enthusiastic reaction to the country stereo phenomenon is most exciting."

Don Boyles, courageously, are not going to disguise the format with middle-of-the-road pop hits. We're playing pure country music, and the initial response is unbelievably positive."

Viacom owns seven other radio stations in five markets, including WWRL, New York; WQUD-FM and WDIA, Memphis; WZMQ-FM, Washington, D.C.; KDJA, Oakland/San Francisco; and KJKK-FM, Houston and KJKK, Pasadena, Tex.

Don Boyles
ABBA: Swedish Pop Quartet Breaking Every Sales Record

INTERNATIONAL BESTSELLERS

Argentina

AUSTRALIA

International Dateline

Argentina

BUENOS AIRES — Interdisc and K-tei have combined with CBS for the release of the first English version of ABBA’s "Mamma Mia," released through another company. In this case, it is an album with the biggest hits by the Swedish group, "Mamma Mia," followed by another one with Sandro’s goldies. The LP is receiving heavy promotion on ABC, and its jacket features the image of other CBS albums recorded by Sosa.

This cooperation between CBS and the local company, NTV, marks the first frequent mood from the fierce competition that happened when the international cooperation between ABBA and the majors started a series of compilation records (titled “Hit Sounds”), and even then the situation forced K-tei out of the State-owned got the k-tei license a year ago and recently negotiated a distribution contract with Phonogram and is also including recordings left that company in its compilations. One of the upcoming records under the K-tei banner is a selection of Brazilian artists, featuring the most important names in that country, under Phonogram license.

Hecio Guomo, managing director of CBS, explained the reason for the agreement between the Chamber of Record Producers (CAPIC), which is handling several ambitious projects in the country, to negotiate a release, for use at record dealers, of printed charts with the sales data coming from the members of the association. The data is compiled by an office of the CAPIC on a weekly basis and has been flowing for several months; but its use has been restricted, up to now, to members of the Chamber. There is also a certification of Gold Records, also submitted by the company to the Chamber, which has been allocated.

ATC Records head German Klein traveled to France to attend the MIDEM in Cannes, where his company—a division of the owned TV-studio plans to contract several foreign catalogs. Other execs jetting to France areipic’s Vital Vice and Ito. Carina of To be considered in the Mexican market. In 1980 released the sales of the records are the 65% of the total, while the rest is divided among the others. The 25% of the LPs 78% of the male audience and 25% are divided as follows: national pop 44%, international pop 39%, classical music 15%, and rock 11%.

Fonit-Cetra has been signed to distribute the new label, Gigogna, whose catalog includes an LP by Santo (formerly part of the Santo & Johnny act), another one by Eugenio Finardi (previously with Crampa). In the meantime, the Italian rock group New Trolls switched from WEA to Fonit-Cetra.

CGD-Messicagere Musica has signed a distribution agreement with a label created in Milan, Bread Records. The first signed a five-record deal with Asylum in New York for $200,000. Bob Ezrin is producing the record, to be ready by February. McMullan is a former Juno Award winner in Canada, but has experienced success internationally. Ezrin, it should be noted, was notably absent from this year’s list of Juno nominees, in spite of working with Pink Floyd on "The Wall" and The Kings on their debut album.

Max Webster will play the Odeon Hammerfest this spring, to celebrate the end of its tour of England... A local record store, Cheapties, is offering this town’s first same day delivery service for phone orders.

bark lapointe

Italy

MILAN — According to the weekly charts published recently, EMI’s “Solo Canzonette” by Edoardo Bennato on Ricordi (among the Lps). Top artists were — in the singles charts — Alan Parsons’ "Eye in the Sky," Donatella Rettore (Ariston) as female singer and the Buggles (Island) as a group. In the LP market, EMI’s "K-tel" has also taken over from the other companies. Ricordi (Ricordi) as male singer, Mina (PDU) as female singer and the Poh (CGD) as a group.

Giampiero Scussellot fronted-Cetra to join EMI Italiana as assistant to general manager Alex Rotelli... WEA Italiana has named a new distribution manager, Enzo Danone as national A&R and Giancarlo Spadacenta as sales manager... Elio Costa has been appointed managing director at Fonit-Cetra. Formerly he was head of the Roman office of the same company... Bob Trench is designing his position of national P&D at EMI Italiana... Maurizio Sorrentino has been named promotion manager at Saar, replacing Nella Caravati... Mariangela Cozzi, coordinator of the distributed labels at Fonit-Cetra, died in Milan on Dec. 14.

A survey of the music charts in the market in Italy in 1980 revealed that the sales of the records are the 65% of the total, while the rest is divided among the others. The 25% of the LPs 78% of the male audience and 25% are divided as follows: national pop 44%, international pop 39%, classical music 15%, and rock 11%.

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ABBA: Swedish Pop Quartet Breaking Every Sales Record

INTERNATIONAL BESTSELLERS

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CGD-Messicagere Musica has signed a distribution agreement with a label created in Milan, Bread Records. The first
release is an album, “Selachim,” recorded by rock star Clay Wilson and produced by Ronny Morris.

On tour in Italy are many rock groups from foreign countries. A special favor was reserved for them by the Milanese in Rome for the first time. In the Rocking "Talking Heads" (from the U.S.), the Selecter (from the U.K.) and the Telephone (from France) 200,000 people came.

CBS Dischi will start its own distribution system on Feb. 1, 1981. Unlike that of other companies, this company will continue to be distributed by CGD-Messaggerie Musicali.

A new label was born in Florence, called Best Sound. Managed by Franco Gosti, the first recording from this label is a single by the pop group Dragon. A distribution agreement has been signed with RCA.

Producer Jurg Graman has signed his own label, I.D., dedicated to jazz and pop music.

The first release is a record album premiered by pianist Antonio Ballista. The label is distributed by Fonit-Cetra.

**INTERNATIONAL DATEDLINE**

**Henry Hokensbergen**

**Hoksbergen To Head Phonogram; Schellevises Upped**

BAARN/HAMBURG — Henk Th. Hoksbergen has been named to the post of president for Phonogram International. He succeeds Pieter R. Schellevis, who was named Polygram delegate to Australia and New Zealand.

In addition to his position as president of Polygram International, effective Jan. 1, Hoksbergen was also named executive vice president of Polygram Records Operations International and president of Polygram Nederland B.V.

Hoksbergen will head the Phonogram International and Polygram Nederland B.V. operations in his new position as president; while his post with Polygram Record Operations International will encompass the worldwide activities of the Polygram, Phonogram and Decca labels in the 30 countries around the world with whom owned subsidiaries.

A native of The Netherlands, Hoksbergen, 42, joined Polygram in 1978. In his first position as delegation to Australia and New Zealand, which will become effective later this year, Schellevises will serve as liaison between the conglomerate of home offices in Europe and the local operations.

Schellevis, 50, has had a long career in the music industry, with experience in the fields of A&R management, marketing, merchandising and corporate affairs. He joined Phonogram International (then known as N.V. Philips' Phonographische Industrie) in 1955. After five years, he left the company for a 10-year hiatus in other industries, but returned in 1970 to serve as deputy managing director. In 1972, he was appointed president of Phonogram International, the position he held until his latest appointment.

