JUICE

THE ALBUM DESTINED TO ESTABLISH A STAR.

JUICE NEWTON

FEATURING THE HIT SINGLE

“ANGEL OF THE MORNING”

Produced by RICHARD LANDIS
Where Is The Music In Music City?

In these times of a tight economy and even tighter playlists, the announcement that Nashville's Exit/In, the city's only contemporary music showcase club, would close for an "interim" period for reevaluation was alarming news indeed. Although the final fate of the club is still uncertain, speculation and apprehension within the city's music community run rampant—following the recent losses of the Mississippi Whiskers and J. Austin's, could the Exit/In be far behind?

Should the worst come to happen and the Exit/In shut its doors for good, the entire music community would suffer a painful loss. In the capital of country music, the Exit/In chose to showcase artists from other genres. Such diverse acts as Dire Straits, Mickey Gilley, Delbert McClinton, Johnny Lee, Billy Burnette, Rodney Crowell & Rosanne Cash, the Larsen-Feiten Band and Gil Scott-Heron have all graced the Exit/In's stage in recent months.

While Music City is rightfully proud of its country heritage, it is also home to a variety of other music people today. These people need a club scene if they are to flex their musical muscles—not only will they be able to grow, but the local country scene could benefit as well. The bottom line in this business is good music, and exposure to a diversity of influences can only broaden one's understanding and abilities.

Nashville and country music have crossed over into the mainstream, and for many in the city, times have never been better. However, if the music industry were to lose perhaps the most prestigious and respected showcase club outside of New York and Los Angeles, it would be a sad day for all. Cash Box urges the owners of the Exit/In to take that into consideration before making a final decision.

**NEWS HIGHLIGHTS**

- Federal judge orders convicted tape duper to testify in Sam Goody Inc. counterfeit case (page 7).
- ASCAP 1980 receipts reach $150 million for new high (page 7).
- Coal Miner's Daughter, Fame lead Oscar nominations for music-related films (page 7).
- Andy Gibb's "Me (Without You)" and "Now" by The Plimsouls (new and developing artist) are the top Cash Box Singles Picks (page 13).
- "Moving Pictures" by Rush and The Plimsouls' self-titled debut (new and developing artist) are the top Cash Box Album Picks (page 15).

**TOP POP DEBUTS**

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**POP SINGLE**

9 TO 5
Dolly Parton
RCA

**NUMBER ONES**

DON'T STOP THE MUSIC
Yarborough & Peoples
Music/PolyGram

**COUNTRY SINGLE**

ARE YOU HAPPY BABY?
Dottie West
Liberty

**JAZZ**

WINELIGHT
Grover Washington Jr., Elektra

**COUNTRY ALBUM**

KENNY ROGERS GREATEST HITS
Kenny Rogers
Liberty

**Gospel**

THE LORD WILL MAKE A WAY
Al Green
Myrrh
Last year, Sheena Easton exploded on the English Pop Scene with 3 Top-10 Singles. This year, she's here—

Sheena Easton

Features the first hit "Morning Train." On EMI America Records
Produced by Christopher Neil.

R&R—Most Added
Billboard—Most Added and Highest Debut
Cashbox—Most Added and Highest Debut
Record World—Chartmaker and Highest Debut
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CASH BOX NEWS

DAN HARTMAN CELEBRATES NEW LP — Blue Sky recording artist Dan Hartman recently celebrated the forthcoming release of his new LP "It Hurts To Be In Love" at a CBS Records listening session. Shown at the session are (l-r): Steve Paul, president, Blue Sky Records; Don Dempsey, senior vice president and general manager, Epic/Portrait/CBS Associated labels; Hartman; Walter Yetnikoff, president CBS Records Group and Tony Martell, vice president and general manager, CBS Associated labels.

Performance Rights Proposal Introduced Again In Congress

by Richard Imamura

WASHINGTON — A bill to impose performance royalty fees on radio and television stations, background music services, discs and other public uses of copyrighted music has been introduced again this year by Rep. George Danielson (D-Calif.) in the House of Representatives. Virtually identical to a bill submitted by Danielson last year, which died in subcommittee, H.R. 1805 would impose performance royalty fees on radio stations for the netting more than $25,000 annually in advertising receipts.

Under the terms of the proposed bill, a performance royalty fee of $50 would be assessed for outlets with receipts from $25,000-100,000 annually; $750 for outlets with receipts from $100,000-200,000; and one percent of receipts for outlets netting over $200,000 annually.

In Committee

The proposed bill has been referred to the House Judiciary Committee, which will most likely send it to the Courts Subcommittee for further study. The subcommittee, which Danielson is a member of, includes Rep. Robert Kastenmeier (D-Wisc.), chairman; Jack Brooks (D-Texas); Barry Frank (D-Mass.); Tom Railsback (D-Tex.); Caldwell Butler (R-Va.) and Harold Sawyer (R-Mich.).

Long a goal of the recording industry, this year’s introduction of a performance royalty bill was greeted with guarded optimism by Stanley Gortikov, president of the American Society of Composers, Authors and Publishers (ASCAP), RIAA).

"The industry has been seeking performance rights since the early 1960s. The AFM, AFL-CIO and RIAA have shepherded this bill on what we see as an iniquity on the part of the broadcasters towards performers, and we’re trying to correct that."

"We really have no way of knowing if it will pass this year," Gortikov added, "but with approximately 30 co-sponsors for the bill (actually 28), it is a healthy sign since Congress just opened. Still, we do expect strong broadcaster opposition."

As predicted by Gortikov, broadcaster opposition to the bill was strong and swift.

Broadcast Opposition

"We think the public will rally against the royalties imposed by this bill for the simple reason that radio stations are patently unfair. We oppose it and will do everything we can to defeat it," said Shaun Sheehan, senior vice president of public affairs for the National Assn. of Broadcasters (NAB). Calling radio airplay a "promotional tool," Sheehan added that the performance "don’t get exposure in any other medium than radio, and now they want to be paid for their own publicity."

ON THE JOB — Although in Europe promoting her movie 9 to 5, actress Lily Tomlin (r) flew to Lake Tahoe's Harrah's for co-star Dolly Parton's opening show there.

Court Orders Convicted Duper To Testify In Sam Goody Trial

by Dan Noguer

NEW YORK — A new witness with testimony potentially damaging to the defendants has been added to the long-delayed Sam Goody, Inc. counterfeiting trial. Verne Carroll, whose B.C.F. Prod. has been identified as one of the nation’s largest counterfeit cassette manufacturers and an alleged supplier of such product to the Goody chain, will be required to testify at the trial as part of a plea bargaining agreement with the Justice Department in the previous copyright infringement case.

Carroll, who pleaded guilty Feb. 17 to over $1 million over the previous and one felony count of copyright infringement involving counterfeit copies of “Paul Simon’s Greatest Hits,” was ordered to testify at any and all proceedings and trials at the government’s request by Federal District Court Judge George Pratt. The prosecutor of the Goody case for the Justice Department’s Organized Crime Strike Force for New York was last week in the District of Columbia “a significant step forward in this case,” adding that “his sentencing has been put off indefinitely.”

Sam Goody, Inc.; its president, George Levy; and its vice president, Samuel Stolten, have been named in a 16-count indictment which charges them with conspiracy to distribute and possess with intent to distribute numerous records in the sale of large quantities of counterfeit tape recordings (Cash Box, March 8, 1980). The indictment charges that the Goody chain had participated in a “pattern of racketeering” from 1978 to 1980 “by devising a scheme to defraud the artists, music authors, record companies, clients and the public.” In addition, the indictment charges the defendants with interstate transport, wire fraud and perjury, and the unauthorized distribution of copyright sound recordings.

Carroll’s significance in the case will derive from his relationship with Norton Verner, a Canadian national who has been identified as a major middleman who bought counterfeit product from illicit manufacturers like Carroll and then re-sold it to retailers. Verner has since been granted immunity from prosecution in return for his cooperation with the government’s investigation.

The involvement of B.C.F. Prod. in the counterfeit web was uncovered following a raid on the Bobetha Foundation, Long Island plant in December 1979, resulting from the FBI’s search of a vast East Coast sweep by the FBI following its 26-month undercover investigation. Federal distribution to Sam Goody of the tape recordings in March 1980 is part of this round of a vast investigation which has implicated various top-getting retailers around the nation.

Preparations for the Goody trial, now set to begin March 15, have taken place in the wake of last week’s request before Federal District Court Judge Thomas C. Platt in Brooklyn. Kenneth Hari, who has been one of the key witnesses for the defense in the Goody chain, sought additional documents from the government that could possibly exonerate his client, including FBI interview documents which had been filed in court. Judge Platt ruled that Holmes would have to provide specific dates, places and indicia of dealings before he would produce the government’s files which would order the government to produce such files. The judge has now read over 1,500 pages of legal documents in the case. (See Cash Box, March 8).

More Subpoenas

Jacobs, meanwhile, has subpoenaed a number of extortion suspects and its parent companies, Pickwick International and American Can, in order to interview.

ASCAP Posts Record-Breaking Year

In 1980 As Receipts Top $150 Million

by Alan Sutton

LOS ANGELES — American Society of Composers, Authors and Publishers (ASCAP) president Hal David celebrated his first year at the helm of the giant performing rights group by announcing that domestic and foreign receipts totaled a record $154,121,000 in 1980, up more than 20% over the previous year.

Not included in the totals for 1980 is a $5,148,000 sum representing 20% of ASCAP’s receipts from a group of local TV stations involved in an ASCAP legal action with the Buffalo Broadcasting Corp. The money has been escrowed in an account that now totals $2,565,000.

"ASCAP is healthier than ever," David said at the West Coast membership meeting of ASCAP last week at the Beverly Hilton, and figures revealed inASCAP’s financial report supported his assessment. Notably, ASCAP achieved a record payout in 1980, with the distribution of domestic and foreign sources totaling $123,331,000, up from 1979’s $100,639,000.

Domestic receipts for 1980 increased to $126,392,000 from $103,473,000 in 1979. The total includes $121,110,000 in receipts from licensees, investment interest of $390,145, and $337,000 in membership dues.

Domestic distribution, made in four quarterly installments, rose to $88,147,000, up from 1979’s $79,427,000. Payouts to members totaled $17,683,000 in March, $20,192,000 in June, $23,731,000 in September and $26,541,000 in December.

On Dec. 23, 1980, ASCAP received a special payout in August of $9,270,000, representing fees and interest received from the CBS Television network for the period Apr,1979 through Dec., 1979.

Receipts from foreign societies jumped to $27,729,000 from $24,462,000 in 1979.

More foreign distributions were made in two installments. A July 23 disbursement of $12,560,000 was distributed as follows: England, $5,444,000; France, $3,156,000; Ireland, $2,607,000 and South Africa, $241,000.

On Dec. 22, another foreign distribution of $5,554,000 was made for the following 10 countries: Australia, $1,554,000; Austria, $671,000; Belgium, $528,000; Canada, $4,411,000; Denmark, $390,000; The Netherlands, $1,215,000; Italy, $1,382,000; Japan, $1,069,000; Norway, $287,000; Spain, $442,000; and Switzerland, $645,000.

Total foreign distribution included $760,000 from other unspecified countries.

ASCAP’s gross of operating income in 1980 dropped to 18.2% of receipts from 19.0% in 1979. ASCAP also reported advances made to members to be recovered from future distributions due to them. Total outstanding advances to members now stand at $5,745,000, as compared to $4,512,000 in 1979.

(continued on next page)

Cash Box/February 28, 1981
Roadrunner Introduces 'Total' Approach To Merchandise Act
by Marc Celmer

LOS ANGELES — The business of concert tour merchandising has come a long way from the days of the limitedollah selling a few silk screened T-shirts and souvenir books outside a concert hall. Spurred by increasingly sophisticated merchandisers, the once small-time operation has grown from a ticket sale afterthought into a multimillion dollar industry.

And while the business is still very much a fast money, quick turnover operation, it has also grown into a large scale set that encompasses media advertising, mail order sales and licensing of product, offering everything from night shirts to key chains.

Although the thriving industry has suffered from a dubious reputation with T-shirt bootlegging and unqualified or illegitimate merchandisers rearing their heads from time to time, Roadrunner's professional has become more prominent.

AFM's Members Ratify Film Pact
by Michael Martinez

LOS ANGELES — In a move officially ending the strike waged last year by the American Federation of Musicians (AFM), members of AFM Local 47 in Los Angeles, full terms of the contract will not be revealed until after a later date.

A vote of 1,112 to 375 in favor of the contract was entered by a portion of the 2,600 AFM members eligible to vote, most of whom are represented by AFM Local 47 in Los Angeles. Full terms of the contract will be revealed later.

Cutout Dealers Adjust To Lack Of Hit Titles
by Michael Martinez

NEW MOON AT TRAX — Capitol recording artist Eve Moon recently performed songs from her self-titled debut album at TRAX In New York. Pictured backstage after the show standing are (l-r): Bobby Golomy, vice president, A&R promotion division; Capitol: Jay Hart, Chicago regional promotion manager; Capitol; Carol Miller, WPLJ; Peter Quirely, production manager, Capitol/Liberty/EMI-A; Moon: Jimmy Ripp, Moon's guitarist; Maureen O'Connor, press and artist relations; Capitol; Tom Wib, Moon's bassist; Car Wernor, lead vocalist of the Elektrik. Pictured seated are (l-r): Ray Tusken, national AOR promotion manager, Capitol; Pati Marzian, manager, artist relations, West Coast, Capitol; David Munos, label marketing manager, Capitol Canada; and Dion E'Angi, press and artist relations coordinator, East Coast, Capitol.

MCA/Songbird Sparrow Enter Distribution Pact
by Michael Glynn

LOS ANGELES — MCA/Songbird Records, MCA Distributing Corp. and Sparrow Records last week signed a long-term reciprocal distribution agreement. Under terms of the agreement, Sparrow will distribute selected MCA/Songbird product to the Capitol, EMI, Parlophone, and EMI Virgin record retail outlets, while MCA Distributing will ship Sparrow product through its established distribution network.

The purpose of the reciprocal agreement is to enhance and heighten the presence of Sparrow Records in secular markets, on one hand; and strengthening MCA/Songbird's profile in Christian markets on the other.

A press announcement of the distribution pact at MCA Records' Universal City headquarters, Jim Fogelson, president of MCA Records' Nashville division, who handles the daily operation of Songbird, stated that the arrangement was based on mutual "needs between our two companies.

"It's true that MCA/Songbird has not achieved the credibility everyone thought it would have at this point," said MCA's Billy Sherrill. "But through the confidence and the faith the Sparrow people have shown in us, and through Sparrow's invaluable assistance, we will achieve that credibility.

"It's not like the size of their operations can be overlooked, and with the respect of our business...we are not looking to boost the market out.

"We had a meeting with the president of Sparrow, said: "I am excited and proud prospects of the distribution agreement. There is a real hunger, on our part, to see the product out beyond the limited distribution of it.

Copoland suggested that cutouts were now competing with midlevel product for the impulse buyers dollars, and that manufacturers see midlevels as a more promotable item, capable of generating multiple sales.

Agreeing with the assumption that more time and money should be spent for cutouts, major manufacturing companies have been working closely with their marketing departments to determine who would be the most effective cutout market.


Some retailers, however, feel that the handful of days when labels will have huge quantities of quality product to dump are number.

Pressings Down
"Labels have been asked to mass produce and product and to generally be more cost effective," said Greg Biggs, sales manager at Los Angeles-based Kester.

Cash Box/Febuary 22, 1981
SOON EVERYONE WILL BE FEELIN' ALL RIGHT

The NEW RIDERS OF THE PURPLE SAGE started a decade ago as a San Francisco offshoot of the Grateful Dead and they’ve been truckin' ever since. Constantly new and innovative this new NEW RIDERS is no exception... It will have you FEELIN' ALL RIGHT.

Produced by Chuck Mellone for Fast Forward Productions, Inc. Direction: Spencer Dryden

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NEW FACES TO WATCH

T.S. Monk

"It feels bizarre having a hit record the first time out," says drummer/singer/composer T.S. Monk, "especially coming from a jazz artist." Monk, who headlined one of his father's sessions, "I grew up among musicians like Max, John Coltrane and Sonny Rollins," he says, "but I just thought of them as my dad's friends. Eventually, I realized I sang from an early age, studied piano for four years and took up drums at 16. He at ten. With the success in Connecticut and Massachusetts, which gave him a heavy background in rock and R&B. "Who I was dictated what I was playing," he notes, "but I was also a lot of what I played was to discover who I was. I played everything from country and western to R&B and acid rock, plus whatever little club bands."

He first performed with Thelonious in late 1970 on a TV special and then toured with his band until 1972, when he described as a "tremendous learning experience." T.S. then joined Monk associate Paul Jeffreys' big band, appearing on two LPs.

There was a record contract, but a scuffle at the Boogie Woogie Rehearsal Studio on 87th St. Musicians like Herbie Hancock, Miles Davis, Alice of Pointer and Angela Bolliri were around, and that's where I hooked up with Natural Essence in 1974. It was a pre-fat band including singer Yvonne Fletcher, who started singing and playing piano at age six and had studied music at High School of Music and Art and Brooklyn College. "I think I had a hit record in 1976, the two formed Cycles, which became T.S. Monk in 1977 with the addition of Monk's six years of piano, but was mostly a dancer until 1977," says T.S. "Then I turned around, and there she was singing with Leon Thomas and Clifford Jordan, and she was sounding really good. I got her doing demos for me and studio work, as well as singing with the band. The concept I had for it was the two ladies singing in front of a really bally band.

"I have a crossover sound, we want to sing songs and sell records, and I think that's what our producer Sandy Linzer picked up on. It was a creative thing that we've been doing, we've got more of our original tunes on our future records." With one of its debut 45 and LP, the band is planning to go on tour, "In a matter of weeks." T.S. observes that "my father likes the record, he likes what we're doing, and he says, 'You've got to live in your time and reflect the sounds of your time.' I'm really excited about what we're playing and think there are areas we haven't even got into yet.

Johnny Lee

Hollywood's film libraries contain scores of visual materials that have saturated the public with romantic ideas of "overnight stardom." More real life, but certainly not a less romantic story, is that of John Lee, who probably epitomizes the real success story, working many years at honing his craft until, Well that was a pre-R&B hit of 1980's box office smash, Urban Cowboy.

