"SHOTGUN RIDER"

AN EXPLOSIVE NEW SINGLE FROM
DELBERT McCLINTON

THE FOLLOW-UP TO THE TOP 10 SMASH "GIVING IT UP FOR YOUR LOVE"
A SURE SHOT FROM THE HIT ALBUM "THE JEALOUS KIND"

PRODUCED BY BARRY BECKETT & THE MUSCLE SHOWS RHYTHM SECTION
A MUSCLE SHOWS SOUND PRODUCTION
MANAGEMENT: DON LIGHT
EDITORIAL

Where It's At

In recent months, the L.A. club scene has matured to finally become what everyone thought it would follow the splashy success of The Knack two years ago. From a narrow and restricted club scene that featured much too little variety, as seemingly every band and record label scrambled to cash in on the Knack "phenomenon," it has grown into a flourishing and wide-ranging circuit.

As the West Coast capital of the music industry, L.A. deserved better than the disappointing showing of too many carbon copy bands. The scene, once the breeding ground for such unique originals as The Doors, became dangerously over-hyped and over-saturated with numerous Knock soundalikes. The result — an abundance of clones, with a notable absence of success.

Since that time, the L.A. scene has grown to include a variety of influences. With more clubs spread over a wider area of the city, a diversity of sound and style has emerged — featuring numerous top quality newcomers who are much more than imitators.

Cash Box is glad to see the L.A. scene prospering again. The thriving club scene is again fostering new talent that may provide the stars of tomorrow. Local names like The Plimsouls, Phil Seymour, the Bus Boys, Oingo Boingo, Tierra and a host of others reflect the new vitality of the scene. Much of the excitement that powered the L.A. scene back when the Whisky, Troubadour and Roxy unleashed act after act on the nation has returned... for the better.

NEWS HIGHLIGHTS

- First day of Goody trial finds attorneys outlining strategy (page 7).
- Revitalized Los Angeles club scene viewed as A&R, artist development resource (page 7).
- CRT chairman calls for dismantling of Tribunal (page 7).
- Salute to Country Radio (opposite page 24).
- Heart's "Unchained Melody" and "Bad Company" by Ullanda McCullough (new and developing artist) are the top Cash Box Singles Picks (page 25).
- The Isley Brothers' "Grand Slam" and the self-titled debut by Silver Platinum (new and developing artist) are the top Cash Box Album Picks (page 26).

TOP POP DEBUTS

SINGLES

39 HER TOWN TOO — James Taylor and J.D. Souther — Columbia

ALBUMS

92 FACE VALUE — Phil Collins — Atlantic

POP SINGLE

WOMAN
John Lennon
Geffen

B/C SINGLE

DON'T STOP THE MUSIC
Yarbrough & Peoples
Mercury/PolyGram

COUNTRY SINGLE

ANGEL FLYING TOO CLOSE TO THE GROUND
Willie Nelson
Columbia

JAZZ

WINELIGHT
Grover Washington, Jr.
Elektra

POP ALBUM

HI INFIDELITY
REO Speedwagon
Epic

B/C ALBUM

GAP BAND III
Gap Band
Mercury/PolyGram

COUNTRY ALBUM

9 TO 5 AND ODD JOBS
Dolly Parton
RCA

CLASSICAL

PAVAROTTI'S GREATEST HITS
London
Eat your heart out,
*Fortune 500.*

Warner Comm. might be an Inc., but we
like a good time just like the next guy.
And we had quite a time at the recent Grammy awards: our record companies won
double the Grammy total of their nearest neighbor.
WCI salutes both the artists and their record people.