— Paul Bridge

**INTERNATIONAL BESTSELLERS**

**TOP TEN 45s**

1. Shaddow — Joe Dolce — Polygram
2. He's So Shy — Pointer Sisters — WEA
3. Star Of Wonder — John Lennon and Yoko Ono — Geffen
4. Don't Stop Me Now — Queen — Polygram
5. I'm Coming Out — Diana Ross — EMI
6. The Respect I Get — Nina Simone — Philips
7. Master Blaster (Jammin') — Stevie Wonder — Motown
8. Baba O'Riley — The Who — Polygram
10. Interest In Him/It's Too Bad — Roy Orbison — RCA

**TOP TEN 45s**

1. Imagine — John Lennon — Parlophone
2. Damn The Torpedoes — Boston — Epic
3. My Heart Will Go On — Celine Dion — RCA
4. She's too Proud to Talk About It — Al Green — MCA
5. Flash — Queen — EMI
6. The Nightingale — The Specials — 2 Tone
7. Just Like Heaven — John Lennon and Yoko Ono — Geffen
8. Come Inside — Barry Manilow — A&M
9. It's Not Unusual — Manfred Mann — A&M

**TOP TEN LPs**

1. The Best Of The Eagles — The Eagles — Reprise
2. The Beatles — The Beatles — Parlophone
3. The Who — Who’s Next — Polygram
4. The Rolling Stones — Sticky Fingers — Epic
5. Led Zeppelin — Led Zeppelin — Atlantic
7. Stevie Wonder — Songs In The Key Of Life — Motown
8. The Who — Quadrophenia — Polygram
10. The Eagles — Their Greatest Hits — Epic

**DI Matteo Named To Top Position At CBS Canada**

by Kirk LaPointe

TORONTO — Bernard DiMatteo has been appointed president of CBS Records Canada Ltd., effective Jan. 19. His appointment followed the resignation of Arnold Gosewich as chairman and chief executive officer of the firm Jan. 7.

It is not immediately known if further appointments will be made to the upper executive echelons of the company, or if it is known what "outside interests" Gosewich will pursue.

With Gosewich’s resignation came the end of a remark era at CBS and perhaps, within the Canadian recording industry. Long recognized as a prominent, if not the premier, spokesman for the industry in this country, Gosewich lent great stature to what has long been criticized as a branch plant industry by nature.

Prior to his appointment, DiMatteo was a vice president of operations for CBS Records International (CRI). He will now oversee all operations at CBS Canada.

DiMatteo came to CBS in 1966. He joined the CBS Records Division in 1970 as director of financing. In 1973, he was appointed vice president of administration and development for CRI. In 1977, he was made vice president of operations.

DiMatteo has been in an established CBS Dischi S.P.A., the firm’s Italian operation. He supervised the establishment of standards for the computer systems analysis for the manufacturing facilities worldwide. He also directed the establishment and development of CBS records in Latin American countries.

He has a bachelor of science degree from Brooklyn College and is a CPA.
Here are the professional tools you've asked for—from the music publishing company that has the most to offer! More copyrights—more super standards and more popular songs from more of the music world's greatest catalogs—Robbins Music, Leo Feist, Miller Music, Unart Music and United Artists Music Co.

Our basic 10-VOLUME LIBRARY provides professionals with the actual songs while our CLASSIFIED/ALPHABETICAL CATALOG organizes these great songs in hundreds of working categories. The United Artists Music DISCOGRAPHY is history itself! It's a history you will surely enjoy as you read the authoritative profiles of each song—when that song was written, who wrote it, how and where it was introduced, its chart and sales action, and all those incredible recordings that have made every song listed in our Discography a living classic! It's all here and it's everything you've ever wanted to know about today's and yesterday's music but were afraid to ask other publishers!

*It's yours upon request if you are an A & R Director, Advertising Agency Account Executive or Creative Director, Film or Theatrical Producer. Send requests on your letterhead to our Professional Department for the complete set:

United Artists Music

LOS ANGELES 6753 Hollywood Boulevard, Los Angeles, California 90028 (213) 469-3600
NEW YORK 729 Seventh Avenue, New York, New York 10019 (212) 575-4600
NASHVILLE 1013 Sixteenth Avenue South, Nashville, Tennessee 37212 (615) 327-4594

A10-VOLUME PROFESSIONAL LIBRARY OF SONGS, A UNIQUE SONG REFERENCE CATALOG AND A HISTORY-MAKING DISCOGRAPHY TO SAVE YOU THOUSANDS OF HOURS IN PICKING YOUR NEXT SMASH!*
United Artists Music’s ‘Full Spectrum’ Campaign Expands Firm’s Horizons

LOS ANGELES — United Artists Music is currently in the midst of a major marketing campaign designed to expand the company’s creative energies and endeavors into many various avenues of the music business.

Utilizing the theme of “Full Spectrum Marketing of the Copyright,” the concept of the campaign mirrors the company’s strong desire to go for complete utilization of their copyrights in all of the many revenue-producing areas, according to UA Music president Harold Seider. Seider noted areas such as commercials, video, theatrical and television production films, concert presentations and music print licensing, as well as the traditional area of record exploitation, as areas that are wide open to the truly creative music publisher in the 1980’s.

Maintaining a growth pattern in recorded uses and expanding copyright uses in the other ancillary areas of the music business are of equal priority in the UA Music campaign. To provide an all encompassing picture of its catalog, as well as to serve as a promotional aid to the various advertising agencies and producers, etc., the company has released a 10-volume song library that features 250 of the top standard and popular songs from its catalogs, including Robbins, Leo Feist, Miller Music, Unart and UA Music Co. In addition, the 10-volume sampler is complemented with a matching Classified/Alphabetical Catalog of major UA copyrights, as well as a Discography of the recorded songs from the various UA Music catalogs, including historical profiles of the songs by Alan Warner.

After an initial phase of a special mailing to the music branch of the academy in December to alert them of this campaign, UA executives and staff members will now be taking the 10-volume sampler to various agencies, producers and record companies to further generate activity.

The campaign is literally a full market thrust, according to the vice president of professional divisions. “Through January and February, our people will be meeting with advertising agencies, commercial companies, beautiful music stations and any other businesses where our songs can be used.”

“We want to take more of an active role in the recording of our songs,” Warner continued, “and we are taking the initiative to be a creative publisher involved in the entire process.”

Seider noted that the company’s special marketing push is in the “action stage,” as ancillary music publishing income in general is enjoying a natural upswing. The UA Music president said that as a result of the company’s solid timing, it now expects to maximize its share of the revenue in this area. Warner noted that he was receiving “tremendous response” to the initial sampler sent out in December, as well as the 10-volume sampler being distributed. The Classified/Alphabetical Catalog is a creative tool that provides nearly 10,000 working categories of thousands of UA songs. Some of the working catalogs, for example, include “Decades of Music,” “Motion Picture Songs,” “Boys,” “Girls,” “Lullaby,” “Animals,” “Academy Award Nominations,” and so on.

The profiles by Alan Warner in the Dis- cography provide historical information like the Rogers and Hart tune “Blue Moon,” written in 1934, that was originally titled “The Win in Every Man.” Another example is the Mitchell Parish/Peter DeRose classic “Deep Purple,” which was originally written in 1934 as a piano solo with lyrics added in 1939. The Discography lists the authors and dates that songs were written, as well as credits and information on miscellaneous information like charted recordings and million sellers.

Also note the special UA Music tote bag that carries the complete sampler package with the slogan “They’re Playing Our Songs” emblazoned across the side of the bag.

Musical Video Awards To Debut At MIDEM

PARIS — The first Musical Videoclip awards will be made during MIDEM’81. The purpose of those awards is to acknowledge the best promotion videotape for recording artists.

A panel of video journalists and audiovisual personalities representing Video Artists, Video Music, Actuel, Video, Vidosol and Leila Milic, as well as Antoine de Caunes for Antenne 2, Francois D’Olive for Antoine 1 and two MIDEM representatives have already viewed the entries and will award prizes for seven categories during MIDEM ’81 on Jan. 27 at the Cannes Studio Circus.

Prizes will be given for the Year’s Best Videoclip, Best International Production, Best French Production, Best International Directing, Best French Directing, Best Performance by an International Artist and Best Performance by a French Artist.

MIDEM ’81 MIDEM ’81 To Provide Viable Arena For International Deals

(continued from page 9)

feature exhibits, artist galas (showcases), product presentations, an international lawyers meeting and a video awards presentation, as well as its customary forum/bazaar atmosphere for transacting international business deals.