Born in Texas City to a family where "nobody did anything in music except play the radio," he found his way into the early strains of rock 'n roll while working on his father's dairy farm. In high school, he got the nickname "Gilley" which, as he was playing around the area and I finally got to meet this Mickey Gilley guy I've heard so much of, "he was very embarrassed," Lee recalled. "I said, 'Mickey, do you remember me? I was on the Larry Kane TV show in Galveston with you.' Then I found out who he was and his record, and of course, Mickey was busy and he wanted to be nice, so he said, 'Uh... yeah, yeah I think I do remember you, but I can't remember what you're talking about.'"

Then he added, "and I remember that!"

Lee then began sitting in with Gilley and his band on occasion, and, finally, Gilley offered him a spot in the group playing trumpet and singing at the Nesdale. When Gilley opened his new-legendary nightclub in 1971, Lee became a familiar fixture. "When the things started coming down about the movie they were coming in and making (Urban Cowboy), a guy by the name of Ivan Moffo came down and heard me," Lee said.

Urban Cowboy, of course, produced the hit single, "Lookin' For Love," which gained mass acceptance in radio and at the retail level. The single stayed at #1 on the Cash Box country charts for three weeks, and "Lookin' For Love" was the top 10 hit on the pop side, eventually earning gold certification. A follow-up, "One In A Million," was also #1 on Cash Box and his current release, "Pickin' Up Strangers," debuted several weeks ago in the Top 40. His "Lookin' For Love" LP met with enthusiastic response.

Even with his sudden success, Lee has retained his perspective. "I don't run around bubbling with joy all the time because we're on a schedule that keeps us drugging; but when I get a little bit of rest and time back to life, it makes me feel really good.

His initial good fortune has enhanced the Paragon Riders, and, on their show, "we're booked solid," Long says. "I'm looking in the near future, he plans to take a brief departure from touring with Gilley to record a second album, which he hopes will contain more "Johnny Lee" songs.

ARTIST PROFILE

Anne Murray: Moving Ahead With A Down-to-Earth Style
by Kirk LaPointe

TORONTO — More face-to-face, bit-
terly cynical times, she was known as the "CanCon Girl" to Canadian radio programmers enduring new native music content regulations. Meanwhile, she went as far as to intimate that her first ever hit single, "Snowbird," was a "legislated hit," and that her contract with CanCon (CanCon) Rule for radio.

But if Capitol recording artist Anne Murray took a beating from the critics, and even from agents who had appeared to the count and out, few would argue today that her successes have been tainted or compromised. A record 16 Juno music awards and two Grammys to underscore her well-

fashioned international success, no Can-

adian performer in any field of the arts can boast such a commanding worldwide appeal.

With 19 American chart hits, two platinum albums and a gold package remains in the Cash Box Top 20 and was also the recipient of this year's Juno Award for Female Vocalist of the Year (Facts about Anne Murray) and even larger totals on her own country's charts — Murray has found herself in an en-

New VC

Anne Murray

viable position.

"I've always needed total control," she said in an interview at her Balmary Ltd. Management offices in Toronto. "Now that my contract (with Capitol worldwide) is to the point where I only have to produce an album every 15 months or so, I can have the control of my career I've always needed."

As just important, she can attend to family concerns and her work outside the music business, and still reap the rewards of a mercurial decade of work that has seen her slide from apparent stardom to the depths of virtual anonymity and back to the top.

Strong Comeback

When she struck gold with her 1978 single, "You Needed Me," it marked her return to prominence. Since then, she has swept every Canadian music award for which she has been nominated, including 10 in the past three years and four each in 1980 and 1981.

But if many look to her as the icon of the

PolyGram Restructures Its Publicity Department

NEW YORK — PolyGram Records has hired three persons and promoted another four in a restructuring of its press and artist relations department. The new employees are Eileen: Hage, Kelly Brouillard, first assistant artist relations, West Coast, PolyGram Records Inc; Susan Goldman, director, A&R; Jovina Turney, assistant editorial services manager, press and artist relations. All three will report to Len Eapen, vice president and head of publicity.

Schneider, formerly with Mercury and Columbia Records, will oversee all media activity west of the Rockies and handle all Los Angeles-based national exposure, trade coverage and major press functions.

Goldman, formerly of the Entertainment Company, has worked with Judy Collins, Livingston Taylor, Barbra Streisand, Cher, and others.

Trakin will be in charge of all copy and photographs emanating from thedepartment, including artist biographies, press kits, trade stories, speeches and clipping files. Trakin's work has appeared in many publications, including the Daily News, Soh Weekly News, New York Rocker and Melody Maker.

Lee Ellen Newman, formerly national publicist, PolyGram Records East, and Sherry Ring, formerly East Coast publicist. Mercury/Phonogram Records, have been promoted to national press and artist relations managers. Also, Ken Reynolds, formerly national publicist, special markets, PolyGram Records, has been promoted to national black music manager, press and artist relations, and Dan Fine, formerly with the publicity department at Casablanca Records, has been promoted to West Coast press and artist relations manager.
A work of art should be rewarded with another work of art.

Introducing the Scotty Award.

The Scotty Award is an original oil portrait commissioned for each of the best recording artists in the business. It's a work of art as unique as the honor it represents. And it represents quite an honor.

Just to qualify, you have to master on Scotch® Recording Tape and achieve RIAA gold or platinum status. Even then, only a select few will be chosen.

But these select few will not be the only ones who win. A $5000 music scholarship will be awarded by 3M to a promising new artist chosen by the Best of Show winner. An additional $1000 will be awarded by 3M to the Muscular Dystrophy Foundation in the name of each winning artist. And $100 will be awarded to Muscular Dystrophy for each qualified nomination.

Who will the first Scotty Award winners be? That's up to you. We're now accepting nominations for recordings that reached gold or platinum status during 1980.

So contact your 3M Field Representative for details and nomination forms. Help the fortunate, and the less fortunate, win a Scotty Award.

Scotch Recording Tape
Headfirst, MCA P&D Deal To Go With Digital LPs

by Michael Martinez

LOS ANGELES — MCA Distributing Corp. recently entered a pressuring and distribution agreement with newly established Headfirst Records, a label that will specialize in the digital releases of contemporary jazz product. MCA's involvement with the label marks the first time the company has licensed its own digital audiophile product.

Principals in the new label are Bill Traut, who will serve as chairman of the board, and Bob O'Brien, president. Ron Mosse, who manages the label's debut artist, Al Vizzutti, will serve as vice-president and will be in charge of on-the-road A&R functions. John Van Horn will also serve as vice president of the new label and will handle artist and product development chores. Jim Gold will serve as the company's financial officer.

Radio promotion for the new company is to be supervised by Mark Meinhardt of the Public Relations Firm. Scopes.

Following the imminent release of the self-titled LP by Vizzutti, which will feature guest appearances by the Chuck Israels Orchestra (with whom Vizzutti has toured), Bunny Brunel, Grant Geismar and Joe Farrell, Headfirst is gearing up for further releases by the Russ Leonard Management Group, guitarist Pat Metheny as a guest; keyboardist Brian Auger; trumpeter Rahmee Michael Davis (of Stax and Fire) and Japanese jazzman Osamu Kitašima, featuring work by Stix Hooper, Bobby Hutcherson, and John Klemmer.

Gold also said that in addition to seeking jazz, A/C and AOR airplay, the company plans to release singles from certain albums on the promotion at the R&B and Top 40 radio levels.

"With a promotion and marketing staff like MCA's, we can go out and promote records like contemporary acts and not like jazz is a dirty word," he said.

At Bergamo, president of MCA Dist. Corp., said that the Headfirst digital product would be set at a suggested list price of $5.98. He also said that while MCA's field staff will work the Headfirst product, "the normal retail outlets, the company's video product sales force will also try to place the product in outlets where MCA record product is not normally marketed.

"This is a first for us," Bergamo said. "We've normally licensed all of our MCA product out for audiophile reproduction."

New GoodyWoxit

(continued from page 7)

them before granting immunity from prosecution. He noted that the employees had refused to speak with him until they were subpoenaed.

Holmes stated that he wished to place on the witness stand a unnamed individual, who had refused to testify without first being granted immunity because he has been identified as a target of ongoing criminal investigation. Jacobs countered, "No immunity until I hear testimony."

Judge Platt cautioned him that "if the witness invokes the Fifth Amendment (against self incrimination), you cannot comment to the jury on his silence."

Holmes then submitted to the court and the government some sealed materials regarding immunity for certain witnesses. In the meantime, Judge Platt has begun the process of ordering a panel of about 150 people from which the trial jury will be selected, excluding those having prior knowledge of the case. He requested the attorneys furnish him with questions they wished to ask the potential jurors to screen out those already familiar with the case.

EXECUTIVES ON THE MOVE

Napolitano Named At Pavilion — Pavilion Records has announced the appointment of Peter Napolitano as its director of national A&R. He has been with Pavilion Records for over a year working in promotion and marketing.

Changes At Alfa — Alfa Records has announced the appointments of two members to the company's promotion department. Martin Tricus, who is promotion manager at Alfa Records based in Atlanta, and Rickie Gale midwestern regional promotion manager based in Chicago. Most recently, Martis served as regional promotion director for Casablanca Records, and previously was the same position at RCA, both out of Atlanta. Gale came to Alfa from her post as regional promotion manager, Alco Records - Chicago, prior to which she served as local promotion/marketing manager for Infinity Records - Chicago.

WEA Announces Three Promotions — The Warner/Elektra/Atlantic Corp. has announced the following appointments: Mike Smith as special project coordinator; Ed Richardson as sales representative for the Integrity account; and Linda Alliston as inventory clerk. Bob Smith, with WEA for the past year at the Los Angeles branch warehouse. He was most recently sales representative in the San Francisco sales office. Richardson started with WEA in 1973 in the warehouse and shortly thereafter was promoted to the order desk. Most recently he was a sales representative. Alliston started at Warner's west coast office and served as a telephone operator in Denver office. After a short time, she was promoted to inventory clerk, and most recently to a sales staff position in Denver.

Perlmutter To Regency — Richard Perlmutter has joined Regency Records as national sales and marketing director. He graduated from Yale University with a masters degree in marketing and previously held a position as regional sales manager for Time, Inc.

WEA Names Smith — The Warner/Elektra/Atlantic Corp. has appointed the appointment of Roger Smith as Elektra/Asylum local promotion representative for the Phoenix market. Previously, he was a promotion representative for Associated Distributors for 1½ years. Before that, he spent 1½ years doing retail and warehouse related tasks for Odyssey and Cadence Records.

Melanson Leaves Pacific Arts — Chuck Melanson has left his position as national director of record sales at Pacific Arts Corp. following the closing of the records division.

Prior to his appointment at Pacific Arts, Melanson was the president of national sales of Chrysalis Records. Melanson can be reached at (213) 855-1010.

Peering-Southern Appoints Nordstrom — The Peer-Southern Organization has announced the appointment of Ivan Nordstrom as managing director of Southern Music AB, Stockholm, under the newly created Peer-Southern post.

Nordstrom was managing Peer-Southern, Nordstrom was managing director of Polydor Records AB (Sweden) for 12 years.

Reeder Named — Randy Reeder has been appointed director of sales for Showco, Inc. and Showvilles, Inc. He will be responsible for both domestic and international sales and client relations for the affiliated sound reinforcement and lighting companies.

Plant Great Names Hoffman, Lamont — Plain Great Records has announced the appointment of Jane Hoffman as marketing manager. Prior to this she was employed by Billboard Magazine for over three years initially in New York and most recently in Los Angeles. Her last post with the company was director, promotion/publicity.

Munne Named Marca Sales Manager — Marca Communications has appointed Michael Munne as manager of its sales department.

Penner Has Four Years Experience — Changes At SRS — Joan Goodstein has joined Songwriters Resources and Services as director of volunteers. She is a songwriter and was administrative assistant, California Corporation on behalf of the singer-songwriter-artist. Goodstein has also been managing director of Peer-Southern, and has been a songwriter and singer, and has been a former managing director.

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SINGLES

NEW AND DEVELOPING ARTISTS

THE PLIMSOLLS (Planet P-47923)
Ifraw, simple '80s-styled rock 'n' roll is your idea of musical heaven, then L.A.'s Plimsolls have a treat in store for you. Featuring the unashamed enthusiasm of the early British Invasion sound with a decidedly American pop/rock approach, the first single from the quartet's self-titled debut hits with a jangling guitar hook and urgent vocals.

SHERBS (Atoz 7325)
I Have The Skill (3:38) (Sherbert Music, Ltd. — ASCAP) (F. Mitchmel, N. Rigby) (Producers: Sherbs, R. Lush)
Under the name Sherbert, Sherbs garnered a long string of #1 pop records in its native Australia, but had little success in cracking the U.S. market during its 12-year history. Along with the new name came a new musical direction, a lean, tight sound that makes good use of synthesizer-guitar interplay.

GARLAND JEFFREYS (Epic 19-51008)
The man who has been responsible for such obscure rock classics as "Wild in The Streets" and last year's overseas hit, "Matador," is back with an outstanding assortment of sidemen on this remake of the ? & The Mysterians, Tex-Mex backdrop. A growing, yet faithful, cover down to the farfisa.

JOAN JETT (Boardwalk WS 7506)
You Don't Own Me (2:47) (Merjoda Music, Inc. — BMI) (J. Madara, D. White) (Producers: S. Jones, P. Cook)
Ex-Sex Pistols Steve Jones and Paul Cook do a wonderful job multi-tracking ex-Runaway Joan Jett's voice into a virtual "girl group" choir on this cover of Little Gere's 1964 hit. The spirit of the original is captured perfectly, with help from Jett's accomplished rock backing unit, The Blackhearts. Much more than a "wall of sound" novelty.

THE FOOLS (EMI America 8072)
After its novelty hit, "Psycho Chicken," Boston's Fools gained a reputation as the "out to lunch" bunch of the new wave. But its second EMI LP, "Heavy Mental," shows that these boys are crazy like foxes and this cover of the Roy Orbison classic, in particular, proves that the quintet can play it straight... and mean it.

THE RINGS (MCA MCA-510069)
Boston-based rock quartet The Rings has been compared favorably with fellow Beantowners The Cars, but, in truth, the sound appears closer to a mix of heavy metallic guitar chording, crisp, clean pop/rock vocals and straight-ahead rhythm section. All of these elements, and more, are amply displayed on this debut single. Already getting heavy regional adds, this is charting.

GENE DUNLAP (Capital 4978)
Adroitly aided by the sweeney, R&B/bossa nova vocals of the Ridgeway Sisters, drummer/percussionist Dunlap, formerly with Earl King, slips out a shimmering, jazzy rhythm. A lovely, lush slice of R&B for A/G and B/C formats. Super.

38 SPECIAL (A&M 2316)
Hold On (3:54) (Rocknocker Music Co./WB Music Corp./Easy Action Music — ASCAP) (Barnes, Carlis, Peterik) (Producer: R. Mills)
38 Special combines the raw, rowdy and raucous approach of Southern guitar rock with razor-precise pop/rock breaks and crystalline vocalizing, a la Styx, on this hit-directed rocker from "Wild-Eyed Southern Boys"

IAN GOMM (Stiff/Epic 19-51008)
Here It Comes Again (That Feeling) (3:06) (Alblon Music Ltd., c/o Koppelmann-Bandier Music Corp. — BMI) (L. Gomm) (Producer: B. Rushton)
Gomm's Top 20 hit, "Hold On," set the commercial-minded Englishman away from the pack of Stiff eccentrics but a follow-up was slow in coming. Well, here it is, and the wait was worth it. A bouncy pop number.

LOU RAWLS (Philadelphia Intl ZSE 70051)
Hoochie Cooch Man (3:42) (Arc Music — BMI) (W. Dean, W. Robinson, J. Dorn)
Rawls makes perhaps his most adventurous musical foray to date as he tackles Willie Dixon's blues classic. While Lou Rawls got plenty of praise for trying, and he does occasionally hit the odd groove, it's a little too slick to be convincing.

THE KINGS (Elektra E-47110)
Don't Let Me Know (3:20) (Diamond-Za Publishing — BMI) (D. Diamond, A. Zero) (Producer: E. Frantz)
Canada's Kings came on like the new wave's Cheap Trick with "Switchin' To Glide," but this is somewhat more predictable pop/rock, with the band's usual aggressive vocals, grinding guitars and a synthesized sheen to top it all off.

THE BOOMTOWN RATS (Columbia 11-60512)
A brooding synthesizer makes a dramatic fade into this bottom heavy number from the eclectic Boomtown Rats. Geldof has really outdone himself on this pounding urban party number that brings David Bowie immediately to mind. New order dance music.

EMMILY LOUIS HARRIS (Warner Bros. WBS 49884)
Ever the musical archivist, Emmylou went for the vaults of this old Cordettes tune, giving it a bright Texas swing arrangement and lullaby electric piano. A cute tune with a new vocal mix, this recalls the '40s while sounding contemporary.

FREDDE GORMAN (LAX WBS 70601)
This master purchase by LAX has real sleeper B/C and crossover potential, as Gorman's smooth, full-bodied tenor should make more than a few ladies swoon.

JAMES BROWN (TK 1042)
Brown is in rare form on the second single from his "Soul Syndrome" LP, getting out some hot vocal raving against a bass and horn back drop that hearkens back to his classic recordings.

TOM ROBINSON SENIOR (IRS IR-9503)
Robinson takes a painfully personal look back at dealing with his own sexuality as a teenager in England on this quick stepping pop/rock. A bonus track is included on this three-cut AOR single.

ANDY GIBB (RSO RS 1056)

RAY PARKER, JR. & RAYDIO (Arista AS 0592)
A Woman Needs Love (Just Like You Do) (3:46) (Raydiola Music Co. — ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)

GRACE SLICK (RCA PB-12171)

ManHATTANS (Columbia 11-60511)
Do You Really Mean Goodbye? (3:41) (Content Music — BMI) (L. Graham, P. Richmond) (Producer: L. Graham)

HITS OUT OF THE BOX

REVIEWS

REVIEWS

NEW AND DEVELOPING ARTISTS

MANHATTANS (Columbia 11-60511)
Do You Really Mean Goodbye? (3:41) (Content Music — BMI) (L. Graham, P. Richmond) (Producer: L. Graham)
**East Coastings**

THIS MUSIC OF BUSINESS — Is Blondie suffering from the “hit singles” syndrome that »aligns rockers? L.A. Rock: The Scene. A syndicated column by Chris Stein/Chuck Stein interview has gotten substantially negative reactions... The Love/Zager team's negotiations with the Four Tops are off. According to Jerry Love, "it's their loss". Madison Square Garden is quietly making out-of-court settlements with the groups who recall the days at the Garden during the Bruce Springsteen concerts... Jeff Wald has assigned the production of the next Helen Reddy album to Joel Diamond... Staff Records has taken on indie promotion... Expect the Allman Brothers to announce a new manager this week. Did John Scher turn down the offer?