**SONG OF THE YEAR:** "Sailing." Christopher Cross, Songwriter.
**BEST NEW ARTIST:** Christopher Cross.
**BEST POP VOCAL PERFORMANCE, FEMALE:** Bette Midler—The Rose.
**BEST R&B VOCAL PERFORMANCE, MALE:** George Benson—"Give Me The Night."
**BEST R&B INSTRUMENTAL PERFORMANCE:** George Benson—"Oh Broadway."
**BEST COUNTRY INSTRUMENTAL PERFORMANCE:**
Orange Blossom Special/Hoedown"—Gilley's "Urban Cowboy" Band (track from Urban Cowboy).
**BEST COUNTRY PERFORMANCE BY A DUO OR GROUP WITH VOCAL:** "That Lovin' You Feelin' Again"—Roy Orbison and Emmylou Harris.
**BEST RECORDING FOR CHILDREN:** In Harmony/A Sesame Street Record.
**BEST JAZZ VOCAL PERFORMANCE, MALE:** George Benson—"Moody's Mood."
**BEST JAZZ FUSION PERFORMANCE, VOCAL OR INSTRUMENTAL:** Manhattan Transfer—Birdland.
**BEST JAZZ INSTRUMENTAL ARRANGEMENT:** "Dinorah, Dinorah"—George Benson, Quincy Jones and Jerry Hey, Arrangers.
**BEST ARRANGEMENT FOR VOICES:** Birdland—Manhattan Transfer. Janis Siegel, Vocal Arranger.
**BEST ARRANGEMENT ACCOMPANYING VOCALIST:** "Sailing"—Christopher Cross. Michael Omartian, Arranger.
**BEST ALBUM NOTES:** Trilogy: Past, Present & Future. David McClintick, Annotator.
CONGRATULATIONS, RODNEY, FROM YOUR POLYGRAM FAMILY. YOU FINALLY GOT SOME RESPECT.

“NO RESPECT”
THE GRAMMY AWARD-WINNING COMEDY ALBUM OF THE YEAR.
Opening Statements Highlight First Day Of Sam Goody Trial

by Dan Nooger

NEW YORK — Amid expectations of superstar courtroom appearances and national media attention, the long-delayed first session of the Sam Goody Inc. counterfeit product trial was devoted to opening statements by attorneys for both sides. Each side laid the ground for the argument that the retailer’s chain is the plaintiff’s parent company, American Can, detected the unusual circumstances, and Stoloson was told by Sam Goody, Sr., personally that he was about to be deposed. In all fairness, Stoloson and Levy continued to do business with Collins and even helped him to set up a fakery according to the prosecution. Following a raid on Scarlet and by Scotland Yard Inspectors, who interrogated many of its key tape sellers, Verner then dealt directly with Stoloson. Allegedly made four additional buys between July and October 1978, although not to go back to business with Collins, Stoloson told Goody he was no longer dealing with Collins, allegedly he is allowed to have made further purchases from Pierce and Long Island dealer Robert Scarnetti. In late 1978, Stoloson and Levy were questioned by American Can auditors about the transactions and denied any connection between Pierce, Collins and Verner.

Copyright (Continued on page 43)

BPI Forms Group To Handle Future ‘Hyping’ Probes

by Paul Bridge

LONDON — Following last year’s controversy concerning accusations of chart manipulation and unscrupulous promotion practices by the British Phonographic Industry (BPI) has formed a 15-member group to aid in the investigation of any future complaints from either the trade or the public. A six-week investigation by the BPI last year (Cashbox, Nov. 1, and Nov. 8, 1980) revealed widespread efforts by label and揭开 and to manipulate the weekly charts by using promotional product and “other unrelated material” in exchange for favorable chart positions. As a result of the furor, the BPI revised its Code of Conduct Jan. 1 to ask that any inquiries or “hype” (as it is known in the U.K.) be reported directly to John Deacon, director general and trade association secretary. If a deceed further study necessary, the BPI would then form an investigatory committee from the 15-member group just named.