“I think it’s going to be an interesting meeting this year,” said Nathan. “Last year was particularly interesting — people were still taken aback by the changes in the marketplace caused by an unfavorable economic climate. A year later, I think people have had time to adjust. I expect a very busineslike seven days, with people ready to make international deals.

“Last year, people were still somewhat disoriented by the financial problems in the industry, and they were somewhat unsure of themselves as far as business was concerned,” Nathan continued. “This year, I believe there will be less hype and promotion and a more conservative, business-like approach. I think the industry has adjusted to the different circumstances in the marketplace, and that the atmosphere will be healthy. There will be a good atmosphere for cutting good deals.”

The awareness of changing circumstances for international business in the music industry will be evident in the direction and approach of the various MIDEM activities. The International Meeting of Show Business and Industries Attorneys, for instance, scheduled for Jan. 23 at the Miramar Hall, will explore topics in the near future of the industry, with a strong focus on international recording, and the acquisition of catalogs.

Another acknowledgement of changing times will be the inaugural Musical Videoclip awards, jointly sponsored by MIDEM and the France-based Europe 1 radio network. Scheduled for Jan. 27, the awards will honor the best promotional videos produced for recording acts during the previous year. Judging for the awards will be handled by a jury consisting of specialized video journalists and audiovisual media personalities.

In the area of galas, a wide array of talent will be showcased at the convention. On the opening night, Celia Cruz and the Fania All Stars will provide a salsa show on the stage of the Palm Beach. A French TV gala will follow Jan. 25, celebrating MIDEM’s 15th anniversary. Among the artists slated to perform are Charles Aznavour, Mireille Mathieu and Billy Preston. The jazz gala will feature noted jazzists Gerry Mulligan, Polly Power — Swedish recording artists Bjorn Ulvaeus, Agnetha Faltskog, Ann-Frid Lyngstad and Benny Andersson of ABBA are shown above in their own state of the art recording facilities at Polar Music Studio AB in Stockholm. Seated behind the board is Stig Anderson, the group’s manager and the president of the Polar Group of companies.

Polar Power — Swedish recording artists Bjorn Ulvaeus, Agnetha Faltskog, Ann-Frid Lyngstad and Benny Andersson of ABBA are shown above in their own state of the art recording facilities at Polar Music Studio AB in Stockholm. Seated behind the board is Stig Anderson, the group’s manager and the president of the Polar Group of companies.

MIDEM ’81 MIDEM ’81 To Provide Viable Arena For International Deals

(continued on page 37)
Behind every great songwriter is a great publisher.

We have both.

ASCAP
We've Always Had The Greats
**Nashville Publishers Look For New Opportunities At MIDEM**

by Jennifer Bohler

NASHVILLE — Even though a relatively small number of Nashville publishers will actually be attending MIDEM this year (Jan. 23-29), country music will nonetheless figure prominently and be a high profile part of the week of meetings through foreign affiliates. After the genre’s banner year on the home front, most publishers contacted by Cash Box assert that the only place to go is the international marketplace.

Bob Beckham of Combine Music here, which will be represented at the convention, said that the international scene will be “the best it’s ever been. I look to Japan to be a big country market. France, Germany and the Scandinavian countries are already kicking in, and, of course, England. These countries are receptive to the Gatlins and Kenny Rogers — the more polished country acts, and I think eventually that popularity will include the pure country. All in all, I think the future of country music has never been brighter.”

Even if country music’s impact on the international market has not yet reached its peak, it has made an impressive start, according to some publishers. Bob Jennings of Acuff-Rose, who will be represented at MIDEM by foreign affiliates, noted that “overseas activity in the last three years has been like a ‘popularly explosion,’” adding that the company has grossed approximately $10 million from international royalties in the past two years. He optimistically added that this year would prove to be even more successful for Acuff-Rose specifically, and country music generally.

Pi-Jem’s Tom Collins expressed much the same enthusiasm and added that his company has tripled royalties from the overseas market in three years. Collins will not be attending MIDEM this year, leaving representation to foreign affiliates. “I’ve been over there six times, and I think it’s a really great marketplace,” he added. “But I have contacts and sub-publishing agreements that we are very happy with (which will expire next year), so there’s no sense in going over there at this point. Our sub-publishers will be there representing us.”

Charlie Feldman of Screen Gems/Colgems-EMI expressed much the same reason in his company’s decision not to send anyone from the Nashville office to Cannes this year, and added that, as in other cases, the foreign affiliates would be present for the company. Feldman also said that company representatives had been to Europe during the past year and had taken care of all necessary business.

Buddy Killen of Tree International, who sees the international scene as ripe for country now, was still undecided as to whether or not representatives from Tree’s Nashville office would attend. If not, however, Tree would have adequate representation with foreign affiliates attending.

Two other Nashville publishers contacted by Cash Box were planning to attend the series of meetings — Roger Sovine with Welk Music and Dan Bryant of On His Own Music. Bryant will also be representing Folies and Boudleaux Bryant’s company, and House of Bryant Publishing.

With the eyes of the world focused on country music, the atmosphere at MIDEM should indeed be ripe for Nashville publishers to realize their most successful year ever on the international marketplace.

**Video Royalties, Mechanicals Hike Examined By Screen Gems-EMI**

LOS ANGELES — Screen Gems-EMI Inc., music publishers for such noted artists as the Rolling Stones, Queen and Journey, will be represented by London-based director of commercial affairs Bruce Sill and staffer Ron Wood at this year’s MIDEM in Cannes, France, according to president Lester Sill.

Sill explained that the two representatives would be on the lookout for new songs, reporting back to the home office in Los Angeles on the convention’s developments.

Sill himself will be journeying to London in March for Screen Gems-EMI’s international meeting. The meeting usually focuses on the firm’s general direction, administration and creatively, but this year the company confidentially will be concerned with more than the usual product sessions and discussions on what kind of material the respective branches of Screen Gems-EMI are looking for.

One of the main topics of the company meeting will be the controversial problem of licensing in the newly emerging video area. “The problem is no one knows what royalty rate to charge on a song that is to be used for video disc or cassette,” said Sill.

“But, I don’t think it’ll be more than five or six months before the problem is resolved.”

“There are going to be a lot of mistakes at the beginning of this thing. But, I think that the publisher should be willing to take the position of saying ‘Hey, we made a mistake. We didn’t charge enough and we’re going to have to eat it this time.’”

The next time out, we’ll know exactly what the royalty rate should be.

**Take A Chance**

“The thing is we can’t hurt the video disc and cassette business, because it’s new and publishers want to see it flourish,” Sill said. “And, of course, it will really give income a boost. But, I don’t know how the labels will react and it will mean that they are going to put fewer songs on an album.”

Sill went on to say that the new mechanical royalty rate will most likely bring the cost of songwriters up because the new percentage will be thrown into the increase of advances and guarantees for the songwriters.

In addition, the meetings will involve huddles with Columbia Pictures Music, since Screen Gems-EMI administers the film company’s music publishing around the world.