**Here Now The Smoooz —** The much talked about reunion of the three remaining Beatles (Paul McCartney, John Lennon, and Ringo Starr) was reportedly scheduled as a 1980 reunion for their European tour... And the current rivalry between McCartney, who started the motion going when he invited Ringo Star to join him on stage during the Beatles reunion tour, and Paul McCartney on the island of Montserrat, has according to observers, become "scared and paranoid"... To prove his point, McCartney last week rammed his car into another rented by two photographers who were shooting photos of McCartney's pregnant wife, Linda, as a way that he wants to be left alone... Don McLean's latest March tour will feature ex-Stones guitarist Brian Jones on keyboards... After 30 straight months of touring The Police have succumbed to "exhaustion", and have currently taken a break... The current

**Rappin' And Rockin' the House —** New York rappers The Funky Four Plus One More recently appeared on Saturday Night Live as guests of Blondie's Deborah Harry. The group records for Platinum Records.

Rockpile single is "Heart," featuring, for the first time on 45, the lead vocals of guitarist Billy Brenner... Rachel Sweet's next album is being produced by Pete Townshend of Who... The Pretenders second album is due in the fall. Paul McCartney is again crossing over rock stalwarts as Adrian Belew (Bowie) on guitar, Bill Bruford (UK) on drums and Tony Levin (Peter Gabriel) on bass. Fripp claims that David Bowie has enlisted his help for his next album... The Dire Straits, currently negotiating with Decca for an authorized picture biography... Steve Naiye, the keyboardist for Elvis Costello's backing group the Attractions, is set to cut a solo album. The group's album sans Costello, "Mad About the Wrong Boy," will be released by Canada's Atic Records... Chuck Prophet of the band an Drogheda, which boasts voice "Glows of Love," has a downtown following so devoted, they'll buy entire albums that feature isolated session tracks by him... Look for Brian Eno to go solo next year... Paul Weller of the group The Jam, has produced Qunt Davis will close the deal on a proposed boistrade at this year's New Orleans Jazz Heritage Festival. The ride would feature the James Brown Show, Junior Walker and the All-Stars and Roy Brown backed by New Orleans' finest R&B band...

**Indie Beginnings —** Add the name Gene Redd to the list of music men with roots in New York's doo-wop era, like Bobby Robinson, Paul Winley and Jack Taylor, who recognize that not since the 1950s has there been a better time to be making a living in the world of urban street talent. Redd has formed Citation Records and has released a 12" "Lock It Up," by Leprechaun, whose production (by Redd) compares favorably to Deodato's with Kool and the Gang... Neil Cooper, who books the '80s, has formed Reach Out, a direct mail company for rock cassettes only, each of which will have almost an hour's worth of material. Set for release are tapes of live performances by the Dictators, James Chance and the Contortions, and a half live, half studio tape by Lydia Lunch... "Eight Eyes," who formed the last form "A Day in the Life" of guitarist Bob Smith... The intractable Bob Singerman has opened the American arm of U.K.-based Fetish Records and is releasing records by The Bongos (a three-12" 45)... Clock of the Long Room's "The Love of a Woman" has a very special "rock record"... WYSP's Denny Somach reports that Ted Nugent has taken the Detroit-based group D.C. Hawkins for his backing band. Featuring an other three-guitar team, the group is now getting in shape for a giant "rock" tour... "The One"... "The E-Streeters" Clarence Clemons and Gary Tallent want to produce The Fabulous Thunderbirds, who will be the opening act for Eric Clapton's North American tour... Trevor Horn and Geoff Downes, aka The Buggles, will do another album for Island, while staying on as members of the group... John Lennon, who has been touring with Yoko Ono, is working on a new solo effort... Roy Wood, founding member of the Move and ELO, has formed Helicopter...

**Strange DJ's —** Steve and Rusty Egan of Polydor recording group Vasco recently played a club at Carlin's in New York. Pictured at the club are (l-r): Egan, Strange, and Martin Rushent, who has just produced an album by Phonomix group... Tony Dickie and the Pacifics Band, the new "Space"... Motors member Nick Garvey will produce The A's and Bram Tchaikovsky for Arista... Sire may release a four song EP by the Pretenders in March... Allman Brothers bassist Dickey Betts is recording a solo LP... Roy Wood, founding member of the Move and ELO, has formed Helicopter... Strange Story Snorts — Jacques Morali, of Village People fame, joins the disco-to-rock crossover brigade with his production of Rock X... E.C. favorite Joe Jackson is hearing production on a much-anticipated album's worth of new material, with such tantalizing titles as "Crackin' Un- der Pressure" and "This Ain't Going to Save Us"... Guitar man Steve Cropper may produce them... Ron Down's new club will be called The Gallery... The club will feature Jack Bruce on bass and... Cozy Powell on drums... Entrepreneur Pete Townshend's new venture will be billed as "the next Santana LP"... "E-Tape"... Detroit rock 'n roll maney Cub Koda now works with a country band called... The Stylit... Arista has signed the Stray Cats domestically. But is the label affair with Iggy Pop about to end?... New York rock 'n soul man David Johansen is wrapping up his latest Blue Sky LP, featuring playing by ex-Beach Boy Blondie Chapin and production by Barry Maz (Styx). According to Johansen, the album's material will not include covers, only "songs that sound like they are..."

**Londons Calling —** In a unique artist development ploy, six New York bands, four without major label affiliation, co-headlined a show at London's Rainbow Theater on Feb. 20. Pictured in the front row at a recent gathering at Hurrah are (l-r): Tommy Robertson of RCA's Polyrock; Ruth Polsky of Hurrah, who is involved with the production of records for the Polyrock Records; and Don Christensen of the Raybeats. Pictured in the middle row are: (l-r) Benny Aaron, Polyrock; Billy Robertson; Joseph Yanez, Polyrock; Catherine LaShey, Polyrock; Peter Leach, manager of Polyrock; Curt Seabrook, Polyrock; Frank Giannini, Bongos; Shub Nana, Bongos; and Vic Moseley, Bongos. Pictured in the back row (l-r) are: Gene Holdor, dB's; Bob Singerman, who booked the show and manages four of the groups; Chris Stamey, dB's; Peter Hotpipps, dB's; Dee Pop, Bush Tetras; Pat Place, Bush Tetras; Laura Kennedy, Bush Tetras; Cynthia Smith, Elektra/Alyx Records. Other killer groups in the mix are The Sh Johannesburg, the album's material will not include covers, only "songs that sound like they are..."

**Uja To Fete Morris —**

NEW YORK — Doug Morris, president of Atlantic Records, has been selected as the 1981 Honoree of the UJA-Federation Music Industry Dinner... Beginning his career in 1963 with the music publishing firm of Robert Mellin, Inc., Morris joined Laurie Records in 1965 as a vice president and was later vice president and general manager of the company. In 1970 he started Big Tree Records. Atlantic picked up the label for distribution in 1974 and purchased it in 1978, at which time Morris was appointed president of Atlantic and Cosmopolitan Labels...

He was named president of Atlantic in 1980. Some of the acts Morris has brought to the lists include Pete Townsend, Gary Numan, Bing Amos, Kool & the Gang, and others...

The formal dinner honoring Morris will be held on Oct. 31 at the Sheraton Hotel in New York City.

**Industry Fundraising Group Formed In Wake Of Atlanta Tragedy —**

NEW YORK — Following the disappearance and suspected murders of 17 black children in Atlanta, LeBaron Taylor, vice president and general manager, Divisional Affairs, CBS Records, has announced the formation of Concerned Members of the Recording Industry...

The group, which hopes to raise funds for a special investigation, preventative programs and psychological counseling, has been backed by industry support from recording companies and artists throughout the country. Taylor will act as general chairman. Early members are chairman Ahmet Ertegun, Atlantic Records and Henry Allen, Cotillion Records, and West Coast chairman is Joe Strummer, The Clash... Others include Ahmet Ertegun, Atlantic Records and Henry Allen, Cotillion Records, and West Coast chairman Joe Strummer, The Clash...

The committee will work in conjunction with a special benefit concert on March 10 at the Atlanta Civic Center, featuring Frank Sinatra and Sammy Davis, Jr. Its fundraising efforts will extend beyond the concert, though, and donations will be sought on an ongoing basis from all areas of the music industry. Corporate donations will be offered, as well as personal donations should be made payable and sent to: Concerned Members of the Recording Industry, attn: Dick Anthony, 369 Madison Ave., New York, NY 10017.

**For The Record —**

In the Feb. 14 issue of Cash Box, it was incorrectly reported that Judge Thomas C. Platt, who is currently presiding over the pre-trial proceedings in the Sam Goody Records copyright lawsuit case in New York, was formerly an employee of the Recording Industry Assn. of America (RIAA). Judge Platt has never worked for the RIAA...

**Cash Box** — February 28, 1981
MOVING PICTURES — Rush — Mercury
SRM-1-4013 — Producers: Rush and Terry Brown — List: 7.98
Rush's motion mix of heavy metal and synthesized prog rock broke the FM market wide open last year on "Permanent Waves," and the Canadian trio should touch down on platinum again with "Moving Pictures." The band avoids the riff rock syndrome by inserting sundry changes and shifts in mood on each cut. Bassist/lead singer Geddy Lee has a munchkin-meets-Robert Plant vocal style that is known throughout AOR land, and this hungry Canadian threesome will most likely conquer the world AC/DC-style with its latest. Top cuts are "Red Barchetta," "Vital Signs" and "Limelight."

FACE VALUE — Phil Collins — Atlantic SD
16029 — Producer: Phil Collins — List: 7.98
Drummer extraordinary Genesis leader Phil Collins delivers a tour de force solo LP with "Face Value." His high, grainy voice is applied to a plethora of modern pop styles — R&B, English folk, avant rock and fusion — and the results are winning. His interesting arrangements and dramatic singing style are reminiscent of Peter Gabriel's, and Collins' album compares nicely with his old crew's solo work. A wonderfully cohesive work that bridges the gap between pop and the avant garde, the album features expert work by such notable players as Eric Clapton, Alphonso Johnson, Daryl Steurmer and Don Myrick.

THE PLIMSOULS — Planet P-13 — Producer: Danny Holloway
— List: 7.98
The L.A. new rock scene was pretty much of a bust the first time around, but if bands like The Plimsouls keep cropping up, The City Of Angels could get back on the map as one of the rock 'n' roll capitals of the world. This hot little foursome mixes mid-60's British Invasion with new wave stylings and adds a bracing R&B edge. This is raw enthusiastic pop that sounds like a dream on both the radio and the dance floor. A sleeper.

REUNITED LIVE — Frankie Valli and the 4 Seasons — Warner Bros.
2WB 3497 — Producers: Bob Gaudio, Charlie Catello — List: 12.98 — Bar Coded
This live two-record set was recorded July 12-13, 1980 at the Garden State Art Center in New Jersey and features a reunited Seasons at its best. Valli's legendary falsetto is virtually flawless, and the Seasons, while a tad ragged from injuries sustained during a freak accident a few weeks prior, bring back memories of the vintage 60's band. Valli's solo hits and a medley containing "Sherry" and "Big Girls Don't Cry" are the highlights.

LOUISE GOFFIN — Asylum 6E-333 — Producer: Danny Kortchmar
— List: 7.98
She has a rebellious punk attitude, but Carole King's little girl has a pretty straight ahead rock sound in the long run. Touches of rockabilly, a little new wave and a lot of Linda Ronstadt are present in Goffin's second LP. Her first album, "Kid Blue," impressed a lot of people, but she should get a lot of AOR play with cuts like "I've Had It" and "Dizzy, You're A Dreamer." She isn't quite there yet, but her future remains bright.

NEW AND DEVELOPING ARTISTS

GREEN BULL/FRAG — Various Artists — ECY Street ECY 16
— Producer: Derek Lawrence — List: 7.98
ECY had to dig for this one, but the small label has managed to find a 1971 live recording by some of the legends of British rock. Guitar aces Ritchie Blackmore, Blackmore and Lee, and assorted other limerockers assembled for this superset, and it's a celebration of their studio/club days. Blackmore and Lee especially stand out in the furious live cut and a cover of Joe South's "Walk A Mile In My Shoes." Fans of argo anglo rock at its baitiest should check out this rare collection.

DOC HOLLIDAY — A&M SP-4847 — Producer: Tom Allom — List: 7.98 — Bar Coded
The first slashing, Southern rock chords on this album tell exactly where Doc Holliday is coming from. The band has a cleaner, more rock-conscious sound than most of its contemporaries, but this is gut-grabbing, Southern Comfort-soaked rock in the tradition of 38 Special and Molly Hatchet. "A Good Woman's Hard To Find" shows the band has strong pop sensibilities, but "Heavenly Round" and "Magic Midnight" are classic footstompers.

EVE MOON — Capitol ST-12132 — Producer: Colin Thurston
— List: 7.98 — Bar Coded
Moon plays it fast and straight on her debut LP. Her torrid brand of straight ahead hard rock has overtones of Heart, but her lyrics and gutsy vocals have more of a street flavor. Moon's lyrics are tauntingly tough like Pat Benatar, but her hell-raising back-up band doesn't have the same synthetic/corporate rock feel. Top tracks on this tasty debut are the deviously paced "Rhythm And Booze" and "Powerline."
California Supreme Court: AFM Arbitration Rule ‘Unfair’

LOS ANGELES — A provision in the longstanding contract B of the American Federation of Musicians (AFM), calling for the union to hold arbitration hearings in employment disputes, has been ruled unfair in a recent appeals case before the California Supreme Court. The court ruled that AFM involvement in such cases calling for arbitration in the contract B provision but the plaintiff’s jurisdiction situation where the agreement to arbitrate is essentially illusory.

The ruling arose during a review of a suit filed in December 1973 by concert promoter Bill Graham, who contended that he was owed more than $100,000 in expenses from Scissor Tail, Inc., a corpora
tion representing C. Russell Bridges, aka Leon Russell (also a defendant in the case) and David Claxton Davis. Graham was seeking arbitration by a referee appointed by the AFM, the L.A. Superior Court had ordered Graham to pay Scissor Tail $53,000 for losses incurred at one of four concerts Graham had allegedly been pacted to promote.

Graham alleged he pacted with the de
tendants to promote four concerts, at O
ntario and Oakland, Calif.; Long Island, New York, and Philadelphia, and also that the defendants failed to reimburse him for predetermined and agreed upon expenses for the California dates. The defendants, according to the court, had backed out of the deal calling on his services to promote the Long Island and Philadelphia dates, and according to the
tuit, Graham was to receive 15% of gross on the concerts for his work.

The state court said, in reminding the case back to the Los Angeles Superior Court, that, “arbitration provisions which designate as sole arbitrator either an affected contractual party or one with identical

Songbird, Sparrow Ink New Distribution Pact

We’re just a little Christian record company that would like to see the Christian message go beyond our normal distribution chan
eels. We’re not making hit records and we’re not looking to cross our own product over to pop.

What we can bring to this arrangement, we feel, is better distribution of Songbird product to Christian book stores and other trade outlets.”

According to Al Bergamo, president of MCA Distribution Corp., the reciprocal dis
tribution agreement is scheduled to go into effect March 1, with existing catalog product, approximately eight LP’s, from Songbird and Sparrow to be covered.

California Supreme Court: AFM Arbitration Rule ‘Unfair’

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Bomp Bomp Records, Glendale, Calif. is quickly catching up with new music competitors like I.R.S. and Stiff. The Botique label just put out albums by artists from a wide variety of areas: Cleveland (Stiv Bators), San Francisco (The Nuns), Tulsa (Jimmy Lewis And The Checkers), New York (Zantes) and Minneapolis (The Hypatryz) in its current release. The label has geared up to release four albums on a steady basis, one every month or so, and it has been doing a successful author publication of “Night Of The Living Dead Boys”, John And The Nightriders’ “Live At The Whisky A Go Go”, a compilation album featuring best of ‘60s-oriented garage bands called “Bat
tle Of The Garages” and a four-song EP by Pete Holly And The Look. Bomp is now distri
buted by CBS, World Trade, Import, Disk Trading, Action, MS, Square Deal, Green World and City Hall.

SOLID SMOKIN’ — Solid Smoke Records, that tiny San Francisco-based label that re
released vintage albums by James Brown, Dorsey and Johnny Burnette and The Shepp
ards last year, has another interesting project up its sleeve this year. Solid Smoke Records has a major commitment to undiscovered talent with the release new albums on its fledgling subsidiary label, War Bride Records. Scheduled for a March release are “Contents Tent” by Tom Adams, “Sunset Boulevard” by the Franceys and “Rising Stars of San Francisco.” The latter release is a compilation album featuring 11 exemplary Bay area artists, including Eye Protection, Fun Addicts, and The Ready
y. Todd, who is a 15-year-old, has added a new member to the team in the person of Roy Loney and James Brown on the same roster, so War Bride was created to allow the company to embark on new ventures.

DREADLOCK ROCK — Southern California’s original Rasta, Jack Miller, has just retur
ned to the state after a six-month European vacation. Jack has been in Europe with his band again, recruited such great reggae sessionists as Sly Dunbar, Robbie Shakespeare and the Mighty Diamonds for his new “Dreadlock Rock” LP. The album will be out in May.

WESTWORDS — Sammy Hagar has won his legal battle freeing him of his recording contract with Capitol and is currently label shopping. … The next Steely Dan single from their “Gaucho” LP “Time Out Of Mind” has been released to radio. … The album’s $9.98 list price by releasing the same “B” side as on “Hey, 19” the first. Instead of the band’s proposed “Third World Man” flipside, the label is releasing the live version of “Bodhidharma.” … More rumors abound that John Travolta has not agreed to take on the role of Jim Morrison in the screen version of the Jerry Hopkins/Danny Sugerman biography, Nobody Here Gets Out Alive. According to Sugerman, who is part owner of the film rights, “We haven’t even been ap
dochanted by Travolta.” … Sonny Bono has said that he was working on an illustrated book on The Doors that will be ready by 1982. Speaking of The Doors, Ray Manzarek is hard at work producing the new album by L.A. Religion, the new band formed by The Doors’ latest lineup. … A lawsuit alleges that the band’s ‘Unfair’”

Songbird, Sparrow Ink New Distribution Pact

were.

interests in the outcome of the dispute fails to achieve the level of basic integrity which we require of a contractually structured substitute for formal judicial proceedings.”