The 15-member group from which the investigatory committees would be formed includes Sir Joseph Lockwood, former EMI chairman and honorary president of the BPI; L.G. Wood, former director general of music for EMI and a former BPI president; John Gillard, former managing director of BBC Radio 1; James Carr, former chairman of Warner Records and former director of BBC TV; John Morton, former general secretary of the Musicians Union; Stephen Stewart, director and editor of the UK Music News and the UK Music Retailer; Peter Hall, current director of IFPI; Jack Elliot, organizer of the British Actors Equity Asn.; Goff, former director of IFPI and MAM Records; Harry Williams and lawyers Humphrey Tilling, Anthony Walton and T.A. Blanco-White. Following the BPI’s six-week investigation of “hypoing” last year, first brought to light by allegations on the World In Action and Newsnight television programs (Cashbox, Sept. 6, 1980), it was determined that

Cash Box/March 14, 1981

(Continued on page 16)
WASEC Sets August Launch For 24-Hour Music Channel

by Michael Glynn

LOS ANGELES — In what could be a major shot to both the recording and pay television industries, the Warner Amex Satellite Entertainment Co. (WASEC) will launch its third program as voice, a 24-hour, all music channel, Aug. 1. The contemporary stereo music channel, known as MTV: The Music Channel, is designed, as an advisor of supported, basic cable service that will be distributed free of charge of WASEC cable operators. The Music Channel, is the second transmitted program of RCA's Satcom 1, along with two other WASEC services already in operation, Nickelodeon, the children's channel; and the 24-hour Movie Channel.

Programming for The Music Channel will primarily consist of "video records," or audience-sold artist promotional clips that incorporate both music and visuals. Additionally, there will be contemporary music-oriented motion pictures, documentaries, live concert broadcasts, and "video art created specifically to complement an artist's music," which will be produced by MTV as well as outside sources.

"Perhaps the best way to look at The Music Channel is to view it as a video radio," said Bob Pittman, MTV vice president of programming and a former program director for WBNC in New York. "It is the perfect way to send a broadcast. It is the perfect place for artists to get their name out there. It is the perfect outlet for the future generation of artists."

Columbia House Plans Mail-Order Video Club

NEW YORK — A mail-order video club is currently being planned by Columbia House, a division of CBS Records Group that includes the Columbia Record & Tape Club. A late summer start is projected for the video club, which will initially sell only VHS and Beta format videocassettes, although, according to Ralph Colin, Jr., Columbia House vice president of business affairs, it will eventually handle videodiscs. Columbia House will not only license the Columbia House name for the mail-order club but will be negotiating for how-to, sports, educational and children's programming, as well. A test marketing program, offering Columbia House tapes, will be conducted.

PolyGram Hikes LP Prices, Bows Catalog Midline

LOS ANGELES — PolyGram Records will institute a flat $5.98 list price for all single-disc LPs and equivalent tapes and debut a 106-title $5.98 catalog midline series. The LP/tape price hike will take effect April 1, while the midline series will ship March 25.

"It is simply a matter of increasing manufacturing costs within the industry," said PolyGram Distribution Inc. (PGDI) vice president of sales Jack Klieman of the price hike, which will also extend to multi-disc LPs and the equivalent tapes: "We had no choice but to raise our prices."

The announcement of the elimination of the $7.98 list price by PolyGram comes by telegraph to record companies today.

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Over 2,000,000 LP's sold worldwide of the soundtrack album "Can't Stop the Music". Composed and produced by Jacques Morali. Executive producer Henri Belolo. Thanks to: RCA-Phonogram, Metronome, Barclay, Ariola, Durium, Matsas, K'tel, Suncheon, Casablanca, CCP-EMI, Polystar.
NEW FACES TO WATCH

The Hawks, a new Columbia signing whose debut single, "Right Away," has just been released, launched its career in a manner almost diametrically opposite to the standard fashion. Before the band was even formed, several members who were personally acquainted (guess what? They're all from Iowa to play original material) built a state of the art recording studio for themselves. Hawks member Ted Sorensen, guitar and vocals, the musicians then put the Hawks line-up together, cut their debut album, made a promotional videotape and are only now planning their first concert performances.