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**AMPRO PRODUCTIONS, INC. MAJOR INDEPENDENT MUSIC CO. WORLDWIDE MUSIC CORP. GREAT MARKET STRENGTH IN LATIN AMERICA SEE OUR LISTING IN MIDEM GUIDE AND CONTACT: SUZANNE TARTER**

A NEW AND EXCITING RECORD COMPANY FROM THE UNITED STATES CURRENT RELEASE: “LOVE’S CALLING” (WH-3001) BY ZINGARA PRODUCED BY LAMONT DOZIER CASH BOX • BILLBOARD • RECORD WORLD FOR FURTHER INFORMATION CONTACT: MICHAEL MEIXNER OR ISAURO GUTIERREZ AT HOTEL WAGRAM • CANNES, FRANCE • TEL: 38-55-33
HAPPY BIRTHDAY — Between 150,000 and 200,000 people gathered at Washington D.C.'s Washington Monument on June 13, joining Stevie Wonder and other celebrities who led 15,000 marchers in a reflection of national support for a newly introduced Congressional proposal that Martin Luther King, Jr.'s birthday (Jan. 15) be an annually recognized national holiday. While Wonder, humorist/Dick Gregory and civil rights activist Jesse Jackson led a contingent of marchers through the streets of the nation's capital, supporters in other cities staged their own peaceful demonstrations in support of the proposed holiday. Philadelphia International Records co-founder and founder of the Black Music Assn. (BMA), Ken Gamble, helped spearhead a rally in Philadelphia, while in Los Angeles people gathered at City Hall to show support for the bill, which was introduced last week in the Senate by Sen. Charles Mathias (D-Maryland) and by Rep. John Conyers (D-Mich.) in the House of Representatives. Radio stations nationwide not only modified programming to include King speeches, music and other material to reflect what the late human rights and civil rights leader stood for, but many stations closed their business offices in the spirit of the day. Wonder, who has vanguarded the drive to support the march, also sent BMA members a letter urging them to help get a series of public service announcements on radio, an effort that was largely successful. Additionally, a drive to collect signatures for petitions for support of the King holiday was waged by radio stations in general major markets, with many stations registering signatures of more than 20,000. Wonder has already met with the Congressional Black Caucus on the issue and also with the congressmen who are sponsoring the bill. This week, the artists hope to secure a meeting with President Carter—whose staff has been urged to arrange executive support for the measure. Last weekend, Wonder conducted a concert at Washington D.C.'s Capitol Centre. As one radio staffer put it, the drive to have King's birthday day made a national holiday for all who believe in peace does not stop with the march.

IN TRIBUTE TO — Already a legend among R&B, soul and black music fans, William "Smokey" Robinson will be honored by the annual Brotherhood Crusade Black United Fund during a concert Jan. 31 at the Shrine Auditorium in Los Angeles. Danny J. Balkwells, president of the Crusade, said that the event would be channeled to non-profit agencies working in the community. A partial list of artists to appear with Smokey includes label mates The Temptations, Jermaine Jackson, Switch and Teena Marie.

STYLISTICS — Effective Jan. 15, Hardy Lang relinquished his post as program director and music director at WENZ/Richmond, where he will stay on as air personality from 3-7 p.m. Assuming the helm Lang vacated will be Paul Childs, formerly program director at WDRM/Atlanta. Mark Haines, head of the WENZ operation, said that the program shift is a "retooling of the operation." Haines moved to joined the KDKO staff after holding copywriter and air talent positions with Paragon Sound advertising agency in Fort Collins.

SISTERHOOD — Coalition Atlantic recording family Sister Sledge recently co-sponsored a show at Philadelphia's City Center to raise funds for research into Lupus Disease. Proceeds from the show are to go toward establishment of a Diagnostic Study and Research Center at Philadelphia's Jefferson Hospital. Sister Sledge was personally touched by Lupus Disease when husband back-up band member, 23-year-old Gary Cooke, died of the disease in July, 1980. Joining the Sisters on stage were label mate Stacey Lattisaw, Ben Vereen and Grover Washington, Jr., among others. In other Sledge action, the group recently released the title-track from their upcoming LP, "All American Girls," as a single b/w "Happy Feeling." The song, written jointly by Nareda Michael Walden, Lisa Walden, Allen Willis and Joni Sledge, was produced by Ndara Walden for Perfect Light Productions in association with Sister Sledge for Slinger Power Productions, Inc.

W HOT VINYL CROSSOVER — Mercury/Polygram artists Con Funk Shun's "Too Tight!" ($86 bullet) was the top debut crossover on the Cash Box Top 100 Singles chart. "I Had To Say I Love Ya!" by Spring/Polydor's gitty songstress Millie Jackson (#156 bullet) was the top debut crossover on the Cash Box Top 200 Albums chart...Chryslers' Blondie is getting some substantial black airplay with the single "Rapture," from the "Autoamerican" LP, while A&M's Police are cracking the black sound barrier with the single "Voices Inside My Head" from their "Zamata Mondatta" album. Warner Bros. artist Rod Stewart, on the strength of "Passion" crosses to the Top 100 B/C Singles chart at 85th bullet.

SHORT CUTS — Plenty of new product on its way. Former lead vocalist for MCA act One Way, Alicia Meyers, will release her debut self-titled solo album the first week of February along with fellow MCA artists Rufus (sans Chaka Khan), who will release their ninth LP, "Party 'Til You're Broke," and Gloria Gaynor is now in Philadelphia's Sigma Sound Studios with producers McFadden and Whitehead laying down vocal tracks for her next Polydor album...Hard work is Cameo, who between February 1980 to December 1980 conducted a 30-city tour and recorded their latest LP. They are now in studio working on another album...Reginald Henry, chairman of the board for the Young Black Producers Coalition was the guest speaker of the first general meeting of 1981 held by the Small Independent Record Manufacturers' Assn. (SIRMA), held Jan. 17 at the Manhattan Community College in New York.
THIGHS (GRIP YOUR HIPS AND MOVE) — TOM BROUNE

WJMO — WJMO, WCN, WDOM, KKDO, WLC, WILD, V103, WSOK, WAOK, WOBX, KPRS, WRKD, WGRD.


WJIN — BIRMINGHAM


WJMO — WJMO, WCN, WDOM, KKDO, WLC, WILD, V103, WSOK, WAOK, WOBX, KPRS, WRKD, WGRD.

KOSL, WCN, WKN, V103, WATV, KATZ.

3. WATCHING YOU — SLAVE — COTILLION/ATLANTIC


WJMJ — WILMINGTON


WJIN — BIRMINGHAM


WJMJ — WILMINGTON


Midway Gears Up For Extensive 1981 Service School Training Program

CHICAGO — During 1980, Midway Mfg. Co. held 28 service schools throughout the U.S. and in various European countries. Additionally, the Midway service department was represented, both here and abroad, at six trade shows, two open houses and the Olympic Game Room in Lake Placid.

Prominent among the service managers is Andy Ducay, who, in Europe, is where he will be conducting service schools through Jan. 30, in conjunction with the company's factory/standpipe in the ATE (London) and IMA (Germany) conventions. The European lineup will include sessions in London, Paris, Antwerp, Frankfurt and Hanover. For the past several years Midway service schools have been held on a regular basis all over the U.S. as well as in Canada.

SIGUTA PROMOTED AT UNIVERSAL U.S.A.

SANTA CLARA, Calif. — Paul C. Jacobs, president of Universal U.S.A., Inc., announced the promotion of Masahiko (Mac) Sugita to the newly created position of general manager/administration, effective Jan. 1.

Sugita originally joined Universal in October 1979, working in the firm's former office in Hollywood where he was a sales and service representative. Later, he coordinated all shipping and receiving functions of the company. Later he was promoted to import-export manager, moving with the firm to its present office in Santa Clara, CA. On Aug. 1, 1980 the board of directors appointed him assistant secretary of the corporation.

In his new position Sugita will be responsible for the administrative coordination of all personnel at Universal U.S.A. In addition, he will coordinate the transactions that occur between Universal U.S.A. and its parent company, Universal Co., Ltd. of Tokyo, and Sony, as part of the factory's ongoing program to assist distributors and operators in servicing Midway games. Current plans call for an expanded program and an increased number of seminars in 1981.

The schools have been conducted over the years by field service technicians at Midway, and Ducay, whose down to earth method of instruction has won praise from distributors, operators and technicians, is a seasoned professional. Technical Bob Norton recently joined the program and instructed at a number of sessions last year.

Class Outline

In outlining some of the main points covered in class, Ducay said the curriculum encompasses basic field repair, diagnosis and analyis, new systems and new circuits, and all of the essentials for determining the source of a problem and learning to correct it. The course is also geared to familiarize service people with new systems and new products as a further aid in servicing equipment.

He noted that the schools usually attract an even mix of novices and experienced service personnel. Each individual attending receives a library of printed material for future reference — courtesy of Midway.