The Supreme Court appeal followed two trial court actions, both of which held that Graham was responsible for damages to Scissor Tail for losses incurred during the Ontario concert under terms of the con

When the promoter first filed his breach of binder action in 1973, Scissor Tail Tailed the non-including considerable personal March 1976, the Superior Court ordered arbitration and in June 1976, the union’s arbitra
tion board granted a motion to return the matter to court.

Graham nor his legal representatives had input to the initial AFM board of

The matter was reopened in October 1976 at the request of Graham’s counsel, and the union heard the case again, having appointed an unidentified referee, who was described in the Supreme Court memo as “a former executive officer and longtime member of the union.” Following the hear

ing, the referee recommended the union order Graham to pay the $53,000 claimed by the band, which the Superior Court, based on the arbitration, granted the company’s petition, recognizing the award and granting a judgement in favor of the band.

Graham appealed in 1979 to the state high court, which ruled that the union form contract bound Graham to the “humble role of ‘arbitrate’” and that under the contract his bargaining position was diminished, a contention that defendants legally strongly opposed.

“The hearing is of little consequence if it proceeds under rules which deny a party the fair opportunity to present his side of the dispute,” the court further said.

Commenting on the high court’s deci
dion, Victor Fuentes, president of the AFM, said, “Settlement of disputes be
tween musicians and music purchasers in California will become more costly and less efficient.”

“It’s unfortunate that the reason for and value of the arbitration clause has been misconstrued by the California Court. There is simply no other way that we know for a traveling musician to file a claim without incurring considerable personal expense to himself and his purchaser, and we are, of course, determined to provide this type of protection to our members and their purchasers.”

The AFM president explained that without the arbitration’s clause, parties involved in such disputes will have to cross the borders of California will be forced to engage an outside arbitrator or seek resolution through expensive civil court proceedings.

WHITMAN AT THE BOX — On a recent visit to the Hollywood Bowl Cash offices, Cleveland Rocks (aka Paul Whiteman) paused for autographs and conver
tation. Pictured with Whitman is Richard Imamura, West Coast editor, Cash Box.

‘70s, was, ironically about to make a comeback with two new releases “Cruisin’ For A Bruin,” on the Takoma label and “Living In The Fast Lane” on Waterhouse — when they were both released, clocks in the same building where Bloomfield gained in places on Chicago’s Southside such as Pepper’s lounge. “He was a scruffy little Jewish kid who felt he could play blues better than anyone else around,” said longtime Bloomfield friend and producer Norman Dayron, “He didn’t even think about playing in the tough all black areas of Chicago, he just wanted to play guitar.” Dayron, who was attending classes at University of Chicago in the early ‘60s, introduced Bloomfield to harmony music playing Paul Butterfield, along with soon to be But
terfield Blues Band members Elvin Bishop and Mike Bloomfield. Dayron said that playing electric blues sound quickly caught on with both folk and rock crowds, and songs like “East West” and “Yonder Wall” became favorites at concert halls and clubs throughout the States. The Butterfield Blues Band’s first album, featuring the controversial “Dylan goes electric” set at the Newport Folk Festival in 1966. Subse
quently, Bloomfield played lead on Dylan’s classic “Highway 61” LP. However, Bloom
dfield passed on becoming Dylan’s permanent guitarist, since he was given the Flag, a San Francisco-based act that fused horns with electric blues. The Flag was a Fillmore favorite, but Bloomfield gained his greatest acceptance on a rock/blues collaboration LP with Al Kooper and Stephen Stills called “Superession.” He recorded several solo albums into the ‘80s, his last four on the Takoma label. Bloomfield lived in Mill Valley for the past several years.

BOMP BOMP A LU BOMP — Bomp Records of Glendale, Calif. is quickly catching up with new music competitors like I.R.S. and Stiff. The Botique label just put out albums by artists from a wide variety of areas: Cleveland (Stiv Bators), San Francisco (The Nuns), Tulsa (Jimmy Lewis And The Checkers), New York (Zantes) and Minneapolis (The Hypatryz) in its current release. The label has geared up to release four albums on a steady basis, one every month or so, and it has been doing a successful publication of “Night Of The Living Dead Boys”, John And The Nightriders’ “Live At The Whisky A Go Go”, a compilation album featuring best of ‘60s-oriented garage bands called “Bat
tle Of The Garages” and a four-song EP by Pete Holly And The Look. Bomp is now distri
buted by CBS, World Trade, Import, Disk Trading, Action, MS, Square Deal, Green World and City Hall.

SOLID SMOKIN’ — Solid Smoke Records, that tiny San Francisco-based label that re
released vintage albums by James Brown, Dorsey and Johnny Burnette and The Shepp
ards last year, has another interesting project up its sleeve this year. Solid Smoke Records has a major commitment to undiscovered talent with the release new albums on its fledgling subsidiary label, War Bride Records. Scheduled for a March release are “Contents Tent” by Tom Adams, “Sunset Boulevard” by the Franceys and “Rising Stars of San Francisco.” The latter release is a compilation album featuring 11 exemplary Bay area artists, including Eye Protection, Fun Addicts, and The Ready
y. Todd, who is a 15-year-old, has added a new member to the team in the person of Roy Loney and James Brown on the same roster, so War Bride was created to allow the company to embark on new ventures.

DREADLOCK ROCK — Southern California’s original Rasta, Jack Miller, has just retur
ned to the state after a six-month European vacation. Jack has been in Europe with his band again, recruited such great reggae sessionists as Sly Dunbar, Robbie Shakespeare and the Mighty Diamonds for his new “Dreadlock Rock” LP. The album will be out in May.
**AIR PLAY**

COHO LIPS REBOUNDS ON WLS – DJ Steve Dahl, who was fired Feb. 7 from WLP/Chicago, will be moving cross town to WLS-FM, formerly WRCK. Word is Dahl's Breakfast Club network will be put on the backburner for awhile and if he's successful, his afternoon drive show will then be simulcast on WLS – AM, which reaches a third of the country. Ironically, WLS-FM is the target Dahl vented his infamous “Disco Sucks” campaign against when the station was called WDAI. Dahl was working at WDAI when the station changed to a disco format in 1979, and then was fired at WLP/where he became a household name after his station and the disco-fied “Disco Dahl” program was explosively staged at Chicago's Comiskey Park between games of a White Sox doubleheader.

CANNONBALL – Radio had a great weekend (Feb. 13-15) programming variations of the theme of Valentine's Day with segments of groups like Kiss, Heart, The Romantics, Sweet Love and Loverboy, and songs like “Heart” by Rockpile, Randy Meisner's “Hearts On Fire” or the Romantics' version of “We've Had This Kind of Love Before”. In addition, WLS' The New Day had the most popular Valentine's Day show even though was the ABC FM network's “With Love... A Rock & Roll Valentine” special that aired on Feb. 14. For 12 hours, listeners were treated to their favorite groups (34 of them) and songs (125), all of which were culled from previously recorded concerts and in some cases were never heard before. For many, hour after hour the most exciting moment as it featured the late John Lennon in performances from his peace movement days. Songs included in that segment were mother's “Come Together,” extended, loose version of “Give Peace A Chance” and a beautiful and emotionally inspired version of “Imagine.”

**ROCK RADIO AWARDS –** DIR Broadcasting has scheduled its third annual “North American Rock Radio Awards” to be held at ABC Radio Network and will be hosted by founding Doobie Brothers member Patrick Simmons, representing the music industry, and WPLJ/New York personality John O'Hara representing the radio industry. According to DIR's Bob Meyrowitz, the awards show was conceived to recognize the critical relationship between radio and hit records. Categories include Favorite Album, Favorite Chart Datum, Favorite Music Video, Favorite Album Cover, Favorite Single, Favorite Artist, Favorite All-Time Album, Favorite Album Artist, Favorite Concert Performer, Favorite Concert, Favorite Single, Favorite Album and Favorite Artist. In addition, a special award, the Tom Donahue Memorial Award, will be presented to the artist who is regarded as contributing significantly to the medium of FM radio.

**GIVING THANKS –** Scott Bros. recording artist Susan Anton (c) recently visited KKGO/San Bernardino to personally thank the music industry for their first hit — her record, “Killin' Time.” Also pictured is Stan Moresc, Anton's manager, for the listeners during their lunchtime enjoyment, but KLVL/San Jose has added a personal touch to that concept by offering its listeners the chance to create their own Imaginary Album by their favorite artist or group. Each day at midnight, KLVL now airs, as an album play, 10 songs by a single artist, submitted by a listener as the perfect LP by their favorite act. The Imaginary Album seems like a great way to secure quarter hour music movement, before we killed it (and we're afraid we've killed it by being too afraid to market it properly). The station knows what the market wants to hear, and it gets the listeners involved with the station on a more active basis.

**NETWORK NEWS –** It was mentioned a few weeks ago in Air Play that NBC's The Source would be doubling its list of songs. The network's music editor, Bob Young, sought success for NBC's AM stations in 2050, and that success was achieved by adding the music to the station's ongoing promotion. The network's AM stations, however, are exceptions to this trend. Sticking to Top 40, country and adult contemporary music formats, respectively, these stations have built a good image and strong position in their markets.

Bob Mann, executive vice president, NBC AM Radio Group, said there are various reasons for the success of these stations in the soft, easy listening market. The management has been passionate in the early 1970s, as well as the early 1980s, for the success of the AM format, as well as specific marketing and promotional campaigns.

“One of the main reasons, I feel, for the success here is autonomy,” Mann said. “Except for budgets and basic strategy, the individual programmers and station managers have total autonomy in execution of running the stations.”

Mann further explained that their focus has been to take care of technical problems like research or finance, enabling each station to take care of its own operations and reduce corporate dealings from the smothering level that it had been in the past.

**Marketing, Promotion Keys To Success For NBC AM Stations**

by Mark Albert

LOS ANGELES — Six broadcasters today share the opinion that formatted radio stations can no longer survive on the AM dial. Heavy penetration in most markets by FM stations, coupled with more music and less commercial intrusion is one reason that few people will take exception with. Another factor is the increased trend to more music oriented rock (AOR), jazz, classical or other formats, greater fidelity in sound and peer pressure that says that AM “is square” has also contributed to the diminishing numbers at AM music stations.

To survive and meet advertising demands, AM stations have dropped music in favor of an all-talk, news and information approach. The NBC AM music stations, WBNW/New York; WMVP/Chicago and KBRN/San Francisco, however, are exceptions to this trend. Sticking to Top 40, country and adult contemporary music formats, respectively, these stations have built a good image and strong position in their markets.

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**Marketing Emphasis Increases**

As competition has increased for the advertising dollars, the process of marketing a radio station has become as essential as the music. As marketing or promotion director becoming an integral part of the management team. How the listener perceives a station has clearly become vital to its success, with the common goal being the pursuit of good ratings.

**The Final Product**

Where is the audience? What is the station? What is the competition? What is the market? What is the goal? Sticking to the above and the true meaning of marketing, a station with a good audience and a good image stands a good chance at success.

**The Arbitron Ratings**

For the fall 1980 compared to the fall 1979 numbers support Mounty's premise. In the 12+ category for total persons in the metro area, WBNC's rankings dropped from third to fourth, KRLD from third to fourth, and KSTW/Los Angeles dropped from fifth to sixth. Overall, WBNC ranks sixth in the city, compared to 3.2 and ninth in the market in the 1979 book. In addition, the Top 40 outlet now has a larger share of cume than any other radio station in the country. Country formatted WBNC ranked sixth in the city with a 4.9, compared with 4.5 and seventh place in the Top 40 for the same time period. WBNC maintains the largest listenership of any country formatted station in the United States, and is the only station in the top 25 to maintain that important 25-54 demographic, and is fifth in the nation, regardless of format. In San Francisco, WBNC ranked fourth and an improvement of 1.0 points in the overall market with a 3.4, up considerably from 2.5 and 15th in the market in 1979. Mann said that the 25-54 demographic is still the third in the overall market and that marketing and positioning was a critical factor in each case.

**New York Jumps**

At WBNW/New York, Mann said that it had a bad day in making the station a winner. Bob Sherman was brought in as vice president and a key to the station's success. Under his supervision, the music list was pared to the hits, and Don Imus, the most listened to DJ in the country according to Arbitron's ratings, was brought on board and installed into the prime morning drive slot.

Dale Pon was then hired specifically to develop the station's marketing campaign.

“The marketing campaign for WBNW was very expensive,” Mann said. “The one that sold KBRN was in TV advertising, with transit ads support of the same TV theme. Of course, Imus has had a great deal to do with KBRN's success. Mann went on to say that Imus was not just his name, but the fact that he executes formatics with the same sense of diligence that marks this station's character." In the San Francisco market, the situation was different, however. Mann continued, "We've been moving from an MOR posture to one of a country contem-

porary, "Mann said. "KNBR has always been our marketing arm, and we've made the changes slowly so as not to tamper with its prior success. We added sports coverage of the Giants, we cut back to normal after the morning slot. Musically, we went after a broader base, eliminated heavy rock and identified the station to listeners as a favorite song station. The whole process took about 15 months. Mann also said that an extensive re-media campaign was currently in the planning stages but was reluctant to discuss details. He did say that it would be a continuation of the same successful campaigns that were implemented in New York and Washington, D.C. with the network's news/talk station WRC.

**Network News**

To be continued...

During the '80s, Mann feels that the key to success for radio in general will be in marketing and promotion. The key to the success of listeners. He also feels that AM stereo will bring parity in sound with FMS, but it is not necessary to successfully compete.

Overall, I think a major factor in the success of NBC's AM stations is that they are each accountable for their own actions. Management at these stations took advantage of the potential in the market and did things that other people became apathetic and assumed that AM radio was dead. AM radio is alive and very well at NBC.

**Robert Klein Radio Show Moves Offices**

NEW YORK — The offices of the Robert Klein Radio Show are now located at 231 E. 51 St., New York, N.Y. 10022. The new telephone number is 212-935-8370.
### # 6 MOST ADDED

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<td>NICK CAVE &amp; THE BAD SEEDS</td>
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<td>MCA</td>
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<td>WARNER</td>
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<td>11</td>
<td>ELVIS COSTELLO &amp; THE ATTRACTIONS</td>
<td>TRUST IN MIRACLES</td>
<td>CBS</td>
<td>12</td>
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</tr>
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<td>FEELIN' ALL RIGHT</td>
<td>A&amp;M</td>
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<td>SHADES</td>
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<td>THE JIM CARROLL BAND</td>
<td>CATHOLIC BOY</td>
<td>ATO</td>
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<td>THE CLASH</td>
<td>SANDINISTA!</td>
<td>EPI</td>
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<td>THE EAGLES</td>
<td>EAGLES LIVE + ASYLUM</td>
<td>COOPER BROS</td>
<td>20</td>
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<td>Weak in all regions, strongest in West</td>
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# 10 MOST ADDED

100
OUTLAWS • ELEKTRA • XTC • FOOLISH • STEELY

TRACKS: KZAM, ADDS: WOR, KBPI. MEDIUMS: KMGN, WOR, WWLM, KZQK.

SALES: Good in all regions, strongest in East and West.

# 8 MOST ACTIVE

15
THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA

TRACKS: ADDS: None. MEDIUMS: WWWM, WSHE, WWLM, WAAF, KZOK, KZQK, KNAC, KMGN, KZQK.

SALES: Provided in breaks on all regions.

# 4 MOST ACTIVE

2
REO SPEEDWAGON • HI INFECTION • EPIC

TRACKS: ADDS: None. MEDIUMS: WWLM, WSHE, KBPI, WOR, WWLM, KZQK, WWWM.

SALES: Good in all regions, strongest in Midwest.

# 1 MOST ADDED

88
RUSH • MOVING PICTURES • MERCURY/POLYGRAM

TRACKS: ADDS: WOR, KBPI, WWLM, WAAF, WBLM, KMGN, KZQK.

SALES: Major breakouts in all regions.

# 5 MOST ACTIVE

5
STYX • PARADISE THEATER • A&M

TRACKS: ADDS: None. MEDIUMS: WAAF, KBPI, WWLM, KZQK, WWWM.

SALES: Good in all regions.

# 9 MOST ACTIVE

115
TALKING HEADS • REMAIN IN LIGHT • SIRE

TRACKS: ADDS: None. MEDIUMS: WOR, WWWM, KZQK, WWWM.

SALES: Good in all regions, weakest in West.

# 9 MOST ADDED

90
XTC • BLACK SEA • VIRGIN/ISO

TRACKS: ADDS: None. MEDIUMS: WOR, KZQK, WWWM.

SALES: Good in all regions.
Audio For Film And Video Is Muling At SPARS Regionals

by Michael Glynn

LOS ANGELES — "Audio For Video" was the key topic discussed at monthly regional meetings held recently by the Regional Audio Visual (RAV) Council, under the auspices of the Society of Professional Audio Recording Studios (SPARS). A couple of RAV members have decided that the discussion of video recording software and hardware is a necessity.

The first meeting was held in Los Angeles on February 19, under the sponsorship of the Society of Professional Audio Recording Studios (SPARS). It was attended by more than 150 members, with approximately 50 SPARS members, associates, and guests in attendance.

After opening remarks by Costa, Philadelphia Video Sales Will Get RIAA Certifications

NEW YORK — RIAA/VIDEO will institute a program of Gold and Platinum Video Awards to parallel its long-standing record certification awards.

RIAA has certified Gold Record Gold and Platinum Album awards since 1981, and established Platinum Record Awards levels in 1988. A copyrighted RIAA/VIDEO Gold and Platinum Award is being designed, with special certificates to be presented to qualifying video recordings until the award is created.

The requirements for a Gold Award are that a video recording be produced on pre-recorded tape of any configuration, released or on Jan. 1, 1977, and/or on any video format, with a minimum sale or return, or after returns, or both formats, or 25,000 units, with a value of at least $1 million at retail list price. Similarly, Platinum awards require a minimum of 50,000 units, with a value of at least $2 million at retail list price.

Rules adopted by the RIAA/VIDEO Council covering both Gold and Platinum Video Awards specify that only U.S. sales will be included, that at least 50% of video recordings be sold through regular retail channels. Certification will be granted only to an independent GPR company, and the right holder may then continue to certify the Award, or any division or company of that manufacturer's video company, recorded and/or market video recordings solely in the family entertainment home market is eligible to receive the award.

Criteria for qualification will be in force for 1981, and will be reviewed annually as the market evolves.