"The idea for the studio came about in 1970 when West Minster cut some tracks in Muscle Shoals," explained drummer and vocalist Dave Hearn. "There were no good studios in our area, and the engineer there suggested we build our own. It was just going to be a four-track, but we ended up with a 24-track computerized set-up. It's halfway between a commercial business and a home studio. West Minster cut a few singles there which were mid-'70s releases on its own Magic Records label, and the studio's name was born. The studio has paid for itself, since we cut demos for bands, which helped pay our running expenses. The major investors were Kirk Kaufman (guitar, vocals) and Frank Wiewel ( keyboards, drums)." The studio is located in Minnopolis, along with Keith Brown, a local writer and guitarist. It's built on Kirk's father's farm in Otho, Iowa, so at least we didn't have to buy the land.

Kaufman and Wiewel cut many demos during the mid-'70s, bringing in future Hawks member Coke London, guitar and vocals. Larry Adams (drums) and Hearn to contribute material and instrumental support. They sent out tapes under various names: T.G. & the Apollos, T.G. & the NightHawks, without success. Hearn eventually moved to Los Angeles where he played drums and eventually landed a job in publishing contacts and co-wrote songs with Doug Thiele, head of Songwriters Recordings. Not long after that, Columbia Records in L.A. helped open me up to other areas of music that's important to understand," he says. Steen spent time playing in Minneapolis but always returned to Iowa to record more tapes.

In spring of 1979, the group's most recent tapes landed on the label of interest and Hearn, Adams, Wiewel, Kaufman and Steen reassembled in Fort Dodge, Iowa — the name Hawks taken from the first letter of each man's last name. After a live audition, Columbia's Gregg Geller signed the band, noting that the tapes were the best he'd heard in six months. The band set up a studio and engineer in L.A., but found that the Hawks' home-made studio was the equal of any he'd seen.

Wierman's contribution, says Hearn, "was making us concentrate on our tempos. He picked the 10 songs on the LP from about 25, and after that I think we'd already spent so much time getting our sound together and knew how to get a great studio sound, we weren't burdened with trying to make what works onstage work in the studio. Tom actually said he felt he'd never created so little on any of his other projects. Basically, we stayed close to our original demo versions."

DEBORAH ALLEN

Deborah Allen

Deborah Allen's debut album on Capitol Records, "Trouble In Paradise," finds her carving out her own niche somewhere between pop and country. All the more surprising, the studio musicians then put them the Hawks line-up together, cut their debut album, made a promotional videotape and are only now planning their first concert performances.

"The idea for the studio came about in 1970 when West Minster cut some tracks in Muscle Shoals," explained drummer and vocalist Dave Hearn. "There were no good studios in our area, and the engineer there suggested we build our own. It was just going to be a four-track, but we ended up with a 24-track computerized set-up. It's halfway between a commercial business and a home studio. West Minster cut a few singles there which were mid-'70s releases on its own Magic Records label, and the studio's name was born. The studio has paid for itself, since we cut demos for bands, which helped pay our running expenses. The major investors were Kirk Kaufman (guitar, vocals) and Frank Wiewel ( keyboards, drums)." The studio is located in Minnopolis, along with Keith Brown, a local writer and guitarist. It's built on Kirk's father's farm in Otho, Iowa, so at least we didn't have to buy the land.

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EXECUTIVE PROFILE

Bob Montgomery: Versatility Is Key To Chart Success

by Jennifer Bohler

NASHVILLE — When it comes to the music business, producer/publisher/songwriter Bob Montgomery possesses a knowledge and understanding of the business which, in part, attributable to his early start in music — as a singing, guitar-playing member of a doo-wop group. He moved to Nashville, a company he and Goldsboro formed in late 1969. The company currently boasts a writing staff of 17, and last year charted a staggering 26 songs on the country- and pop charts.