Among the questions most frequently raised in class are “How can we get parts faster?” and “What kind of replacement should we use?” In response to the latter, Ducay often recommends contacting Kurz and distributor Fisch, who offers “one-stop” equipment.

As for parts, he advises students that the factories are exerting every effort to expedite parts deliveries. What are some of the most common service problems the average serviceman encounters? Line noise, static, power supply and logic, according to Ducay, and “these are all correctable problems.”

Midway Mfg. Co. has expanded its services by adding and marketing in the coin machine business today is Atari, Inc., of Sunnyvale, Calif., where 1981 plans for electronic media advertising are already underway.

“We will begin test marketing joint consumer/coin-op division TV ads in seven different cities around the nation in March, and in June and July we'll be staging special in-store demonstrations,” said Frank Ballouz, Atari’s director of marketing. “We feel the move will not only bring the coin-op division into the limelight, but benefit the industry as a whole.”

In the area of promotion, Atari will continue to produce such items as T-shirts and caps. Ballouz explained that the manufacturer will soon be pacing with a national firm to license out game designs for additional promotional tools including hats, luggage and back packs. Consumer ads for the materials will be running in magazines like Rolling Stone, Playboy and Games, according to Ballouz.

Ballouz also said Atari is readying plans for non-traditional media advertising and marketing, and the company is localizing a number of cross-promotions with peripheral publications that are geared to restaurants, hotels/motels, military bases and college news services.

International Marketing

D. Gottlieb & Co., which has already staged a successful college publication ad campaign, has also been engaged for an ongoing promotion campaign in the coin machine business today is Atari, Inc., of Sunnyvale, Calif., where 1981 plans for electronic media advertising are already underway.

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International Marketing

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Increased Revenues, Growth Seen For Coin Business '81

by Marc Cetner

LOS ANGELES -- The amusement game industry experienced one of its most successful years in 1980, and according to a Cash Box survey of coin machine executives, the high revenues and rapid growth rate will continue through 1981.

Accelerated promotion and service campaigns, the continued mining of such burgeoning professionalism throughout the industry, the convenience stores, fast food establishments and theater lobbies, and the tapping of the upper demographic group (the 35+ player) represent a new professionalism within the industry and bode well for its future.

Many executives also cited such prospective developments as the proliferation of technologically advanced blockbuster games, the flowering of the cocktail table market and the comeback of pinball as indicators that the industry is headed toward another banner year.

Big Business Approach

No less important than the influx of new money into the coin game market is the fact that manufacturers, distributors and operators are consistently rolling off manufacturer's production lines these days, is a new level of professionalism has been achieved.

And many manufacturers, distributors and operators are presently employing new marketing and promotional strategies that will aid in the growth of the coin game industry's "big business" stature.

Sponsoring some of the most advanced promotion and advertising campaigns in the coin machine business today is Atari, Inc., of Sunnyvale, Calif., where 1981 plans for electronic media advertising are already underway.

"We will begin test marketing joint consumer/coin-op division TV ads in seven different cities around the nation in March, and in June and July we’ll be staging special in-store demonstrations," said Frank Ballouz, Atari’s director of marketing. "We feel the move will not only bring the coin-op division into the limelight, but benefit the industry as a whole."

In the area of promotion, Atari will continue to produce such items as T-shirts and caps. Ballouz explained that the manufacturer will soon be pacing with a national firm to license out game designs for additional promotional tools including hats, luggage and back packs. Consumer ads for the materials will be running in magazines like Rolling Stone, Playboy and Games, according to Ballouz.

Ballouz also said Atari is readying plans for non-traditional media advertising and marketing, and the company is localizing a number of cross-promotions with peripheral publications that are geared to restaurants, hotels/motels, military bases and college news services.

International Marketing

D. Gottlieb & Co., which has already staged a successful college publication ad campaign, has also been engaged for an ongoing promotion campaign.

World Wide Taps Skor As President

CHICAGO -- The appointment of Fred Skor as president and chief operating officer of World Wide Distributors, Chicago, was announced by Nate Feinstein. The new appointment became effective Jan. 1.

Feinstein will continue with World Wide as vice chairman of the board of directors, as well as assuming other responsibilities. Fred Skor is a veteran of 31 years in the coin machine industry, and is well qualified to further enhance the universal leadership of World Wide in the industry, Feinstein noted.

The distributor enjoyed a banner year in 1980 and is looking forward to the remainder of the decade with confidence and optimism, he added.

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THE BRAVE NEW WORLD OF
Williams®
First, the pinball universe. Now, the world of video. Once again, Williams reigns supreme.


Diagnostic Testing. Williams' electronic video games out perform all others with the highest resolution color images ever achieved. The incredible system tests, analyzes, identifies, and resolves Williams electronic video games outshine all others with the highest resolution color images ever achieved. The crystal clear images are comprised of more than 80,000 individually controlled video elements, each element being any one of a possible 256 different colors.

Modularity. The state-of-the-art modular electronic system means ease of maintenance and minimal downtime. It means video games that play on and on.

Dependability. Williams. The name says it all. The company makes the pinball machines that make the industry now makes the video games with the same inventiveness, dependability and foresight. Williams brings only the best.
The brave new world of Williams. Experience it.

1 or 2 player upright:
Height: 72” Width: 28½” Depth: 32½”
Weight: 265 lbs. 110/220 volt

For the service back-up that keeps you out-front, call Williams toll-free at 800/621-4765. In Illinois, call toll-free at 800/972-7898.

Williams ELECTRONICS, INC.
An XCOR International Inc., Company
3401 N. California Ave., Chicago, IL 60618
Cable address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
More Revenues, Growth Seen

...campaign and hopes to work more in conjunction with university areas and operators and arcades in its 1981 drive, is also concerned with untapped foreign markets.

"We're currently gearing up to pursue such virgin territories as the Republic of China and Mexico," said Bob Bloom, president of Gottlieb, "but it takes a lot of analysis and research.

"You have to study the way of life in each country," he continued. "For instance Mexico, which is accustomed to entertainment and sits as a potentially oil-rich land, is going to have a lot of spare time to play amusement games. But, China is a working class nation and you have to think of them as a more family entertainment center-oriented people."

Yet another new market that has opened up over the past year is the juvenile and demographic. One company that hopes to capitalize on the older age bracket is Gremlin/Sega.

"The industry has gained a good image with a much broader audience over the past few years," said Bob Harmon, marketing vice president for Gremlin. "Instead of hopping into the motor home and travelling, the 40-year-olds are going down to the local movie and house and playing our games in arcades. It's good clean fun, the games are more attractive and challenging than ever before, and we hope to really hit home with the older player this year."

One way that many manufacturers are trying to appeal to the older demographic is through the cocktail table model as well as other games with compact cabinet designs. "The new cabaret models don't have the loud graphics or characteristics of the arcade and upright versions, and they appeal to the older player," said Atari's Ballouz, who also felt that the cocktail table helps create an atmosphere that is more appealing to adults. "Cocktails exploded two years ago in Japan, last year in Europe, and now there is a vast market opening up in the States. They are perfect for fast food places, theater lobbies and family type restaurants like Denny's and Sambos."

Tap Convenience Stores

Another area that the smaller cabinets have found acceptance in is the convenience store, yet another space oriented location.

"In the past," said Midway Manufacturing vice president-marketing Stan Jarocki, "convenience stores only allowed one or two games, but with the smaller cabinets, four or more games can now be put on location."

Fifty cent play, like the cocktail table, is another aspect of the amusement game world that has met with slow acceptance from American coin machine players. And while the majority of the executives believe that higher priced play is inevitable, they maintain that it won't meet with total acceptance in 1981.

"I believe that to double the price of play in one move is a potentially staggering blow," said Bob Bloom. "It will simply turn players off. The way to do it is with subtle price increases like three tokens for a dollar in the arcades."