Costs related to the audit and Awards, and other information on applying for certification in RIAA/VIDEO Gold and Platinum Award programs, are available from the International Recording Industry Association and the Executive Director of the RIAA, executive director, RIAA/VIDEO 1633 Broadway, New York, N.Y. 10019.

The telephone number is (212) 765-4350.

Michael Glynn
LET’S COMMUNICATE — Video Communications Inc. (VCI) has announced the creation of a full service merchandising and promotion department. This department was created for the purpose of establishing a full service merchandising and promotion center for VCI dealers and distributors. Its creation adds to the effectiveness of VCI’s already extensive merchandising efforts,” according to VCI executive vice president Robert Blair. This new department is headed by Blair and working with him is Gary Chinsky, who is developing comprehensive merchandising and sales aids, a distribution method that will place these items and create and implement sales incentive programs. The department has hired publicists as well. In addition, the department will work with VCI’s advertising agency to develop point-of-purchase display pieces, monitor the advertising and promotion campaigns and also oversees the VCI packaging program. The most recent efforts that came from this department are the VCI religious dealer brochure and the VCI religious new release information sheets. Any dealers or distributors that are interested can telephone VCI at 800-331-4077 for merchandising assistance.

RECORD BAR IN-STORES — “Let Record Bar and CBS Records provide your heat this Winter. CBS Records will be a name of CBS promotion and Buck Stove promotion,” Bennett continued. “Bennett, 3021 North St., Greenville, N.C. “How” product from Bruce Springsteen, Barbra Streisand, Cheap Trick, Kenny Loggins, the Jacksons and Earth, Wind & Fire was on sale for the promotion and customers could register at any one of the four Bars to win the wood stove... The independence, Mo Bar teamed with two outlets in Overland Park for a Dolly Parton 9 to 5 promotion. RCA Records and the Bar offered an AM/FM radio and Dolly Parton mugs as the prizes in the promotion... Cotillion/Atlantic recording group Slave made an in-store appearance at the Crabtree Valley Mall in Raleigh, N.C. Slave’s LP, “Stone Jam,” was on sale the week of the in-store... The two Record Bars in Chapel Hill, N.C. are featuring the doors “Greatest Hits” in a promotion with radio station WWXY, which is the University of North Carolina campus radio station, required to register to win the Doors’ catalog at either of the two Bars... Free cans of spinach, a Popeye biography and passes to the film were the prizes in the “Popeye Challenge,” trip to New Orleans, three Bar in the promotion, which featured the Popeye soundtrack at a special sale price... A promotion of Kenny Rogers’ “Greatest Hits” at the two Record Bars in Tallahassee, Fla. Included a drawing for a 6x6 portrait of Rogers, which was painted by Record Bar employee Larry Barker... Also at the same location in the Bar in Orlando Park, Fla. Bar in Orlando Park, Fla. was a promotion called “Waylon, The Man, The Music, The Special,” which coincided with a Waylon Jennings television special. To enter a drawing for a complete Jennings catalog, customers had to fill out their favorite Waylon song. All contest materials and special flyers announced the TV special.

THE DOCTOR’S APOTHECARY — In an effort to create some excitement for the Donny Osmond show in Wisconsin on Feb. 20, Radio Directors & Records, Ltd., in Milwaukee, in conjunction with WJR and MCA Records, had a promotion. Through bars, radio and free downtown distribution, the promotion was called “The Doctor’s Apothecary.” The show was held at the Riverside Theater on Feb. 20. The Apothecary were the winners of the Donny Osmond concert in Los Angeles. The following week they were taken to iris show in Limo. Then on Feb 7, they received dinner and movie passes.

REGIONAL BREAKOUTS — Juice Newton, Ray Stevens, Conway Twitty & Loretta Lynn and Leon Wright in the South... Perry Como and Kent State showing a little action in the Midwest... Dave Grusin and Esther Phillips in the West... Atlantic Starr, Delegation and Aaron’s Moon in the East... and Sheena Easton showing some reaction in the East and Midwest.

Roadrunner Offers “Total Merchandising”

Roadrunner coordinated look that reflects one of the leading trends in modern day fashion — the chic look. Bennett has licensed the Rogers name to such noted clothing manufacturers as Comfy, Karman Inc., Lynn Miller, Miller Brothers Hats, Robert Lewis and Sidan Sportswear, and the look will be featured in Kenny Rogers boutiques at such prominent U.S. department store chains as Bloomingdale’s, Nieman Marcus, Dayton’s and Bullock’s.

According to Bennett, plans have already been prepared to promote the western wear through radio, television and print ads. “It’s the perfect thing for cross promotion between record stores, concert halls, clothing stores and western bars. Bennett also mentioned, “We’ll be using a concert tour as a promotional springboard.” Everyone will know about the merchandise and where to get it by the time Kenny gets to their towns. Bennett went on to say that Roadrunner has already presold $6 million worth of western wear throughout the country, and the whole line will be out by late Spring. A line of western women’s wear and a fashion book featuring photos of Kenny and wife Mary Ann called Dressing Western are also in the works.

While a “coordinated look” might be a special merchandising program reserved for superstars such as Rogers or Mick Jagger, Roadrunner promises a high caliber tour merchandising program for all of its future clients.

“Many bands have to go to an outside advertiser and then to a printer and then to someone else for their tour merchandising,” said Coulter. “But we have the professional knowhow to handle designs of shirts and books, advertising, radio, print, and all the promotional and licensing ourselves. We are aware of printing and paper costs, and know how to avoid spending a lot of money. We’re true professionals.”

Bennett, who maintains that the firm cuts costs on Rogers souvenirs by renting a trailer truck and touring with the singer instead of air freighting in goods to each show, said that revenues can be boosted at the concert halls by simply presenting the merchandise in the right way.

Simple Methods Used

“The most common method is, the more product you can get, the better,” said Bennett. “Tables should have small batches of shirts in order not to draw a big crowd, because people will buy more if they can move in and out again quickly. Also, since the people usually ask questions like ‘how much?’ and what colors do you have?’ a lot of hassle can be avoided by the placement of a pricing sign behind the tables.”

Bennett insists that Roadrunner’s professional, coordinated tour merchandising program is especially important for a band during the present concert tour slump.

“Groups are looking more carefully to augment sales and gain additional income with concert tour merchandise while the economy is down,” Bennett explained. “We’re there for the people who want the job done right!”
Opryland, Stargem Move Into Video With Discs, Cassettes

by Jennifer Bohler

NASHVILLE — This city will plunge even further into the million-dollar market in the expansion of both Opryland Prod. and independent label Stargem Records into the rapidly growing videodisc market.

E.W. Wendell, chairman of the board, president and chief operating officer of WSM, Inc., the broadcasting subsidiary of NLT Corp., announced last week that plans are under way for a multi-million dollar expansion of Opryland Prod. into the video market, which will include the production of video-discs and cassettes, as well as video programming and network shows.

Opryland, which has already been conducted for an up and down permanent satellite feed and receive dish with the signal originating from the Opryland complex, according to Wendell, in essence, the complex will be providing what amounts to a network of programs.

So far as the videodisc and cassette market is concerned, the production company will be capable of total-in-house productions from the creative end of writing, directing and producing the video to the technical end of duplicating the tapes for mass distribution.

Chip Griscom, vice president of broadcasting for WSM, Inc., noted that the video production company will begin operations in June, temporarily located in a leased building within the Opryland complex. He projected a completion date of January 1982 for the building, also located on the Opryland complex, that will house Opryland Prod.

Growing Market

Noting the vast potential for the video market, with industry estimates ranging up to $3 billion, Griscom said, "I'm not sure the record industry understands or has a real handle on what the future of videodiscs and cassettes is going to mean to their industry. Right now, it's a big business, and it's not

Owens, Multimedia Pact For Country Television Specials

NASHVILLE — Country music's position on television will be bolstered this year with the inclusion of four new syndicated specials planned for broadcast on ABC. Produced by Jim Owens Prod. here, in association with Multimedia Program Prod., the specials, each special will be two hours long.

The first special, Music City News Top Country Hits Of The Year, will be videotaped live at the Grand Ole Opry House April 1. The special will highlight the Top 20 country songs of the year, according to the readers of the country music fan publication, Music City News. The awards will be presented to the writer of the song.

The 15th annual Music City News Country Awards ceremony will be the second special of the 1981 schedule, televised live from the Opry House June 8. From the results of a double round of balloting by subscribers of the Music City News, country music performers in 15 categories will be honored.

The third special will be Country Galaxy Of Stars With Mel Tillis, a gathering of country music artists in a two hour comedy/variety program. Tentative air date is 5th November.

The companies will also undertake to present another Tribute To . . . to be aired in December. In 1985, Jim Owens Prod. released two tributes, one to Hank Williams and the other to Chet Atkins.

necessarily the record industry that's making a real record industry. In my mind, the market is cer- certainly going to be big in the recording industry, but in my opinion, the future will lie more in the videodisc, as opposed to cassette, because the disc is similar in appearance and playback to the current record.

While the Opryland Prod. company is developing its involvement in the video industry to include television, Stargem's video productions will focus chiefly on recording artists and their music product.

The company will not, however, market the audio/video tapes on the commercial market, preferring instead to use them as a promotional tool for the artist.

According to Dan Hodge, director of product development with the company, taping will be done on the studios of WZTV, TV here, and all presentations will be in color.

"The video taping structure sums up an extra facet to recording in that it gives the new performer that added exposure," noted Wayne Hodge, president of the Nashville-based company. "The artist will be appreciated by those viewing their talent because he'll be talking about their career to be seen as well as heard."

Videoprofiles is located at 20 Music Square West, Suite 200, Nashville, Tenn. 37203. The telephone number is (615) 244-1027.

Bandy Set For 16-City Tour Of U.K. In March

NASHVILLE — Columbia artist Joe Bandy has scheduled a 16-city tour of Great Britain beginning March 12 in Lewisham. Promoted by Drew Taylor, the tour will include stops in England, Scotland and Northern Ireland.

Among the cities included on the tour are: Lewisham Town Hall, Lewisham, March 12; the Gaumont, Ipswich, March 13; the Sovereign Hall, Peterborough, March 14; the City Hall, Hull, March 15; Belfast, Ireland, March 16; the Market Hall, Carlisle, March 17; Eden Court Theatre, Inverness, March 18; the City Hall, Glasgow, March 19; Southport Theatre, Southport, March 21; Wembley Conference Centre, Wembley, March 22; the Assembly Rooms, Derby, March 24; the Gloucher Leisure Centre, Gloucester, March 25; the Guildhall, Portsmouth, March 26; the Central Hall, Chatham, March 27; the Hexagon, Reading, March 28; and ABC, Great Yarmouth, March 29.

SONGWRITER OF THE YEAR FINALISTS — During the upcoming Nashville Songwriters Assn. International (NSAI) Songwriter's Symposium, Feb. 27-March 1, the songwriter of the year will be announced. Pictured are finalists for the honor (l-r): Kye Fleming, Sonny Throckmorton, Bob Morrison, Bob McDill and Dennis Morgan. Curly Putman (not pictured) is also nominated.

NSAI To Feature Top Songwriters

NASHVILLE — Glenn Sutton and Norro Wilson are set to host the upcoming Nashville Songwriters Assn. International (NSAI) Showcase, Feb. 27, which is held in conjunction with the third annual Songwriting Symposium, slated for Feb. 27-March 1 at the Hyatt Regency here.

Songwriters to be featured during the showcase include Aaron Willburn, George David Weiss, Mickey Newbury, Wayland Holyfield, Steve Gibbs, Margo Smith, Dave Loggins, Jerry Gillespie, Jimmy Webb, J.D. Souther, Bob Morrison, Patrick Hen- derson, Roger Cook, Paul Craft, Gary Morris, Even Stevens, Rory Bourke, Charlie Black, Charles Cochran, Pam Rose and Maryann Kennedy, Kye Fleming and Dennis Morgan, plus several other guests.

The showcase is open to the public, with tickets available in advance at the NSAI office or at the door of the Hyatt Ballroom before the show.

Word Bows Video Division; Lutz To Head Operation

NASHVILLE — Word Records, one of the top gospel music labels, has formed a new video division to produce video and film specials ranging from variety shows to concert programs, focusing primarily on the label's acts.

Jahn Lutz, formerly president of his own media consulting firm, Lutz/Eccles Prod., will head the operation as director of the video programming division. Describing the direction the video unit will pursue, Lutz said, "We want to produce creative gospel music programming that is not only spiritually uplifting, but entertaining as well."

The first Word act to be featured will be singer Amy Grant. The Grant project will be followed by Hosanna USA, a Christian/rock program. Plans also include at least four more projects in the first year, with motion picture production eyed as a long-range goal.

Lutz' previous work with a variety of nationally syndicated programs, as well as several local network affiliate programs and national radio specials, has given him a decided advantage in projecting long-range goals and programs for the company. One of the intriguing innovations is a look at the videodisc.

"We've made a concerted effort to go into this, and we're in with eyes open," Lutz explained. "We want to pioneer the field and be the first gospel company to be able to offer videodiscs."

Country Radio Confab Extends Deadline Date

NASHVILLE — The Country Radio Seminar has extended the cut-off date for advance registration to Feb. 27. After Feb. 27, contact Sandi Smith at (615) 327-4489 or 329-4487.

MCA And Conlee Toast A Reunion — Jim Fogleosang, president of MCA Nashville, recently hosted a re-signing party for John Conlee at his home in Brentwood, Tenn. Cling- ing glasses are (l-r): Tony Tamburro, national promotion director, MCA; Nashville; Erv Woolsey, vice president of promotion, MCA Nashville; Bud Logan, Conlee's producer; Conlee; Ron Chancey, vice president of A&R, MCA Nashville; Dick Kent, Conlee's manager; and Fogleosang.
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**SOMEBODY'S KNOCKIN' TERRI GIBBS' FIRST ALBUM IS A KNOCKOUT!!**

**AND KNOCKIN' DOWN THE CHARTS THIS WEEK...**

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**ALL OF US AT MCA RECORDS ARE PROUD TO ANNOUNCE OUR FIRST SINGLE AND ALBUM FROM ONE OF THE GREAT COUNTRY SINGERS OF ALL TIME...**

**GENE WATSON**

**PRODUCED BY RUSSELL REEDER AND GENE WATSON**

**WELCOME TO MCA...**

---

*Cash Box/February 28, 1981*
SINGLES REVIEWS
NEW AND DEVELOPING ARTISTS

THE CAPITALS (Ridgetop R 01281)
Bridge Over Broadway (2:34) (Chappell Music/Intersong Music — ASCAP) (G. Dobbs, T. Rocco)
Gospel quartet-type vocals, a heavy drumbeat and an accent on the piano arrangement highlight The Capitals’ latest, an excellent follow-up to the ground-breaking “Little Ground In Texas.” A group with a lot of promise for many fruitful years to come, The Capitals could do it now.

CINDY HURT (Churchill Records Ltd. CR 7767)
Single Girl (2:22) (Combine Music — BMI) (M. Sharpe)
Though this is Hurt’s first record, she is no stranger to professional singing, having cut her teeth singing on national television commercials, as well as traveling with a road show that included such notables as Cyd Charisse and Anna Maria Alberghetti. PEs should give this one a listen.

EMMYLOU HARRIS (Warner Bros. WBS-49684)
Mister Sandman (2:20) (Edwin H. Morris & Co. — ASCAP) (P. Ballard)
MOE BANDY & JOE STAMPLLEY (Columbia 11-60508)
Hey Joe (Hey Moe) (2:16) (Acuff-Rose — BMI) (B. Bryant)
REX ALLEN, JR. (Warner Bros. WBS-49682)
JANIE FRICKE (Columbia 11-60509)
Pride (2:19) (Cedarwood Publ. — BMI) (W. Walker, I. Stanton)

HITS OUT OF THE BOX

ALBUM REVIEWS

Gene Watson is a country vocalist in the most traditional meaning of the word. His debut album release for MCA carries on in the style he carved for himself while on Capitol, drawing upon standard country lyrics and melodies, as well as lots of steel guitar and fiddle. Country purists will particularly like “Even At Its Worst, It’s Still The Best.”

I HAVE A DREAM — Cristy Lane — Liberty LT 1083 — Producer: Jerry Gillespie — List: 7.98
Lane’s latest album for Liberty is a fresh, appealing concoction of melodic vocals, solid songs and excellent production compliments of Jerry Gillespie. Lane is a consistent favorite with jukebox operators. In fact, her current single, “I Have A Dream,” entered the Cash Box Jukebox charts at #1. Top songs include David Gates’ “Everything I Own,” “Rio Grande” and “Give You Up To Get You Back.”

CRASH CRADDOCK — Billy Crash Craddock — Capitol ST 12192 — Producer: Dale Morris — List: 7.98 — Bar Coded
Craddock perpetuates the good timing, hip swinging, Elvis sound-alike image with this latest release, an album’s worth of up-tempo, “Rub It In” type songs, with a nice slow tune thrown in for good measure. The Craddock sound is epitomized in songs like “Strip It Down, Let It Brown,” “Betty Ruth” and “Leave Your Love A Smokin’.”

A MAN FOR ALL SEASONS — Eddy Arnold — RCA ARL1-3914 — Producer: Bob Montgomery — List: 7.98 — Bar Coded
Arnold’s often elegant, always smooth vocals lend themselves wonderfully to this collection of 10 love songs, produced by ace Nashville mastermind Bob Montgomery. Long a favorite within the easy listening/country circles, Arnold should really please his fans with songs like “Happy Everything,” “Two Hearts Beat Better Than One” and “Don’t Look Now (But We Just Fell In Love).” There are no surprises here, simply good, standard Arnold fare.

BUILDING NEW LEGENDS...
WATCH FOR CHART ACTION ON THESE NEW RELEASES...

SUSAN ANDERSON
“Come Back By”
(BB 0062)

TERRY ADEN
“Stealin’ The Feelin’”
(BB 920)

RON HEAD
“United We Stand”
(BB 0048)

THANKS D.J.’S FOR YOUR HELP!

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Cash Box/February 28, 1981
National Country Talent Hunt Launched

NASHVILLE — "Ray Price's Country Star-search '81," a national talent contest designed to discover new country talent, will kick off April 1. Prizes for the first place winner include $50,000 cash, a one-year recording contract with Dimension Records and a booking agreement with the Shorty Lovender Talent Agency.