As mentioned, Montgomery's interest in music was sparked by a hit he made with his band, the Midsouth, and the company that became Montgomery/Werman. Montgomery/Werman is an important force in music publishing.

Early Memories: Montgomery's first song, "I Can't Help Myself," was written during his high school days, and Montgomery/Werman is currently a major player in music publishing.

Bob Montgomery

Reviewed for publishers and songwriters throughout the country, Montgomery/Werman is an important force in music publishing.

VERSATILITY IMPORTANT

But the common denominator there is good. Though Montgomery looks for versatility in a songwriter, he also looks for one who can, with a track record, or at least a lot of potential. His songwriting stable boasts such names as Bobby Springfield, Larry Henley, who has teamed up with Billy Burnette on several compositions; Kenny O'Dell; Larry Keel, and Johnny Slate, to mention a few. And to make them more comfortable in their endeavors to create good material, the publishing company last September purchased and refurbished a building down the street from the House of Gold Music Royalty office. For the writers, it boasts four writing rooms, a mini-four-track studio and office.

Montgomery is himself no slouch when it comes to songwriting. With partner John Talley and their company, Talmont Music, arrangements by Trevor Lawrence, Planet's director of black/production music. Pictured are (l-r): Lawrence; King; Perry; and Dave Urso, vice president, Planet.

Queen King — Former Wonder/love vocalist Marva King recently entered an exclusive recording pact with Planet Records. Her forthcoming LP, "Feels Right," for which King penned two of the 10 songs, was produced by Planet Records president Richard Perry with arrangements by Trevor Lawrence, Planet's director of black/production music. Pictured are (l-r): Lawrence; King; Perry; and Dave Urso, vice president, Planet.

(continued on page 20)
A NEW ALBUM
OF ALL NEW STUDIO RECORDINGS
FROM ERIC CLAPTON AND HIS BAND

INCLUDES THE SMASH HIT SINGLE
"I CAN'T STAND IT"

ERIC CLAPTON On Tour

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PRODUCED AND ENGINEERED BY TOM DOWD
Ellis Of Chrysalis Elected Chairman Of RIAA Board

NEW YORK — The Recording Industry Assn. of America (RIAA) has elected Terry Ellis, co-chairman of the Chrysalis Group, to a two-year term as RIAA chairman. Ellis succeeds Marida Dorf of the board, succeeding Bruce Lundvall, president; CBS Records Division. Six new directors were elected at the same Feb. 24 meeting, including Neil Bogart, Boardwalk Entertainment; Jack Craig, RCA Records; Don Dempsey, Epic/Portrait/CBS Associated Labels; David Geffen, Geffen Records; Jay Lasker, Motown Records; and Sheldon Vogel, Atlantic Records.

Ellis, on the RIAA board since March 1977, has been co-chairman of Chrysalis since the organization of the company in 1968 with Chris Wright in the U.K. Chrysalis entered the U.S. in 1972 with distribution through Warner Bros. and has been independent since September 1976.

PBS Report

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.SPEAKER
ANOTHER YEAR, ANOTHER WINNER.

ASCAP WRITERS HAVEN'T WON ALL THE GRAMMIES EVER AWARDED FOR SONG OF THE YEAR. JUST 74% OF THEM.

1958
NEL BLU DIPINTO DI BLU (VOLARE)
1960
THEME FROM EXODUS
1961
MOON RIVER
1963
THE DAYS OF WINE AND ROSES
1964
HELLO, DOLLY!
1965
THE SHADOW OF YOUR SMILE
1967
UP, UP AND AWAY
1968
LITTLE GREEN APPLES
1971
YOU'VE GOT A FRIEND
1974
THE WAY WE WERE
1975
SEND IN THE CLOWNS
1976
I WRITE THE SONGS
1977 (TIE)
LOVE THEME FROM A STAR IS BORN (EVERGREEN)
YOU LIGHT UP MY LIFE
1978
JUST THE WAY YOU ARE
1979
WHAT A FOOL BELIEVES
1980
SAILING
ASCAP
WE'VE ALWAYS HAD THE GREATS
EAST COASTINGS

THIS MUSIC OF BUSINESS — Expect Epic to lock up its first right-of-refusal deal with Virgin. Artists whose records will be released here include Mike Oldfield, Orchestral Manoeuvres in the Dark, and others, but will no longer be available for radius. Last week it was erroneously reported that Mike Piliot was being considered for the position of head of A&R for RCA Records.