Ira Bettelman, vice president of L.A.-based distributor C.A. Robinson, also felt that 50 cent play is a little premature. "Fifty cent play should be viewed as a means for an operator, who's faced with horrendous increases in operation and seemingly no way out, to recoup the cost of living increase."

("We're putting our big emphasis on customer service for 1981. We will be advertising and conducting more service schools throughout the year than ever before."

—Lila Zinter

"Cocktail tables exploded two years ago in Japan, last year in Europe, and now there is a vast market opening up in the States."

—Frank Ballouz

(continued on page 44)
Increased Revenues, Growth Seen For Coin Business In '81

(Continued from page 43)

“Though interest rates are high and the market is still somewhat depressed, a great pinball will sell through as though the market were not depressed at all.”

—Stephen Kaufman

penses,” said Bettelman. “I’m not against it, but I’d like to see everybody do as much as they can before they take the step. Some minor steps such as removal of the match feature on the pinball games, changing factory settings and experimenting with three token plays can help ease the economic

Tom Campbell brings sales, marketing skills to Stern

by Camille Compasio

CHICAGO — Tom Campbell, director of marketing at Stern Electronics, Inc. is a native of Louisville, Ky. He studied education at the University of Kentucky and also majored in English. However, his business background has been in consumer marketing.

Fresh out of college he went into the insurance business and subsequently into consumer marketing, working for such firms as Kraft Foods and Royal Consumer Products. At Royal, Campbell started out as a territorial representative in Louisville and ultimately rose in the ranks to become western regional manager in San Francisco.

His first exposure to the coin machine business came in January 1976 when he worked for the Pacific International Amusement operating company, which was owned by Larry Siegele (now president of Stern's Seeburg division), his older brother, Brian Semler. The route was sold and he subsequently joined the staff of Advance Automatic Sales in San Francisco, as a sales executive covering the territory of northern California and southwestern Nevada. He served in a similar capacity at Betson, another Pacific affiliate, before joining Stern in the summer of 1980.

His return to the industry changed much in the past five years, Campbell was asked answering in the affirmative, he singled out the “advent of solid state technology in pin- ball” as a major forward step. In the year he entered coinball and the current “video games explosion,” as two very significant developments. “When I first came into this business it was rather difficult to sell video games,” he observed. “Now the shoe is on the other foot, so to speak. Videos are among the most popular games on the market.”

Campbell came to Stern with a very im-portant background, having had considerable sales savvy and customer rapport garnered during his time spent in the field. When the Stern marketing plans were being initiated at the company he indicated that a number of projects are on the planning board and added, “We are looking at some different ways of presenting our products.”

He strongly favors public relations efforts as a vital tool for effecting more positive media exposure. “There is still a bit of an image problem to contend with,” he noted, “and what we would like to do is present our industry, as a whole, in a more favorable light.” Stern’s contributions in this regard have been considerable, he pointed out, referring to the company’s various charitable endeavors on behalf of such national organizations as the American Heart Association and the Cancer Foundation.

Stern has donated equipment to the

INDUSTRY CALENDAR

Jan. 22-25, INA; international trade show; Frank staring Electric shows, many.

March 26-29; Florida Amusement Vending Association; annual conv, & trade show; Sheraton Twin Towers; Orlando, Florida.

April 3-5; NAMA Western Convention; Phoenix Civic Center, Phoenix, AZ.

May 8-9; Ohio Music & Amusement Assn.; annual conv, & trade show; Columbus Hilton Inn; Columbus.

May 8-10; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.

May 8-10; Music & Amusement Assn. (N.Y.); annual conv, & Kutsher’s Country Club; Monticello, N.Y.

June 4-7; Music Operators of Texas; annual meeting; Houston.

Sept. 11-13; So. Arizona Coin Operators Assn.; annual meeting; Arizona Inn; Columbus.
The Challenge Awaits You ....

**SPECTAR**—Where the Profits Begin

390 Java Drive Sunnyvale, CA 94086 Tele (408) 734-9410 Telex 357-499
Centuri, Amstar Announce Licensing Pact For ‘Phoenix’

(continued from page 43)

Moving and painting have to be finished in time to get the new 451 Max 2, 160-selection phonograph, which incorporates all of the big machine features in a compact model. Shipments to distributors are in progress and the new machine is in production at the Chicago factory—so, watch for it.

WORLD WIDE DIST. EXECs Nate Feinstein and Fred Skor made their annual trip to the ATE convention in London last week during which they planned to again host a hospitality suite at the London Hilton and a cocktail party for European customers and friends.

On the home front, Howie Freer and the crew are anxiously awaiting the arrival of Stern’s "Berzerk" video game, which has everyone excited out there.

SPEAKING OF Stern, president Gary Stern and his lovely wife, Denise, are expecting their first child in a few months. Cash Box felicitations to the happy couple—and also to game division president Stephen Kaufman and his lovely Shelia who’ll be welcoming their second child in April. The Kaufmans have a daughter, Stephanie, who’ll be three in February. Moving right along, Stern’s marketing coordinator Toni Marchinski celebrated a birthday on Jan. 14—and we trust it was a happy one, Toni. Would also like to mention a couple of new staff appointments, namely, Vivian Wotiz who’s the new marketing coordinator for Seeburg and Ellen Blaney, secretary in the sales and marketing department.

CHICAGO CHATTER

AMOA’s newly filed appeal on the CRT juker royalty rate increase (Cash Box Jan. 17) shifts the scene of the proceedings from Washington to the Chicago area, since the appeal was filed in the 7th Circuit Court out here. A hearing date will be set and the Tribunal has 40 days in which to transfer the complete set of documents to Chicago. In other news from the local AMOA office, executive vice president Leo Droste announced the appointment of John Schiff as the staff director of meetings and conventions. In this capacity Schiff’s responsibilities include a school program. He will also work with state associations and, of course, assisting Droste with the annual convention.

Schiff has a good association background, as Droste pointed out, and is highly qualified for this post. Registration will begin this year’s Notre Dame Seminar will be in the mail shortly. Event will take place March 6-7 at the O’Hare Hilton in Chicago and, from AMOA reports, attendance is already about one-third filled.

ROCK-OLA MFG. CORP. is releasing the new 451 Max 2, 160-selection phonograph, which incorporates all of the big machine features in a compact model. Shipments to distributors are in progress and the new machine is in production at the Chicago factory—so, watch for it.

EASTERN FLASHES

Cash Box learned of the recent death of Estel E. “Pop” Shaffer, director of Shaffer Distributing (Ohio). A registered pharmacist, Shaffer began his coin industry career in 1929 with the installation of coin-op combination pinball games in his drug stores and in the ensuing years developed one of the largest distributorships in the U.S. He was 97 at the time of his death.

Our condolences to the Shaffer family.

The SEEBURG "PHOENIX" HAS ARRIVED at Mondial-Springfield and Tony Yula expects big happenings with it in 1981. The quality of the new model is much improved, he said, and it’s getting a very good reception from operators. "We’re looking for a good year in music," he added. Current video sellers out there include Germaine’s "Moon Cresta" and "Space Firebird" along with Atari’s "Asteroids," of course. Pinball, Gottlieb’s "Time Line" is very much in the sales spotlight and Tony mentioned that the upcoming "Forces II" pinball is on test and "looking good" as is the Gottlieb video "No Man’s Land."

STANLEY KNOLL OF Cleveland Coin-Columbus is fresh out of advertisements to describe the new Williams "Defender" video game, currently being tested. Collection reports from test locations have been "mind boggling," Stan told us. The game’s an "absolute blockbuster." He said video games are still up front in sales and expects Cinematronics "Star Castle" and Stern’s "Berzerk" to be among the first big hits of the new year. Williams hot new "Black Knight" pin is expected shortly at Cleveland Coin — and anxiously awaited, Stan added. He also mentioned that ops are very pleased that the Seeburg "Phoenix" is back.