Acts Set For Reception At '81 Radio Seminar

NASHVILLE — A number of country artists are scheduled to participate in the upcoming artist reception and cocktail party, which will kick off the 12th annual Country Radio Seminar, March 12-14.

The reception will begin March 12 at 7:30 p.m. in Balcony Room and II of the Hyatt Regency Hotel here. Artists attending the reception will include Dolly Parton, Bill Waren, Dottie West, Cristy Lane, Keith Staggell, Alabama, Jim Owen, Rita Remington, Dave Dudley, Leroy Van Dyke, Earl Thomas Conley, Freddie Hart, Billy Larkin, Baxter, and Baxter, the Shoppe, Tim Rem, King Edward IV, Roger Bowling, Gary Goodnight, Gene Kennedy, Karen Jeglum, Bonnie Shannon, Joy Ford, Carmel Taylor, Jacky Ward, Gall Davies and T.G. Sheppard.

PRELIMINARY CONTESTS will be sponsored by local radio stations, with 240 already committed. Winners on the local level will be narrowed to one winner from each station, and these 50 winners will compete at the National Finals held in Nashville in October. From these 50 finalists, 10 national finalists will be selected and featured in a projected 90-minute television special starting Price.

The executive producer of the talent search is Bill Starnes, and associate producers are Jay Chevalleri and Bill Whitle.

WMAQ To Sponsor March Country Fair

NASHVILLE — WMAQ-Chicago will be sponsoring its first CountryFair March 20-22 at the Hyatt Regency Hotel in downtown Chicago. The CountryFair, a follow-up to the highly successful CountryFest, which was co-sponsored by WMAQ and Celebration/Flipside Prod, will feature 15-20 country music artists, as well as up to 100 exhibitors in the 24,500 square feet of space available.

Ticket prices for the CountryFair are tentatively set at $5 per day, with the Hyatt offering a special weekend package.

THE COUNTRY MIKE

PLANS SET FOR '81 JAMBREER IN THE HILLS — J. Ross Felton, vice president and general manager of the Wheeling area Columbia Pictures Industries, has announced that "the most exciting label of entertainers yet" will take the stage when Jamboree in The Hills '81 presents its fifth show, July 18-19, in Wheeling W. Va. Jamboree in The Hills, known as the "Super Bowl of country music," is sponsored by WWVA/Wheeling, Jamboree USA and Columbia Pictures Industries, and will present five of country music's biggest stars.

The annual event. the entertainment, organized by Jamboree USA director Jerry Brighton, includes such Jamboree veterans as Alabama, Hoyt Axton, Billy "Crash" Craddock, Merle Haggard, Ken T. Hall, May Nutter, T.G. Sheppard and Tanya Tucker.

Newcomers to the Jamboree this year include Emmylou Harris, George Jones, Charly McClain, Bill Monroe and the Bluegrass Boys, and Conway Twitty.

The growth of country music during the past few years has been phenomenal, Felton said. "We are in the mood to promote our young, inspired talents, food and entertainment. We are pleased to be in the forefront of the development, growth and excitement of country music."

PERSONALITY PROFILES — Dale Eichor, operations director for KWM/1D Radio, Dodge, Iowa, recently celebrated his 20th anniversary in the broadcasting business.

Eichor opened an agency in 1967 which became programmed MOR station. KMA/Shenandoah, Iowa. During that time, he was on the National Jockey's Committee, CPC, CMA, NARPS and served as a Zone 10 representative on the Radio Country Music Assn.

During Eichor's achievements in the Country Music Assoc. (CMA), award for Disc Jockey of the Year was presented to Eichor in both 1968 and 1970.

Eichor was named operations manager at KWM/1D Radio in 1976.

WOJR To Feature New Artists, Labels — WOJR/Nashville has begun a one-hour program to introduce new artists and local radio station's most appealing music will be announced.

WONDERFUL WOMAN and "Sweet Thong," two new artists, have been selected to attend the "Country Artists of Tomorrow" seminar and are currently being promoted.

TOURING ARTISTS for the third week of the seminar will include Hank Thompson, Tex Ritter and Glen Campbell.

SELECTED SPONSOR — RCA Records is the official sponsor of the seminar.

MIDWEST EASTERN CONFERENCE

Time: 10 a.m. to 4 p.m.

· Country Joe Flinn
· KSPF/Salt Lake City
· If I Keep On Going Crazy — Leon Everett — RCA

Ross Corson
· KBMW/Billing
· Crying — Don McLean — Millennium

Danny McDuff
· KPLX/Dallas
· Falling Again — Don Williams — RCA

Al Hamilton
· KERC/Oklahoma City
· Alice Doesn't Love Here Anymore — Bobby Goldsboro — Curb

Lee Wilson
· WKFM/Flint
· Falling Again — Don Williams — RCA

Chuck Logan
· KZTY/Abilene
· Peace Of Mind — Eddy Raven — Dimension

Bill Pyne
· WQYK/Philadelphia
· Every Now And Then — Debbi Boone — Warner/Cur

John Marks
· WSAI/Cincinnati
· Hooked On Music — Mac Davis — Casablanca

Debbie Fradin
· WMZO/Washington, D.C.
· Falling Again — Don Williams — RCA

Con Schader
· KLAK/Denver
· A Headache Tomorrow (Or A Heartache Tonight) — Mickey Gilley — Epic

Country Mike Picks

Californias Welcoming Committee — Following his recent University of California at Los Angeles appearance, RCA artist Marty Wright-Jennings was named a welcoming committee of disc jockeys from area radio stations. Pictured on Jennings' four bus in the front row are (l-r): Rick Stewart, M.D., KRAK; Bobby Malick, PD, KROY, and Kenny Reuther. RCA field promotion, San Francisco. Pictured in the back are (l-r): Jennings; Billy Mardens, M.D., KSFL; Glen Davidson, PD, KXYL; and Carson Schreiber, RCA West Coast country promotion.

Programs Picks

Cash Box/February 28, 1981
The real Leonid — Merle Haggard's latest single, "Leonard," which also he wrote, is about the life and career of Tommy Collins, a very successful artist in the late-60s. Collins, who was a member of the Nashville Sounds, found his first real success at the age of 21 when, as the songs says, he went to Bakersfield, Calif. to "hang a gold one on the wall." It turned out to be Haggard's "Let Me Tell You About A Song," a gold album on which Collins had two tunes. "Leonard" touches on all the phases of Collins' life — from following Elvis Presley on stage to his religious experience to his hard times with booze, and full circle back to his revived interest in recording, touring and writing — his comeback. Noted Collins in a special press release that accompanied the single, "I'll admit to everything he says about me in the song, and I appreciate it. I appreciate the exposure, and I'm happy to say that I've got things pretty well under control. My heart's back in the music business again."

PCB Public Relations of Portland Meadows Race Track in Portland, Ore. has named two races after things associated with the singer. The fifth race is titled "Tuffy's Purse," after Haggard's chihuahua, and the 11th race is titled "Leonard" after Haggard's current single.

Ronnie Milsap kicked off his mid-winter tour by setting an attendance record at the Rapides Parish Coliseum in Alexandria, La. Jan. 16. According to the newspaper, Milsap and his band were on the road for the upcoming weeks. They are: Black Music Committee, Feb. 25 at Broadcast Music, Inc. (BMI) and the Media Committee, March 4 at American Society of Composers, Authors and Publishers (ASCAP). Both meetings are scheduled for 5:15 p.m.

NMA MEETS — The Nashville Music Assn. (NMA) has a number of meetings scheduled for the upcoming weeks. They are: Black Music Committee, Feb. 25 at Broadcast Music, Inc. (BMI) and the Media Committee, March 4 at American Society of Composers, Authors and Publishers (ASCAP). Both meetings are scheduled for 5:15 p.m.  

REVIEWING THE VETS — One of the most interesting (and possibly the most profitable of this country's 200-year-plus history is the Vietnam war. According to some news reports, the number of Vietnam veterans who have committed suicide is equal to the number of servicemen who were killed in action during the entire war. To help the Vietnam vet, Frensig Ltd. Music Prod. in New York has recorded a song titled "Keep The Yellow Ribbons Tied," the proceeds from which will go into a special fund for the vets. The song is performed by Billy Mitchell and written and produced by Steve Loeb and Ezra Cook. According to Cook, cassettes of the tune have already been sold, but he said he was not sure how many were sold or were being sold. Cook added that they were sold for a "reasonable" price. The profits from the sales of the tape will go to the Vietnam Veterans of America, Inc. Cook also said that they were going to release a single of the song in the next few weeks, but he did not have a definite date.

Dave Rowland and Sugar have almost wrapped up work on their first album for Elektra/A&M under the production guidance of Jimmy Bowen. "Which Way You Goin' Billy" — the name Susan Jacks might not instantly ring a bell, but if you associate it with the Poppy Family and the 1970 hit, "Which Way You Goin' Billy?" (#6 for the year 1970 on the Cash Box year end polls), you might recall she was the lead vocalist for the group. They've appeared on our radar screen in the past four years. Jacks has been keeping a pretty low profile in the U.S., but in her home of Vancouver, Canada, it's quite a different story. After a few years hiatus from the recording industry, she released an album titled "Ghosts" in August 1980, and in turn was nominated for a Juno this June. Jacks was in Nashville a few weeks ago and met with various publishers, searching for material for an upcoming album, which will be released by CBS Canada and domestically. "CBS and I are working very closely now, both in Canada and the United States," Jacks told Cash Box. "For a while, it seemed as if the record company thought of me and some other good, young, rising artist in Vancouver, recording for a hobby, which isn't the case at all. But now, I feel as if CBS Canada is 100% behind me, and that's what I need." Jacks will most likely record the album in Canada and says it will include A/C material with country crossover potential. She added that she is currently writing with a number of well-established and up-and-coming songwriters and producers.

Helen Cornelius headlined the grand opening of Bloomington, Minn.-based Carlton's second theater, The Backstage. The club, which seats some 550 patrons, offers two shows nightly — the Beefest and the Nightcap. Other clubs within the complex are the All Star Lounge, and the Celebrity Ballroom.

Dotty signs with Tanglewood — Country artist Dotty has signed a recording contract with the Atlanta-based Tanglewood Records, a division of the Equity Recording Company. The vocalist is currently recording her first album for the label at Quadrecord Studios in Nashville, with Bobby Fischer and Joe Bob Barnhill producing. Pictures are (l-r): Mark Cooper, Equity national promotion director; Dotty and Kirby Kinman, president of the Equity Recording Company.
LONDON — In a time of shrinking record markets and an industry in the throes of "rationalization," one area that seems to enjoy the benefits of promotion is for new, innovative video. Europe, in particular Britain and Germany, has embraced the dramatic video as a key promotional tool. Dramatic illustrations of songs are now common and popular sight in major record stores and on a number of "youth-oriented" TV programs.

Filmed live performance has always been a staple of the TV programs, but more and more, there are moves towards record company-financed shorts that present the artists as both musicians and actors. However, in this genre, there now seem to be many artists who excel on record and in live performance, but are unable to make the transition to an acting discipline — who, with video discs on the horizon, may find themselves pushed back from the front of the pack.

There are problems other than artist suitability that record and video companies have found, not least of which is cost. In many cases, record companies are not able to fund production for TV until a record is already a hit, either in the US or on the radio. Video companies, however, are required to work fast; one company recently had to find locations, cast, crew and ideas for two promotional films in less than one week. This was one of the exceptions fast rate of work, though it was rare to have two productions running quite so parallel.

New Company
One company that has made inroads is Maitre Godfrey Mulcay Ltd, formed by directors David Maitell and Russell Mulcay and their producer Lexi Godfrey, who has just been joined by Julian Templer, who made the Great British show for the kids — Roll Swindle with The Sex Pistols.

Typical of the firm's working system is a film shot on TV last week to illustrate the single "Viviana" by Chrissalis group Ultravox, currently a hit in the UK. Since the showing of the film, sales of the album too have increased, according to the label. Maitell Godfrey Mulcay received the go-ahead from Cetona's Brian Chelton, who had been the finished film was shown. The film, a starry and evocative interpretation of the hit of Vienna, was sent to the influential and creative center of Europe, revolved around the lyrics of the song, firmly expanding the image and mood of the band.

Explaining the video concept, Russell Mulcay, the director, said, "Usually it's a collaboration between myself and the artists. In this case, Ultravox had very definite ideas about their own image and also ideas about the story content of the film. There's a growing trend now, as in advertising, for there to be many meetings and discussions before actually shooting a film."

The street scenes were shot in central London, in Covent Garden and the staircase scenes in the Kilburn Gaumont Cinema. We flew with a small crew to Vienna, but all the locations that were used were either closed for the Winter or were covered in scaffolding. We always use the same crew if we can as it makes things get together when you shoot. You need that kind of atmosphere when shooting so quickly.

Little Future For Drama
Avant-gardist Brian Eno is on record as having said recently that he sees little future for drama in the home video market. He foresees the successful film as one that contains a multitude of shifting abstraction, most of which is not a new idea. The conventional discs — they cost far less than cassettes, can't be copied and the hardware limits the cassette player. You don't have to watch the drama every time to get your value for money, you can enjoy the better sound quality. It is also far easier, if you don't like a particular segment, not to have it shown on TV would be popular on disc.

The growing significance of promo videos was illustrated at MIDEM this year, where promo video awards were given for the first time. Maitell Godfrey Mulcay Ltd received two — Maitell winning the Grand Prize for "Ashes To Ashes" with David Bowie and Mulcay winning one for "Estrée" with the Buggles.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. Ahora O Nunca — Angela Carrasco — Epic
2. Women In Love — Harry Reichenbeck — CBS
3. Another One Bites The Dust — Queen — EMI
4. Perdoname — Mario Reyna — CBS
5. Cancoso De Hacerlo Bien — Rocky Burnette — EMI
6. Wanderer — Donna Summer — Wei/EMI
7. El Mundo De Los Niños — Roberto Carlos — CBS
8. Selé Tu, Solo Yo — Toto Cutugno — Intersdisc
9. Espiar — Roberto — CBS
10. Estas Ok — Patricia and Sue Timmel — MusicHall

TOP TEN LPs
1. Los Parchas — Los Parchas — Tonodisco/ATC
2. 20 Exitos De Oro — Bebeto/EMI/ATC
3. Mutila — Barbra Streisand — CBS
4. Exitos Del Verano — various artists — Mirto/ATC
5. 14 Grandes Exitos — Julio Iglesias — Kelt/ATC
6. Amor Mio — various artists — Kelt/ATC
7. Super Topper — ABBA — RCA
8. Amaneciendo — Camilo Sesto — Microfon
9. Tributo A Los Cinco Latinos — Estela Raval — ATC
10. Fame — Soundtrack — Phonogram

Australia

TOP TEN 45s
1. Just Like — Starting Over — John Lennon — Gaffan
2. Dance — Snap! — Coca-Cola
3. Shaddap You Face — Joe Dolce — Ascor
4. Time Warp — Rocky Horror Picture Show cast — Interfection
5. Glasses — Carl Simon — Warner Bros.
6. One Stop Ahead — Split Enz — EMI
7. Stop The Carnage — Jimmy Barnes
8. The Tide Is High — Blondie — Chrysalis
9. State Of The Word — Mono Rock — Avenue
10. Another Ones Bites The Dust — Queen — EMI

TOP TEN LPs
1. I'm Not In Love — Air Supply — CBS
2. In The Mood — Air Supply — CBS
3. Gonna — John Lennon — EMI
4. Back In Black — AC/DC — Albert
5. Zenitha Magnifico — A&M
6. Guilty — Barbra Streisand — CBS
7. 14 Grandes Exitos — Julio Iglesias — Kelt/ATC
8. Always — Willie Nelson — CBS
9. Inochusa — J. Geils Band — CBS
10. Making Movies — Dire Straits — Vertigo

Germany

TOP TEN 45s
1. Angel Of Mine — Frank Duvall & Orchestra — Telefunken
2. Life Is For Living — Barclays James Harvest — Polydor
3. Super Trouper — ABBA — Polydor
4. Banana Republic — The Boomtown Rats — Mercury
5. Der Teufel Und Der Junge Mann — Paola — CBS
6. (Just Like) Starting Over — John Lennon — Geffen
7. Uber Sieben Brucken — Peter Maffay — Metronome
8. Woman In Love — Barbra Streisand — CBS
9. Selé Tu, Solo Yo — Toto Cutugno — Intersdisc
10. Flash — Queen — EMI

TOP TEN LPs
1. Higiapre Der Schlumpfe — Die Schlumpfe — Ktel
2. Super Trouper — ABBA — Polydor
4. Recknache — Peter Maffay — Metronome
5. Hithau Ramba Zamba — Rudi Rambas Partyl
g
6. Der Jahrhundertball — Die Wiener Philharmoniker — Arcade
7. Soundgigan — Enzo Merecque — Ktel
8. Traumerei 2 — Richard Clayderman — Teldec
9. Double Fantasy — John Lennon and Yoko Ono — EMI
10. Happy Trini Lopez — Ktel

Cash Box/February 28, 1981
accounted for 20.9 billion yen ($100.4 billion; $19.3 million); and books and magazines accounted for 787 million yen ($8.1 million).

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United Kingdom

LONDON — After promoting several of his Chrysalis Group’s special projects, Phil Symes is leaving the company to join Dennis Davidson Assoc. DDA, which has offices in London and New York and affiliates in New York City, Tokyo, Sydney and Toronto, and is starting a new division to promote niche product, which Symes will head. It is a natural progression for DDA, as it has worked on such films as Grease, The Kids Are Alright, Breaking Glass, Quadrophenia and Xanadu in a PR capacity. Symes worked on Dance Craze and Babylon while at Chrysalis, and at DDA, he joins Janet O’Hanlon, who has been taking care of the Who Group for two years.

Ken Malliphant, Phonogram’s managing director since 1977, has decided to move on. “I have decided after 12 years, and having spent some time working with the PolyGram Group, that it’s time to pursue my profession as a marketeer elsewhere.” Pending the appointment of a successor, London's Phonogram Records (U.K.) managing director, will take over the day-to-day management of Phonogram Ltd., and Brian Shepherd will act as his deputy. Malliphant said of his future, “There are a number of alternatives available to me, some within the industry and some outside. I will have a new year with brings it, for me, the requirement also to move on.

In the U.S. for the first of his six customary annual trips is British entreprenuer Jeffrey Kruger. The main purpose of his visit will be to see the launch of a new label, Energy Records, whose product will be available through CBS. At MIDEM, distribution deals were pacted for most European territories, South Africa, Japan and Brazil. Product and artist development manager for Energy is Martin Dorsey, who will be searching out new British talent for the label.