HERE NOW THE SHMOOZ — Among the tunes recorded by Talking Head Tina Weymouth for her solo LP, Induced by Plutonium, will be a bilingual rap record. Yes has fired vocalist Trevor Horn, who will continue to be a Bugle. Brian Johnson, lead singer for the multi-platinum AC/DC, will record a solo album. Atlantic will issue an early LP by the group, the Vanda-Younds produced "Problem Child," previously available in Australia only. The label-less Iggy Pop has done some recording with Tommy Boyce, who produced his solo album. EMI has signed John Hall. Handshake has signed Tony Orlando.

IT'S GONNA BE REGIONAL MUSIC, IF YOU Wanna DANCE WITH ME — Though we missed the annual dance contest in Virginia, the local "beach music" scene last becoming one of America's most distinctive local music resources. While not as resoundingly explosive as, say, Sun era rock 'n' roll, "beach music" is reminiscent of the style that the Beach Boys might have produced if they had been signed to a New York (late-period Platters, Drifters, L.A. (early Jan & Dean, Beach Boys) and Philadelphia (the Intruders, Eddie Holman). Specifically, the roots of this genre seem to be the doo-wop groups of the early 1960s who enjoyed national success, (Motown) in the early-mid '60s and were extended through the '70s in places as diverse as Philadelphia and London (as the Greenaway-Cook work with the Drifters for Arias U.K.). The idiomatic progress of this scene into a bona fide genre can best be measured by the growth of local labels. There now exist a variety of labels having marketed locally-specific "oldies albums" in conjunction with a major (beginning with Atlantic's two Beach Beat albums in the '60s, through to the Record Bar's Beach Heat series in the late '70s). But the recording scene has reached its rounds the beach shores of Virginia and the Carolinas.

FLESH 'N' BLUES — I.R.S. recording group the Flieshones recently performed at irving Plaza where it was joined for a jam by the American Texas group, the Silverfrogs. Photo by Joseph Schodzieski

MEETING OF THE MINDS — PolyGram Records newly restructed press and artists relations department held a two-day department meeting in Los Angeles. Pictured seated are (l-r): Dan Pine, west coast press and artist relations manager; Lee Ellen Newman, national press and artist relations manager; Sherry King, national press and artist relations manager; Roy Trakun, editorial services manager, press and artist relations; Eileen Schneider, director of press and artist relations, west coast; and Janet Rickman, southeastern press and artist relations manager. Pictured standing are (l-t): Susan Goldman, director; A&R special projects; Ken Reynolds, national black music manager; and Len Epand, vice president, press and artist relations, who chaired the meeting.

Ellis Named As RIAA Board Chairman

(dempsay has been senior vice president/general manager, Epic/Portrait/Associated Labels, CBS Records, since April 1976, moving from vice president, marketing, Columbia Records. A 25-year industry veteran, he joined CBS Records in 1964 as a salesman in Hartford, Conn., after working for independent distributors.

Geffen returned actively to the industry with Geffen Records in the summer of 1980, signing John Lennon and Yoko Ono, Donna Summer and Elton John. Geffen began his career with the William Morris Agency, moving to Ashley Famous and Creative Management Assoc. He started Asylum Records in 1970, sold the label to Warner Communications then merged it with Elektra to form Elektra/Asylum. He then left to join Warner Bros.Pictures prior to his "retirement" in 1976.

Lasker joined Motown as president in 1981.