Bally Pinball Division Sets Contest

CHICAGO — Bally Pinball Division is offering its "New Year’s special" promotion which will run from Jan. 12 through March 30 of this year, and is open to any operator who sends in the Business Reply Card which can be found on top of every new Bally game. Each week one card will be drawn at random and the winner will receive a Bally Pinball jacket, compliments of the Pinball Division. Operators are asked to indicate size, medium or large on the card.

Further information about the contest may be obtained by contacting Bally Powers at Bally Pinball Division, 90 O’Leary Drive, Bensonville, Ill. 60106; or phoning (312) 860-6400.

Coin Execs Are Optimistic For 1981

New promotion, advertising and service campaigns, a flood of exciting new games and the mining of newly tapped markets paint a bright picture for the industry in 1981.

Perhaps Bally vice president of marketing, Tom Nieman summarized the feeling of the industry best when he said, "In 1981 the player is going to benefit from the competition as manufacturers continue to build better and better games. The operator will also see an increased income. I truly believe that the record year of 1980 will be surpassed by 1981."

Phoenix Maxi

"Phoenix," recently introduced in the Japanese and European markets, is proving to be an extremely popular game with excellent income reports in both the upright and cocktail versions, according to Miller. "We anticipate a similar reaction from both the North and South American markets."

Phoenix is a progressive space war game in which the player controls a missile on a mission through the universe, embarking on this mission with orchestrated music to set the tone of the game. The planets and galaxies constantly roll before the player as realistic space graphics maintain a continuous vertical motion on the screen. During the journey through the universe, the player is attacked by enemy Phoenix war birds and must defend himself by hitting the birds, scoring and clearing a path for continuing the journey.

There are five action-filled frames of onslaught and maneuvering with enemy Phoenix war birds during each round of play, and the game gets faster with each round. The final frame introduces the giant enemy spaceship carrier holding and protecting the enemy alien who is out to destroy the player missile. The final challenge per round is to break through the huge spaceship and eliminate the alien creature.

A barrier shield button and brilliant Phoenix bird sounds and graphics are some of the enhancing features of the game.

"We are pleased to be working with Amstar in the licensing of Phoenix for North and South America," Miller added. "Centuri distributors will be receiving their up-
Never before have there been so many obstacles pitted against you... or so many opportunities for you to vanquish the enemy and score! Because never before has there been
Take command of
Polaris
and command winning
PROFITS!

Enemies streaking across the sky. Looming up from the depths of the ocean floor. Fore and aft. Port and starboard. The enemy attacks. As Captain of the Polaris missiles, you alone are captain of your fate!

Navigate your Sub to avoid all water hazards and fire. But don't waste your Polaris missiles on red depth charges. They cannot be destroyed!

Score Mystery Points by maneuvering under enemy subs and blowing them out of the water. Avoiding crashing on the ocean floor, score Mystery Points too by blasting torpedo bombers armed with nuclear warheads!

Warning! Take the offensive quickly and destroy jet squadrons or your range of maneuverability will be limited!

As action progresses, it becomes more and more difficult to hold out. All your resources and skills are called upon in this all-out warfare!

1 or 2 player upright:
Dimensions:
Height Width Depth Crated Weight
171c/m 61c/m 87.5c/m 113.4kg
68" 24" 35" 250 Lbs.

For technical service, call toll-free: (800) 323-0666.
Thriving German Coin Trade
Looks Forward To 1981 IMA

LOS ANGELES — Boosted by a worldwide advertising budget of more than $100,000, the second annual IMA International Amusement and Vending Trade Fair is expected to attract more than 7,000 participants and 100 exhibitors when it opens Jan. 22 at the Frankfurt Fairgrounds in Frankfurt, Germany. Some 6,000 visitors from 34 countries attended last year’s show. 

Sponsored by the Asso. of German Coin-Machine Manufacturers (VDAI), the IMA will focus on vending as well as music and games equipment. Vending space for the 1981 show has been increased by more than 50% to approximately 165,000 square feet, according to Heckmann GmbH, Messen und Ausstellungen, Wiesbaden, organizers of the event.

Gerhard Korber, IMA project manager, said that the fair’s management would like to see Frankfurt become the “branch meeting point for all those who were previously excluded — the odd-man-out at other specialist trade fairs.”

While noting that the vending and service sectors of the coin-operated machine industry were underrepresented at IMA ’80, the Heckmann Company has attempted to bolster 1981 attendance by firms and individuals from a wider cross-section of the trade. Special lectures and seminars have been scheduled dealing with vending and service topics. Speakers will include representatives from leading companies and associations connected with the vending and service trades.

IMA officials report that 18 manufacturers and importers of music and amusement games belong to the VDAI. Combined with the 11 vending and service companies affiliated with the German trade association, these firms account for more than 90% of all coin machines operated and delivered in the Federal Republic of Germany.

Growing Industry

Officials also say the Germany is the world’s third largest manufacturer of music and amusement games, behind the United States and Japan. It is estimated that 80,000 jukeboxes and more than 200,000 amusement machines (pinball, videos, pool tables, etc.) are operated in Germany.

Leading coin machine locations, according to the VDAI, include restaurants, amusement arcades, railway stations, airports and recreation centers.

In 1980, the number of amusement machines installed in the country increased significantly, leading by video games, which registered a whopping 433% jump over the previous year. 

Coin operated amusement facilities are operated by approximately 1,000 companies, of which more than 3,000 belong to the ZDA (Central Organization of Coin Machine companies). According to a recent survey, the average German coin machine firm operates 160 machines at 60 locations within a radius of about 40 miles.

German industry officials have also pointed out that coin machines have become an integral part of the country’s leisure time activities. For this reason, IMA ’81 hopes to be one of the most important trade fairs to be held in Germany this year.

Germans Post Impressive Coin Machine Tally

FRANKFURT — There are more than 2.2 million coin machines in operation in Germany according to an estimate by Asso. of German Coin-Machine Manufacturers (VDAI). The figures were announced in Frankfurt at a press conference for the IMA (International Amusement and Vending Trade Fair), which opens Jan. 22 at the Frankfurt Fairgrounds.

And while there are estimated 80,000 coin-operated phonographs in the country and more than 200,000 amusement machines, the vending machine sector is also substantially represented in the country.

The VDAI also estimates that coins with a value amounting to approximately 12 million deutsche marks pass through the German vending machine network daily. German coin machines in their respective classifications and estimated totals are as follows: music machines, 80,000; amusement machines with payout, 150,000; amusement machines without payout, 200,000; cigarette machines, 800,000; bottle dispensers, 230,000; cup dispensers for hot beverages, 34,000; cup dispensers for cold drinks, 60,000; candy machines, 60,000; and small machines for children’s goods, 600,000.

Midway Service Schools

(service continued from page 42)

The School program over the past several years, in line with new technology and developments in coin-operated video equipment. The factory intends to continue on this course and is presently mapping out plans for an extensive 1981 schedule.

MANUFACTURERS EQUIPMENT

A compilation of current and games equipment with approximate production dates included in most cases.