PIL drummer and solo artist Brian Eno appeared recently at London’s Woolwich Tramshed. After his set finished, a few members of the audience were a little annoyed, but rather than shout it out from the stage, Brian invited the punters backstage to discuss the matter quietly in a genial manner. For his grace, he was struck in the face with a cushion. His stage costume now includes a certain amount of sticking plaster.

Some time ago, Topper Headon of The Clash bought a set of kettle drums at a bargain price. On reflection, he realized that the set was probably stolen. His wits was correct, and he traced ownership to the tympani player of the New Symphony Orchestra who perform regularly at The Albert Hall. As a kind of reward, he asked to perform with the orchestra, which he did, helping out on percussion for a performance of Rimsky-Korsakoff’s “Capriccio Overtune.” The concert sold out, due to the publicity, unusual for a Sunday night concert, and all went really well. He hadn’t seen a set of tubular bells before, but they are set up like a piano, they told me the key and how many bars, so there was no problem. He said he described the concert afterwards, and that he vaguely remembered hearing the “1812” once before at school.

Adams and The Arts, which recently held two singles in the U.K. Top 10 as well as the album top, is set to appear at a Royal Variety Show.

platinum beauty — Producer/composer Giorgio Moroder, who has stayed in the limelight with his successful production of product by Donna Summer and Blondie, is preparing to begin recording international singing star Madeline Kane at his Beverly Hills studio for Friederich Productions. Pictured are (l-r): Jean Claude Friederich, producer of Friederich Frods; Kane; Moroder; and (standing) Tom Hayden, Kane’s manager.

Canada’s Murray Moves On With A Down-to-Earth Style

Canadian music business, Murray shrugs off the “ambassador” label many wish to bestow on him. “I’m part of the industry, but it’s not mine,” she said. “In no other country would the opportunity to set an example (for a fledgling industry) happen. They say, ‘People think of you as an ambassador’ . . . to hell with me! I’m proud of the people who have been working well in this country, but I have my own thing to do.”

Of the Juno awards themselves, she is candid and critical. “I had to turn down the sound,” she said, of seeing a video tape of the Juno show upon being awarded artist of the year. “It was a very good moment. I think for the image of the Canadian music industry, it did nothing, did less than nothing. I saw her, as something she could have. There had been reports she did not attend this year’s ceremony after a dispute with the program’s producers, who reportedly wanted her to host the show. They (media) said I turned down the chance to host, because I would not be paid enough money. What a lot of garbage that is. I don’t need money,” she said. “I don’t feel right about going. Sometimes you can’t be a part of something that is that embarrassing.”

“The show itself was the ultimate embarrassment to me. I think it was as bad as I’ve seen. That seems to me people who had no thing to do with the music industry, I thought it was all thoroughly unprofessional.”

“People say I’ve abandoned ship, and I don’t agree with that. I have a certain amount of self-respect, and I intend to keep it.”

From the outset, Murray has seemed to excel in situations where she is her most vulnerable. It made her, during the early part of her career out of naivete and fell victim to management that was not always true to its own ends.

She once told an interviewer, “my career never really took off until I got my family together.”

She can still vividly recall seeing with her agent in a Nevada motel about five years ago, wondering if it was all over. “I played him a rough tape of ‘You Needed Me,’” she said, “I knew I had a hit, but also I knew I had to straighten out my life.”

After one year away from her work she resurfaced with long-time friend Leonard Rambeau as her manager. A revised business approach resulted in a restored confidence and enthusiasm for her profession.

“I don’t think I yet understand the effect that song (“You Needed Me”) had on me or if the people who heard it. I really meant what I sang. There have been maybe only five or six songs where I could feel that magic. I’m not saying no one else could sing it, but it was made for me, with my fat, round voice. I’m too tense, the title was wrong — I needed it.”

Currently at work on her first album project, Murray will also follow another Canadian national television special.

“I really have no great ambition to be remembered for a long period of time,” Murray said. “Most importantly, I’d like to make music that is good and a good wife. My work is not as important as my family.”

Garcia Named To Latin Music Post At Intersong

NEW YORK — Emilio Garcia has been named to the post of Latin product director in his new position. Garcia will be responsible for promoting the Intersong catalog in Latin America, as well as act as liaison between Intersong and Latin American labels in the U.S.

Most recently, Garcia served as vice president of Roxie Entertainment, where he handled international licensing and consulting. Prior to that, he had his own management firm, Emilio Garcia Associates, and served as a consultant to Sunbury-Dunbar for its international catalog.

Muppets Meet Blondie — Deborah Harry of Chrysalis recording group Blondie was recently in London to tape a segment for the Muppet Show. Harry is shown here in her appearance with the Muppet Punkt Band.

International Best Sellers

Italy

TOP TEN 45s
1. Master Blaster (Jammie) — Stevie Wonder - Motown
2. Anna Del Capello Rosi — I Reagazz Del Capello Rosi — CBS
3. Woman In Love — Barbra Streisand - CBS
4. How Long — Lpago, Lpago, Capelino
5. The Wanderer — Donna Summer - Geffen
6. Don’t Stand So Close To Me — The Police — A&M
7. Cervo A Primavera — Ricardo Cicciante — RCA
8. Uplode Down — Diana Ross — Motown
9. Enola Gay — Orchestra Maneuvers in the Dark — Dindisc
10. Just Like Starting Over — John Lennon — Geffen

Japan

TOP TEN LPs
1. Double Fantasy — John Lennon and Yoko Ono - Warner
2. Koylyo — Yoko Ono — Sony
3. Koylyo — Yoko Ono — Sony
4. Happy Date — The Notors — Epic
5. Koipara Koipar — Kamiya — Victor
6. Hitorijou — Miyuki Nakajima — Sony
7. Happy Date — The Notors — Epic
8. Barri No Kawa — Chage and Asaka — Warner/Pioneer
9. Bunday Glassy — Yuijro Ishirahara — Teichiku
10. Double Fantasy — John Lennon and Yoko Ono — Geffen

Cash Box/February 28, 1981
SHATTERING EXPERIENCE

Legend—jazzifica! Eila Fitzgerald recently received a 10-year anniversary cake from Memorex in honor of 10 years doing the "Is It Live Or Is It Memorex" campaign. Appropriately, instead of candles on the cake, it was suited with 10 shattered glasses.

"there is funding for special summer events and outside concerts where the kids can meet the artists." the director adds while this is the first year that funding has been made available for the program everyone is hoping that it won't be the last.

TOUR PACKAGE — A tour group tentatively set to feature Stanley Turrentine, Roy Ayers, Jean Carn, Lonnie Liston Smith and Bobbi Humphrey as an all-star band will get under way on March 26. The tour dates so far have been released. The package tours featuring established artists are not unique, as a jazz star tour without the participation of a record company is, Jody Weink, head of the concert department at Associated Booking Corp., said that "the idea is to present a unique event. I'm not doing this to work with sidemen"... Also on the tour are bassist Ron Carter, making dates in Canada, New York and Europe; pianist McCoy Tyner, dividing his time between two coasts; and trombonist Slide Hampton, who skipped a scheduled appearance with Dizzy Gillespie at New York's Avery Fisher Hall in order to take on a gig of his own. In Europe also is drummer Panama Francis and His Savoy Sultans, who will return to the continent in the next few months on a tour being set by the Sultan's new management, Victor O'Givie Asso. If American fans feel that the Europeans are getting all the goods, they should take note that a rare American tour by French pianist Martial Solal is planned for the spring.

VINYL SPECULATION — British concert promoter Jeffrey Kruger is in the United States putting together a distribution network for his independent Bulldog Records. The line will bow in April and carry a $5.98 list price. Featured in the first batch of issues will be LPs by Count Basie, Duke Ellington, Fats Waller, Dizzy Gillespie, Stan Kenton, Woody Herman and others. A variety of distribution deals are being explored, with sources at Bulldog mentioning CBS and Pickwick as possibilities.... Discussions on joint distribution and production between ECM and Watt continue, this time centering around the possibility of a "Watt/ECM" imprint on the forthcoming LP, "Social Studies," by the Carla Bley Band.

MUSICALY YOURS — Horace Parlan — Steeplechase LPs 11141 — Producer: Nils Winter — Chart #89. Parlan, residing in Denmark for some time now, has been enjoying the type of relationship with Steeplechase Records that should keep him in that country forever. This 1979 solo date finds Parlan as fluid and expressive as ever. "The Will," "Lullaby of the Leaves," "Ruby My Dear," "Memories of You" and "Alone Together" get the Parlan touch. The pianist's own "Musically Yours" rounds out a solid date from a solid artist.

# TOP 75 ALBUMS

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**TOP 30 SINGLES**

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**BENEFIT SHOW**

**THE RHYTHM SECTION**

**SHIFT IN EMPHASIS** Comments by black retailers on the recently unveiled "Black Music Is Green" campaign, which is being waged by the National Association of Recording Merchandisers (NARM) and the Black Music Assn. (BMA), stressed the need for the organizations to more directly address the problems small retailers face in trying to explain black music to their customers. A workmanlike merchandising campaign is designed to draw from case histories of various retailers who have been successful in selling black music, and then to discuss techniques and practices employed to achieve the success. The information will come to interested retailers via seminars to be included in this year's NARM Convention, set for April in Hollywood, Fla., and again during the BMA convention, set for June in Los Angeles. Black retailers, however, feel that to aid their cause more fundamental support is necessary: "To successfully continue merchandising black music, we need someone to give us an exclusive recording and radio contract," said Jung, who also noted that such forums are defused when record companies don't supply dealers with basic tools. Sylvia Williams of Sylvia's Records in Washington, D.C., summed up black retailers' frustrations when she said, "If you're not getting the promotion and display material you need, you're still up against the wall."

**COMMITMENT** — ECM Records' Sheila Jordan and Steve Kuhn's recent visit to Los Angeles for a gig at the Maiden Voyage was an example of how committed the pair are to their music. For Jordan, it was only the second time she had ever visited Los Angeles, and her first professional visit. For Kuhn, who doesn't like to travel, it was a necessary agony. Both artists, whose jazz integrity has maintained steady cut followings over the last 20 years, take part-time jobs when they are not on recordings. But that is the last Jordan said, and Kuhn does everything from teaching music to "working commercial gigs" to support their music habits. A refreshing circumstance when you consider the lengths some will go to try to make a living in this industry.

**PRESERVATION** — JVM/Poligrofo duo Peaches & Herb recently supported Black History Month by donating a special collection of recordings by black composers and performers to Horace Mann Junior High School in Los Angeles, L.A.'s largest black enrolled high school. With every major record label participating in establishing the historical archive, the collection includes material featuring spirituals, ragtime, blues, documentary recordings of famous blacks in history and contemporary releases of the last decade. The signing duo addressed the students during presentation of the collection to school officials.

**AIRWAVES** — Georgia state senator and renowned political activist Julian Bond is scheduled to join the Sheridan Broadcasting Network (SBN) to do a syndicated show, titled Bond's Byline, as part of the SBN Focus program... KOOK/Denver staff basketball team is set to play a series of non-profit organizations with funds being forwarded to local needy causes.

**HOT CROSSOVER VINYL** — With its Chrysalis album "Autoamerican" on the Cash Box B/C Album chart only one week, Blondie's single, "Rapture," crossed to the Cash Box Top 100 B/C Singles chart debut at #65 bullet... "All American Girls" by Cotillion's Sister Sledge (a/b bullet), Peabo Bryson's Capitol L.P. "Turn the Hands of Time" (a/b bullet), and "Marry Me" by B.M.A.'s Gary King (#116 bullet) were the top crossovers on the Cash Box Top 200 Albums chart.

**SHORT CUTS** — Arias' Bus Boys, recently on the road like dervishes probing the darker regions of America's underbelly, returned to its native Los Angeles for a date at UCLA's Ackerman Grand Ballroom last week (Feb. 25). Boys bus protege Roach and the White Boys opened the show for this lively set of irreverent rockers... Beckert Records recently signed Archie Bell, of B.M.A. fame, to an exclusive recording contract... This week's album by Bell, now being produced in the Philadelphia area, is scheduled for a mid-March release... LAX Records recently released Funkadelic's "Connections & Disconnections" album under... The Texas-bred duo also participated as presenters and performers on the recent R&B Awards show on ABC.
Page 2/21 Chart

1. Don't Stop The Music
   TANISHA & PEPE
   (Motown/Mercury/Polygram 76089)
   2
   3
   4

2. Burn Rubber
   QUINTET
   (Department Store/Sony BMG 76067)
   3
   5

3. Fantastic Voyage
   Fati & The Gipsies
   (Columbia/Polygram 76088)
   4
   6

4. Aint Got No Stand For It
   STEVIE WONDER
   (Tamla/Motown/Tha 54320)
   5
   7

5. Heartbreak
   THE JACKSONS
   (Epic 15-19699)
   7
   8

6. It's A Love Thing
   Carl Carlton
   (Cotton/Atlantic 4606)
   8
   11

7. I Make The World Stand Still
   FRED PERRY
   (Casablanca/Franklin Polygram 76087)
   9
   12

8. The Star Point
   Cover
   (B.A.R.K. Records/Polygram 76088)
   10
   11

9. Together
   TIERRA
   (Bordwalk/West 5702)
   10
   15

10. All American Girls
   Scott Davis Group
   (Cotton/Atlantic 46070)
   17
   17

11. Celebration
   KOOL & THE GANG
   (De-Lite/Polydor/De 810)
   7
   21

12. Too Tight
   CON Funk Shun
   (Polygram/76089)
   14
   15

13. Thighs High (Grip Your Hips)
   AND MONTANA
   (Toshow Browne/GRP/Anais GS 2510)
   16
   18

14. 8th Wonder
   THE 8TH WONDER
   (Sugar Hill/Sugar 737)
   16
   17

15. Love Over And Over Again
   On The Bend (Gong/Motown G 79198)
   13
   17

16. Who Said
   THE ISLEY BROTHERS
   (T-Nec/Polydor 256 2938)
   15
   19

17. United We Stand
   ARETHA Franklin
   (Anais AS 056)
   15
   19

18. Bon Bon Vie (Gimmie The Good Life)
   T.S. Monk
   (Mirage/Atlantic WO 3760)
   29
   12

19. Full Of Fire
   RICK LA MAR
   (Solar/RCA YB 1212)
   22
   12

20. Dance Silver Platinum
   Luxor (Special Report Int'l/S.I.H. 50-002)
   12
   13

21. The Best Thing In My Life
   The Dramatics (MCA 51041)
   24
   24

22. And Love Goes On
   TIMаксим
   (Columbia/11-11434)
   31
   23

23. Be Alright
   ZAPP
   (Worner Bros. WOS 49623)
   25
   16

24. Here's To You
   SKY
   (Sello/Special Report WO 4722)
   27
   15

25. Sukiya
   TASTE OF HONEY
   (Polydor C 3316)
   31
   31

26. I'm Ready
   KANO
   (Emergency/EMS-4504)
   21
   24

27. Fancy Dancer
   TWINTIME WITH LYNNE WHITE
   (Heart On Top/WLP 280)
   32
   10

28. Just The Two Of Us
   THE LIVING JOSHINGTON JR.
   (Elektra E-47103)
   34
   33

29. Melancholy Fire
   NORMAN CONNORS
   (Anais AS 058)
   28
   13

30. Magic Man
   ROBERT WINTERS & LARK
   (Atlantic/Arda 684)
   37
   10

31. Perfect Fit
   JERRY KENTH
   (Amar 2504)
   37
   20

32. Agony of DeFeet
   PARLIAMENT
   (Casablanca/Polygram CB 2187)
   20
   15

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Alphabetical Top 100 B/C (Including Publishers and Licenses)

1. Fantastic Voyage
   Spectrum/Villagio/Circle - ASCAP
   3

2. Let's Do It (Calter/Compositions/Leads/Pepe/Malait - ASCAP)
   9

3. Little Girl (Abbie - ASCAP/BK/RBM - ASCAP)
   58

4. Loneliness
   Rastor/Booget's - ASCAP
   73

5. Wake Up The World
   PRINCE - ASCAP
   77

6. Love You More
   PRINCE - ASCAP
   82

7. More Than Words Can Say
   BOBBY VEE - ASCAP/BK - ASCAP
   87

8. I Surrender
   THE DOOBIE BROTHERS - ASCAP/BK - ASCAP
   93

9. We'll Scratch
   ALBERTO - ASCAP
   95

10. I Know You Love Me
    ZAPPA - ASCAP
    96

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February 28, 1981
LOVE CONNORS,

JUMP;

ROBINSON,

HOTS;

To HOTS;

Earth,

25

MYERS,

& ——

Lakeside,

WWRL,

WENZ,

WKBX,

WOKX,

WQOK,

KDAO,

WMMX,

BOKA,

KMJS,

WOKX,

OPAL,

WAMO,

MAJ;</p>

RAW TEXT END
Atari Expands Marketing Staff

SUNNYVALE — Frank Ballouz, director of marketing for Atari's Coin-op division, announced the appointment of Mariann Layne as marketing services supervisor. In this position, she will have responsibility for trade shows and sales promotions, and will coordinate advertising and publicity programs related to marketing of Atari products.

Layne comes to Atari from the San Martin Winery, where she was national public relations manager. She is also currently attending Santa Clara University, studying for a Master's degree in Business Administration.

In making the announcement, Ballouz stated, "We are pleased to have Mariann join the marketing department. Her previous communications experience will be a tremendous additional asset in her new post with Atari." Laura Burgess, previously assistant to Frank Ballouz, will become Layne's assistant.

In related announcements, Mary Takatsu has been promoted to marketing research supervisor. She has been with Atari's marketing department for the past three years. As supervisor of market research, Takatsu will be responsible for initiating and directing research in the areas of prototype game development and the analysis of market trends. She will also be assisting in the expansion and development of new video games. Linda Butcher will continue her role as market research analyst.

Layne McFarland has also joined the marketing department as junior research assistant. Her responsibilities include the (continued on page 37)

Universal Bows Two New Video Games

SANTA CLARA — Universal USA is in the process of sample shipping the new "Space Panic" video game to its distributor network. The model will be available in upright and table versions.

In playing the game, the player operates a "man," positioning him on different levels of ladders and digging holes in the process, the object being to trap attacking monsters and enclose them in the holes. Point values are awarded according to the number of floors from which the monster drops. Once a monster drops into a hole the hole must be filled up quickly to prevent escape.

As skill develops, the game becomes progressively more challenging and the attackers vary in number, shape and distance they must fall to be destroyed.