Faulty Products Formed

NEW YORK — Miles Copeland, president of the International Record Syndicate (I.R.S.), has announced the formation of Faulty Products as an alternative means of distribution for certain selected records. While I.R.S. is distributed by A&M/RCA, Faulty Products will distribute records directly to retail outlets, concentrating on "hip, underground record stores."

Bob Laut, I.R.S. national sales director, has been named vice president of Faulty Products. John Guarneri, I.R.S. western sales manager, has been named western sales manager for Faulty (Laut and Guarneri will continue their positions with I.R.S.). Laut explains that Faulty will issue records independently on the Faulty label and will act as an import service to make I.R.S. artist records not issued domestically in the U.S. available in the American market.

Says Laut, "Faulty will serve as a farm team for I.R.S., field testing records by new acts to demonstrate their viability for distribution by A&M and RCA."

The first release on Faulty is a single and album by San Francisco's Dead Kennedys. The single, "Holiday in Cambodia," has already sold 9,000 copies, while the LP "Fresh Fruit For Rotting Vegetables" has already sold over 20,000 copies via Faulty's direct-to-retail distribution. Upcoming releases on the Faulty label include singles by the Texotones, Tea Time, Steve Diggle (guitarist for the Buzzcocks) and the Cramps.

WCI Sets Awards Panel For Anti-Piracy Data

NEW YORK — Atlantic recording artist Roberta Flack; Jules Jurney, Recording Industry Association of America counsel for anti-piracy, and David J. Oppenheim, New York University School of the Arts dean, have been named to the Warner Communications, Inc. (WCI) Blue Ribbon Panel on anti-counterfeiting. The panel will award cash rewards (as well as determining the amount of the reward) under the WCI Anti-Counterfeiting Project.

WCI started its anti-counterfeiting project in April 1980, when it set aside $100,000 to reward information leading to the arrest and conviction of any person involved in counterfeiting, bootlegging, or piracy of phonograph records or prerecorded tapes. Thousands of flyers have been sent to the music industry, including retail stores, distributors, and one stop for posting in office and sale areas.

All letters received to date by WCI with information on counterfeiting have been turned over to the RIAA to be screened before being sent on to the Federal Bureau of Investigation (FBI) strike force.

Anyone with information regarding the illegal duplication of recordings can send such information to the Anti-Counterfeiting Project, Warner Communications Inc., 73 Rockefeller Plaza, New York, N.Y. 10019. All information must be in writing. Anonymousity will be protected when requested.

MEET THE BALLISTIC KISSES — The Ballistic Kisses recently brought its brand of post-electronic protest pop to the Peppermint Lounge in NYC. The group is pictured above. The Kisses' single, "Give Me Just A Little More Time," has near-equal stature on the beach scene. Success may be the group's finest album yet: a beautiful synthesis of teen/indie pop fraught with classic rock 'n' roll style. Though the Chairman is somewhat strained in their attempts with funk tunes like "Down at the Beach Club," "Carolina Girls" and "Fool Am I!" all resound with a brilliant classicism that is at once welcome, perfectly targeted and timelessly beautiful. Without question, it's a minor pop masterpiece, that could easily achieve national success with the proper promotion and vindicates Johnson as some genius cross between Levi Stubbs and Chuck Berry. It is still a long way from being as instantly identifiable a genre as the doo-wop groups of the early 1960s and was extended through the '70s in places as diverse as Philadelphia and London (as the Greenaway-Cook work with the Drifters for Arias U.K.). The idiomatic progress of this scene into a bona fide genre can best be measured by the growth of local labels. There now exist a variety of labels having marketed locally-specific "oldies albums" in conjunction with a major...
ON FEBRUARY 25th
CHRISTOPHER CROSS' SHIP CAME IN.

“SAILING”
Song of the Year
Record of the Year
Album of the Year
Best New Artist
Best Arrangement
Accompanying Vocalist

ASCAP congratulates Christopher Cross and all the other ASCAP members who won Grammies this year.