PINBALL MACHINES

BALLY

Ground Shaker (1/80)
Silverball Mania (3/80)
Silverball Mania (upright)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin’ (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)

GAME PLAN

Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTLIEB

Roller Disco, w/b (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w/b (4/80)
Panthers (6/80)
Counterforce (8/80)
Star Race, w/b (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)

STERN

Big Game, w/b (3/80)
Ali (4/80)
Seawatch (5/80)
Cheetah, w/b (6/80)
Quick silver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)

WILLIAMS

Gorgar (1/80)
Laser Ball, w/b (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w/b (9/80)
Alien Poker (10/80)
Black Knight (12/80)

VIDEO GAMES (upright)

ATARI

Monie Carlo (4/80)
Astronoids Cabaret (5/80)
Missile Command (8/80)
Battlezone I (11/80)
Battlezone Cabaret (11/80)

CINEMATRONICS

Talgunner (3/80)
Rip Off (3/80)

EXIDY

Bandido (1/80)
Talgunner 2 (2/80)

EXIDE

Target (5/80)
Special (5/80)

GOTTLIEB

No Man’s Land (12/80)

GREMLIN/SEGA

Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (5/80)
Cage Hunt (5/80)
Breaker (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)

Midway

Deluxe Space Invaders (1/80)
Galaxian I (4/80)
Extra Bases (5/80)
Space Encounterers (6/80)
Space Encounterers Mini-Mylee (9/80)
Space Zap (10/80)
Space Zap Mini-Mylee (10/80)
Pac-Man I (11/80)
Pac-Man Mini-Mylee (11/80)

STERN

Astro Invader (8/80)
Berczrek (1/81)

TAITO

Space Chaser (2/80)
Stratovox (9/80)
Polarias (12/80)

Universal USA

Cheekie Mouse (4/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Pansies (1/81)

WILLIAMS

Defender (12/80)

COCKTAIL TABLES

ATARI

Soccer (4/80)
Astroiders (4/80)
Football (7/80)

CENTURI

Rip Off (8/80)
Targ (10/80)

Midway

Deluxe Space Invaders (3/80)
Galaxian I (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac Man I (11/80)

STERN

Astro Invader (11/80)
The Enforcer (11/81)
Berczrek (2/81)

TAITO

Space Invaders II (2/80)
Polarias (12/80)

PHONOGRAPH

Centur 2001
Lowen-NM Consul Classic
Lowen-NSM Prestige ES-2
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Roe-R 85 (10/80)
Seabird Phoenix (1/81)
Wurlitzer Cabarina

Wurlitzer Rock

Wurlitzer Atlanta

Wurlitzer Silhouette

POOL TABLES

Irving Kaye Silver Shadow
Irving Kaye Lion’s Head
Dynamo Model 3
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougars
WELCOME TO

Xenon

Bally
GOSPELNEWS

SETTING THE PACE — Word Distribution (the records and music distribution arm of Word, Inc.) closed 1980 with its annual sales meeting in Dallas Dec. 15-16. Titled “Picking Up The Pace in 1981,” the five days of business sessions and discussions were attended by A&R, production, marketing, promotion and sales personnel from the United States and Canada. During one of the sessions, the vice president, Stan Moser, noted, “The next few years offer outstanding prospects of achieving major goals in spreading the Christian message through the vehicle of the electronic media.”

Roland Lundy, vice president of sales, directed the sales meeting, which included presentation of new record product from all Word-distributed labels. Highlighting the first quarter release will be albums from the Imperials, Mighty Clouds of Joy, Rusty Goodman and John Porgy. Releases from Word's new Luminar label and presented by Infinity, New Bethel COGIC Radio Concert Choir and James Moore.

John Purifoy, director of music publications, introduced new printed music product for the quarter, as well as personality books by Amy Grant and the Imperials, together with a Black Personality book including songs by Shirley Caesar, Al Green, Mighty Clouds of Joy, Tony Comer and others.

Additional cuts, Steve Sutton, Word representative in the Midwest, was named salesman of the year; while Doug Elliott, who works the northeast area, was run up. Entertainer throughout the week was provided by the Mighty Clouds of Joy, Dion, Reba Rambo, Dony McGuire, John and Vicky Jo Witty and Morris Chapman.

Tom Calhoun made his debut act Jan. 1 at Jimmy TV’s World Premiere movie, 300 Miles For Stephanie. The movie is the true life story of Albert Rodriguez, a San Antonio policeman who made a 300-mile prayer run for his dying daughter.

Members of the Hawkins family are making headlines everywhere. Walter Hawkins and the Family will headline the Jan. 31 benefit for the Jackie Robinson Foundation at New York’s John St.’s of the Divine church. Tramaine Hawkins recently taped a gospel TV special at Merv Griffin Studios in Los Angeles, and brother Edwin is scheduled to appear during the Presidential Inaugural Celebration. Edwin is also up for an Emmy — the PBS presentation Edwin Hawkins at the Symphony has been nominated for the honor. The Beverly Hills-Hollywood branch of the National Assn. for the Advancement of Colored People (NAACP) recently presented Andrae Crouch with an Image Award as the top gospel artist at its annual awards ceremonies.

Light recording artist Jessy Dixon has a busy 1981 schedule planned, including the release of two albums, major TV appearances and six foreign tours. Dixon is scheduled for two appearances on the new Barbara Mandrell and the Mandrell Sisters TV show and will guest host appearances on the PTL show.

Lexicon Music recently announced the opening of a new warehouse in Winona Lake, Ind., to facilitate its rapidly expanding program. Lexicon Music orders may be made by calling the following numbers: toll free in the Continental U.S. (800) 423-5401; toll free in California (800) 382-3618; (213) 704-6035 (customer orders in Alaska and Hawaii) (805) 496-5414 (customer service).

Bill Rayborn of Membership Services Inc. (MSI) has been promoted to the position of director of music marketing and services. Rayborn will remain as director of the three music buying services of MSI. New Crescendo Music Service, Myriad Music Service and Music in Review, as well as assuming his new duties as director of marketing for Publishers Network and overseeing marketing and promotion for Crescendo music publications.

Also at MSI, the discount buying plan Music in Review has been reactivated, extending the memberships of current members and others who register their new program, there will be three different member classifications: Evangelical/Contemporary, Traditional/Liturgical and a special plan featuring both evangelical and traditional. The program is kind of doing in spite of the cloudy economic discount buying plan where members may order any music from any publisher at 15 percent discount. William F. Guthrie has been appointed as music marketing specialist for the new company and will be in charge of developing the traditional liturgical market.

In March recording artist Al Green performed a benefit concert Jan. 10 for Atlanta families of the 16 black children killed and missing in that city. The benefit concert, held at the Wheat Street Baptist Church, was also broadcast on Soul Train on the same date.

Country gospel singer Dennis Agajanian’s first Light Records album, “Rebel To The World,” is set for release this month. Agajanian, who is the “unofficial” chaplain to race drivers, Agajanian has just finished music for the racing movie Flat Out World, scheduled for release soon. Agajanian will also receive considerable TV exposure in 1981, recently tapping 13 episodes of a new program The Music Show, set for early 1981 syndication. Agajanian will also appear on a segment of TV’s P.M. Magazine.
WEA International Sales Up In ’80

(continued from page 14)
cording to Ertegen, the two African countries...and promotion, and...ning...in the production process include spe...onal, and advertising promotion, and...Wea...Listeners are...earners, and American artists...en, and I feel...Best New Polygram Post

(continued from page 16)
### Cashbox Top Albums of 1961

<table>
<thead>
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<td>Dean Martin</td>
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<td>Viva La Bambina</td>
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<td>6</td>
<td>The Ink Spots</td>
<td>Music For Pleasure</td>
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<td>7</td>
<td>The Platters</td>
<td>Favorites</td>
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<td>8</td>
<td>Dinah Washington</td>
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<td>9</td>
<td>Les Brown</td>
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### Cashbox Top Singles of 1961

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### Cashbox Top Country Singles of 1961

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<td>Love Hurts</td>
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<td>Mel Tillis</td>
<td>Black Is My Color</td>
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<td>Hank Thompson</td>
<td>The Points You Miss</td>
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<td>5</td>
<td>Jack Greene</td>
<td>A Thousand Miles For Someone</td>
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<td>Lefty Frizzell</td>
<td>A Wish In Your Heart</td>
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<td>Earl Presley</td>
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<td>Melba Montgomery</td>
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### Cashbox Top Rhythm & Blues Singles of 1961

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<td>Houston Person</td>
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<td>The Hi-Numbers</td>
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### Cashbox Top Gospel and Spiritual Singles of 1961

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<td>He's Never Going Away</td>
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<td>Balls Of Fun</td>
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<td>I'm Yellin'</td>
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