Also in release is Universal's new space combat video upright game called "Zero Hour," which is enhanced by a colorful display of a space craft passing through multi-colored asteroids. The combat action centers on the craft being launched from earth to attack the enemies, which is under the protection of energy fields.

Play Features

By controlling an eight-position joystick and a rapid fire button, the player can destroy the onslaught of asteroids and await the brief moment when the enemy's energy field disappears. If hit, the enemy's craft splits into three attacking ships for added challenge. If the player successfully completes the destruction of the enemy, the space craft must carefully be reloaded to obtain bonus points.

Further information about the new games may be obtained through factory distributors or by contacting Universal USA, 3250 Victor St., Santa Clara, Calif. 95050.

Betson Pacific Opens Vending Division

LOS ANGELES — Betson Pacific president Peter Betts announced the opening of the distributor's new vending division in Betson's Los Angeles headquarters office and said John Lohk has been appointed director of marketing for the vending division.

"We wanted the new division to be headed by someone with a strong experience base in vending," commented Betts, in making the announcement. "With John's background and qualifications, having worked at all levels of the industry, Betson Pacific has the best person to help make us the leading vending supplier in the Southwest."

Betts pointed out that Betson Pacific is the distributor for Moyer Diebel and Rock-Ola vending equipment in the area. He indicated that Betson will also handle other product lines such as Automatic Products, National Rejection, Ardac Bill Changers (continued on page 37)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. RAPTURE BLONDIE (Chrysalis CHS 2488)
2. WHAT KIND OF FOOL BARBARA STREISAND & BARRY GIBB (Columbia 11-11420)
3. HELLO AGAIN (LOVE THEME FROM THE JAZZ SINGER) NEIL DIAMOND (Capitol 4959)
4. DONT STAND SO CLOSE TO ME THE POLICE (A&M 2001)
5. FADE AWAY ERIC SPRINGSTEEN (Columbia 11-11431)
6. MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 3071)
7. WHILE YOU SEE A CHANCE STEVE WINWOOD (Island 49602)
8. DONT STOP THE MUSIC YARBRUGH & PEOPLES (Mercury/PolyGram 76085)
9. JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)
10. ANGEL OF THE MORNING JUICE NEWTON (Capitol 49796)

TOP NEW COUNTRY SINGLES

1. I HAVE A DREAM CRISTY LANE (Casablanca 9598)
2. LOVIN WHAT YOUR LOVIN DOES TO ME CONWAY TWITTY & LORETTA LYNN (MCA 51050)
3. TEXAS WOMEN HANK WILLIAMS, JR. (Elektra/Curt E-47102)
4. EVERY KEY JOHN CONWAY LEW EXON (MCA 51047)
5. LEONARD MERLE HAGGARD (MCA 51048)
6. COMPLETELY OUT OF LOVE MARTY ROBBINS (Columbia 11-11425)
7. FALLING AGAIN DON WILLIAMS (MCA 51085)
8. IT'S A HEARTACHE DAVE & SUGAR (RCA-PB-12-1168)
9. REST YOUR LOVE ON ME I AM THE DREAMER CONWAY TWITTY (MCA 51086)
10. PICKIN UP STRANGERS JOHNNY LEE (Full Moon/A&M-51080)

TOP NEW B/C SINGLES

1. ALL AMERICAN GIRLS SISTER SLEDGE (Columbia/Atlantic 46007)
2. SUKIYAKI A TASTE OF HONEY (Capitol P-4953)
3. PERFECT FIT JERMAINE KNIGHT (A&M 2004)
4. HOW 'BOUT US CHAMPAGNE (Columbia 11-11433)
5. JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)
6. EVERYTHING IS COOL T-CONNECTION (Capitol P-4988)
7. GET TOUGH KLEETON (Atlantic 3788)
8. YOU'RE TOO LATE FANTASY (Pavilion/CBS J-26607)
9. ENCOUNTER BOO BYE (Warner Bros WB-49662)
10. BEING WITH YOU SMOKY ROBINSON (Tamla/Motown T 54321)

TOP NEW A/C SINGLES

1. SOMEBODY'S KNOCKIN TERRI GIBBS (MCA-41300)
2. CAFE AMORE SPYRO GYRA (MCA A-1030)
3. GUITAR MAN ELVIS PRESLEY (RCA-JH-12-19)
4. KISS ON MY LIST DARYL HALL & JOHN OATES (RCA-JH-12142)
5. KEEP ON LOVING YOU REO SPEEDWAGON (Epic 15-30983)
Stern Bows New ‘Freefall’ Pingame

CHICAGO — Stern Electronics, Inc. announced plans for international distribution of a new solid state four-player pinball game called “Freefall,” which is scheduled for release this month.

Designed by pinball industry pioneer Harry Williams, Freefall features multiple ball play where a bonus feature picks up and transports the ball across the playfield — by tramway — to an elevated launch site. The ball accumulator is activated following completion of the “skydiver” scoring sequence and can launch as many as three balls simultaneously onto the playfield.

Freefall’s three-dimensional, richly colored backglass of azure blues, shaded to deep purples and other dawn-to-dusk sky colors, emphasizes the game’s ethereal theme, depicting celestial winged nymphs free-floating under an impressionistic scripted logo.

Among the game’s scoring highlights are a “lighted line selector changer,” a player-controlled option which enables the player, by depressing both flippers, to change the lighted line selector on the bonus multiplier to the completion of sequenced scoring features.

Freefall’s advanced solid state electronic system was designed and manufactured by Universal Research Laboratories, Inc., a Stern subsidiary.

Further information about the new game may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway Chicago, Ill. 60614.

Betson Pacific Opens Vending Division

Lotz has been in the vending industry for over 12 years. In his previous position as marketing manager for Moyer Diebel, he worked to develop a Cooperative Service Vending leasing program for operators. "The program has had excellent results," he said. "There are many innovations for the vending industry to adjust to today’s conditions; CSV leasing is one viable avenue."

---

KEEP YOUR EYE ON GPI

NEW LASER BASE GAME CHALLENGES SKILL AND PROMOTES PROVED PROFIT PERFORMANCE . . .

Intruder has the popular space motif . . . but there the comparison with competitive units ends, or more likely, begins.

With most players becoming increasingly more skillful, now comes a game to challenge their highly sharpened techniques while being equally exciting to the occasional player.

Intruder is a unique combination of graphics, challenge, excitement and electronics to fulfill all of the requirements of a successful game that commands the first coin and promotes continuous play.

Rather than the usual action of space ships attacking the player, Intruder features two space ships in combat with each other. Two mother ships are located top and bottom with numerous space vehicles passing between them. Points are scored both for hitting the opposing mother ship and lesser points for hitting the smaller ships in between. But, there’s a catch. There is a limited fuel supply. So, if the player uses too much fuel shooting the smaller ships, his laser will not reach the main ship for the big score. Then, he gets zapped!

Atari Expands Marketing Team

Intruder is the Realm of the Coin Game Plan, Inc.

GamePlan, Inc.
1515 West Fullerton, Addison, Illinois 60101
Phone: 312/628-8200
Personality Profile

Empire's Zeidman Nears Half Century in Coin Business

by Frank Manners

CHICAGO — Leonard Zeidman of Empire Distributing is nudging 50 years in the coin business. How many can make that statement? It's been a half century of satisfaction and aggravation, but most of all hard work.

The story begins in 1929, somewhere in the Stone Age of the coin machine business. Zeidman was hanging around a candy store in Chicago, entertaining the operator Eli Schulman, who was installing a machine. With his curiosity piqued and his desire to repair things itilibrated, Zeidman took a paragraph job with Schulman.

His first challenge was repairing Mills counter games and the earliest Bally pinballs. The challenge was hardly taxing, however, since reconditioning in those days simply consisted of changing rubbers and straightening metal pins. The games were cheap then — $6 to $10 — and collections were healthy; operators emptied the coin box two or three times weekly.

Zeidman put aside game service when he entered college, but he did begin operating. Along with his brother, he slowly put together a route of 2,000 peanut machines in speakeasies, candy stores and pool halls. The machines cost $14.50.

The industrious pair made a little bit of history in the nut business. To outshine the competition and get locations they needed a gimmick, they were the first to introduce red pistachio nuts. Zeidman spent his after school hours on the route, doing collections and selling. By his shop was the back of a Ford convertible.

After a year the route was sold and Zeidman concentrated on college. However, prior to graduation, he learned the in-tended career in engineering or teaching, discovering that it could not provide sufficient finances. Instead, (and this was in the mid-'30s) he and his brother operated a cigar store and the coin machine business was begun and sold for six years.

Nevertheless, Zeidman's desire to tinker with games would not remain quiescent. The satisfaction of unraveling the problem of fixing them motivated him. Consequently, during World War II, he worked days in the game shop of area operator Phil Schwartz and took the night shift at a defense plant. A neophyte company called Empire Coin Machine Exchange supplied Schwartz with parts and S.L. London in Milwaukee sold his truck loads of bargain basement equipment.

Joins National Coin

In the late '40s games were banned in Chicago so Leonard joined local distributor National Coin. After a start in the shop, he traveled the Midwest as one of the earliest field service representatives. In its pioneering process, National wanted to spur sales by familiarizing mechanics with the names of machine parts and standard repair procedures. This was an era of step-up units, not motors. The industry blossomed — new factories appeared, old ones were rejuvenated.

In the mid-'50s Zeidman left National Coin for full-time duty on Empire's route. The switch, however, was short lived. Chicago again banned games and Leonard first did service for suburban operator Rudy Klt; then worked nine months in Indiana for Phil Schwartz, setting up licensed in-line gaming devices.

In-line machines were banned next and shuffle alloys filled the breach. Zeidman spent the time training several mechanics who would later become local operators.

Post-Indiana, Zeidman returned to the streets to put together the largest route in Chicago, Empire's 500 shuffle. Shuffles were easy to license money makers and were eventually followed by the bumper pool and ball bowler craze. After the route was sold, Zeidman went into the shop temporarily for two weeks, but remained on the job for 20 years and in the interim Empire became Empire Distributing, Inc. He served as shop supervisor for 18 years while moonlighting at night, servicing 1000 pieces. Now he serves as Empire's traffic supervisor.

Atari Introduces Pair Of New Video Games At European Trade Shows

SUNNYVALE — Two new video games — "Red Baron" and "Warlords" — were premiered at the recently held ATE (London) and IMA (Germany) trade shows by Atari's Coin-op division. The new games, which are scheduled for release later this year, were exhibited in London by Music Hire Group and Ruffer & Deitch, Atari distributors for the U.K.; and in Frankfurt by Lowen Automaten and Nova Apparate, the factory's distributors in Germany.

Red Baron is Atari's latest first person combat video game where the player assumes the role of a WWI fighter pilot searching the skies for the enemy. In the play process the horizon shifts and tilts as the player maneuvers the joystick to intersect and destroy enemy biplanes, observation blimps and ground targets before being hit.

The reality of actual flight is further enhanced by Atari's unique Quadrascans "3-D" screen graphics and exciting sound effects. This model will be available in both upright and sit-down cabinets.

Warlords is a cocktail table game for one, two, or four players. It's a game of medieval defense and conquest. In this game each player must protect their king, defend castle walls and destroy the enemy warlord. With the aid of a "Power Stone," the player can cast a firewall or rocket and destroy the warlord at the enemy castle opposite him. As player skill increases, the game responds to provide more player challenge, increasing the number and speed of the fireballs. The newly redesigned cocktail cabinet offers comfortable seating for four.

In addition to the product introduction, Atari also hosted a cocktail party for ATE attendees, which was held in the Ballroom of the famed Dorchester Hotel in London and attended by operators and distributors from all over the U.K., Europe and by many U.S. distributors as well.

During the ATE show, May Takatsuno and Linda Butter, Atari's marketing research team, conducted a "Tellus" survey of attending operators and distributors from the United Kingdom to gain current data about Atari games, service support, etc.

Advance Automatic Sets Hawaii Service School

CHICAGO — The Ilikai Hotel in Honolulu, Hawaii will be the scene of a weeklong, multi-faculty service school being sponsored by Advance Automatic Sales Co. of San Francisco. Classes will be held from 9 a.m. to 5 p.m. daily beginning on March 9 and concluding on the 13th.

Each of the participating faculties will have individual sessions and these include Grenfell-Sega (9), Centurions (10), Atari (11), Bally (12) and Midway (13), with technicians and service personnel from the respective firms conducting.

In a letter of invitation to all operators in Hawaii, O.N. McMurdie, president of Advance, noted that a similar program was sponsored last year with great success. "We feel that these schools are worthwhile and offer a great assistance to the operator and we are quite certain that the school being held this year will be equally good in providing useful help and information," he added.

Eagle has Landed — "Eagle," a space fantasy video game, is among the current products in the Centuri lineup. It's one or two-player game of heated action in which the player controls and defends a spacecraft against waves of attacking atomic warbirds. Time is a factor and speed accelerates in the play process as an incentive for high score. The upright model contains a 19 inch color monitor and is designed in classic cabinet styling. For the location with limited space Centuri offers the "Maxi" cabinet with a 13 inch color monitor and a walnut grain cabinet.
CHICAGO CHATTER

Cash Box received a call last week from 22-year-old Kevin Fair of Boise, Id., who scored a total of 200,480 points ("in about 58 minutes") on a Midway "Galaxian" video game. The feat was accomplished, and duly witnessed, he said, at the Po-jo Electronic Amusement arcade in Boise. Kevin's previous high score of 131,000 points was made in Ray's Bachelor Club in Detroit, Mich. while he was living in Detroit. It was there that his interest began and, at this point, he'd like to know where he ranks in the world championship standing on the game.

HEAR TELL THAT Bally has something big on the planning board for this spring — involving distributors service people. Keep tuned to Cash Box for further developments.

THERE'S PLENTY HAPPENING AT Empire Dist., Inc. these days, what with a string of hit video sales selling into a backed in stock of some hot, new pinball and a decided surge in phonograph sales. With respect to the latter, marketing chief John Neville reports a good upswing in sales of Rock-Ola phonos, especially in the past 30 days — and with emphasis on the recently debuted Max Z model. In videos, Midway's "Pac Man" just won’t stop selling. Atari's "Centipede" continues on the best seller list and Neville said the distrb has written up a pile of orders for Gremlin's upcoming "Astro Blaster" — sight unseen and based solely on the reports of the game's tremendous impact at ATE. (Incidentally, Gremlin is to be commended for such an outstanding brochure on this piece.) The Centuri "Phoenix" upright video and the Amstar cocktail table version are both doing extremely well, he added. Cocktail tables continue to flourish in this market and with some untapped locations still out there he expects steadily increasing activity. Empire has been booking orders for the new "Space Invaders Trineline," which is coming soon from Taito America — and Neville said he's anxiously awaiting the arrival of two hot, new pinball machines, namely, Bally's "Flash Gordon" and Gottlieb's "Force II."

EASTERN FLASHES

Latest addition to the area's coinbiz scene is the newly opened U.S. office of Nintendo — Nintendo of America, Inc., to be exact. This is the first U.S. outlet of the noted Japanese manufacturer and it is located at 1107 Broadway (Suite 1420) in New York City. As noted by company president Minoru Arakawa, the new office will serve mainly in sales and distribution. Among current products being marketed in the U.S. is the "Radarscope" video game.

AND SELLING OUT! NINTENDO, Mondial Springfield just added the line to its product roster for the New Jersey market, as we learned from Tony Yula. Disturb is now awaiting delivery of "Radarscope." He also mentioned receiving initial shipments of Gottlieb's "New York, New York" video game, which is meeting with very good reaction; and Taito America's "P-Buster," which is getting a lot of good reaction from mop. The Exidy "Spectar" in "classic" and upright models is quite a big seller, he added. The new cabinet design is making its mark in the areas, Yula noted, "smaller operators find it easy to move around." and open to new locations. Cocktail tables, which previously were not too well accepted in this market, have been picking up just beautifully — and Yula sees a continuation of this trend through 1981.

BUSINESS IS "sensational" at Cleveland Coin-Columbus, according to Stanley Knoll. The year 1980 was a banner one and '81 has a super start, thanks to some exceptional equipment. Hit pieces include Midway's "Rally-X," Centuri's "Phoenix," Stern's "Berzerk" and Williams' "Black Knight," to name a few. Knoll also expressed enthusiasm for the new Game Plan video "Intruder." Good things are happening, as he pointed out, and new locations for coin-op equipment are flourishing. Convenience stores have been big business in this market before now — and still are, but in addition, there are so many other good locations opening up, he said, including Sears Roebuck & Co., where you can see a small game room with an assortment of coin-op equipment, and the men's section of department stores as well as the big super markets. This, he added, is of benefit to all levels of the industry — and should make for a great year.

CALIFORNIA CLIPPINGS

C.A. Robinson, vice president for Ira Battolman, maintains that the Southern California is not experiencing the normal dip in sales at this time of year because of the plethora of top quality machines across the scene and the large number of new locations opening up. The operator who is going back to the locations that have said no to games in the past is finding these establishments much more receptive," insists Betterman. "Those who are persevering and knocking on doors a second time are winning out in the long run." Betterman also mentions that factories, distributors and operators were banding together for a team effort on accounts that were unceptive to videos in the past. The distirb's v.p. also related that he was excited to see Midway's "Rally-X" and Centuri's "Phoenix" finally arrive.

IT'S BEEN POSTPONED ANOTHER MONTH because of the New Orleans Show, but Oscar Robins promised that Betson Pacific will have plans for a Gottlieb service school set by late April. Gamewise, Robins tells us that "anything that's decent is moving." He was also pleased with the longevity of the cocktail table market. "Owners of nice dinner houses and bars that wouldn't think of putting games in a few years back are coming around when they find out how lucrative and easy to run the cocktail table is," says Robins.

INDUSTRY CALENDAR

March 12-14: Amusement Operators Expo; annual trade conv.; Hyatt Regency Hotel; New Orleans.
March 26-29: Florida Amusement Vending Association; annual conv.; trade show; Sheraton Twin Towers; Orlando.
April 3-5: NAM into Western Convention; Phoenix Civic Center, Phoenix, Az.
May 8-9: 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.
June 5-6: Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.
July 24-26: Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
Sept. 11-13: No. & So. Carolina (combined) state; annual meeting; Carolina Inn; Columbia, S.C.
Sept. 11-13: So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.
Oct. 6-8: JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.

Cash Box/February 28, 1981
The Fools. Heavy Mental.

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Produced by Vini Poncia.

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