ASCAP
WE'VE ALWAYS HAD THE GREATS
L.A. Clubs Rebound As A&R Artist Development Resource

(continued from page 7)

developed into a life support system for a number of bands.

When I first came to Los Angeles, there were only a few clubs, and we were trying to survive," said Plimsoul leader Peter Case. "But we've been making a good living on the songwriting level, and we've been able to sell the bands don't need all that label support to exist.

Jay Boberg, vice president of I.R.S. Records, was one of the first to realize that the way the scene has kept up-and-coming bands afloat. He pointed out that the clubs serve as a food line for unsigned groups, covering the rent and grocery bills. However, Boberg was displeased with the way the bands have been treated by conventional record companies, such as Emi.

"With 15 clubs carrying a few hundred people a night each, you have a whole scene. You can get away with it," Boberg said. "I've been on to that the club must be treated.

Crossover Push Launched For Laws LP, Single

by Michael Martinez

LOS ANGELES — Dubbing the campaign "The First Lady of Liberty, EMI America/Liberty Records is waging an ex- tensive merchandising, promotion and ad- vertising effort for the band Eloise Laws self-titled debut LP and the album's second single, "You Are Everything."

Already available to black radio and selected secondary Top 40 stations, the single is a remake of the early 70's Stylistics hit that was covered and produced for the group by Linda Creed, who also produced the single on the Laws album.

To establish Laws at both black and pop retail, and to keep her on the way that the Roxy's and the Country Club have been doing for the group, Boberg's marketing and promotion staffs have made time buys on radio and developed a merchandising campaign using the "First Lady" motto on banners, posters released to both radio and retail, designer T-shirts and point-of-purchase display contests.

As an extension of that effort, Boberg will blitz in markets where the record has been added will highlight the campaign, as a substantial coop advertisement will also be em- ployed.

"Because of the tremendous crossover potential of the album, both the pop and black radio and retail have been important to tap black radio and Top 40 radio at the same time and with equal force," said Frenchy Gauthier, director of marketing and EMI/Liberty.

Gauthier said four-color posters that are actually autographed by Laws will be given to 200 key radio outlets. Additionally, a special four-color banner featuring the "First Lady Of Liberty" motto is being sent out with all dealer orders of the album and that will be used as a retail effort, as Boberg explained that for customer sales reps will be conduc- tion.

He said that the displays will be rewarded in stories where the record shows the strongest sales.

To highlight the fact that Laws comes from a background rich in musical talent, "The First Family of Music" campaign is being prepared for release of brother Ronnie Laws, EMI/Liberty LP in April. Gauthier explained that the idea was to tie the two albums in at the retail level to boost Eloise's product thereby.

Explaining that there also may be a TV special developed around the "First Family of Music" theme, Gauthier said that Eloise may be joined by brother Richard and sister Debra in a TV presenta- tion that will highlight the music skills of the entire family.

alternative to Radio

Echoing Boberg's thought was Tim Dewine, product manager for Warner Bros. "The club scene is super healthy for L.A.," said Dewine, noting that the competition to get a new genre of music, would eventually come around.

DREIFTER DREAMS IN L.A.

Eletka/Austyl recording artist Charlie Rich (c) was recently in Los Angeles taping a musical series for his new latest single "Are We Dreaming The Same Dream" from his first E/A album, "Once A Drifter." Pictured with Rich in E/A's L.A. of- fices are Vic Faraci (i), vice president and director of marketing, and Jerry Sharella, vice president of creative services.

"The momentum of the club scene, where the bands in L.A. have been able to showcase their musical talents, has put punk showed up for the first screening, police suggested that she take the movie to a more subdued venue.... It's not official, but word has it that the Whisky was reinstating its famous Go-Go cage...."}

The Whisky is now in the hands of a new management, and it marks the first time the label has made a special assault on the Latin market for the band. The group, which will begin an international tour in Japan in late April, will announce a new keyboardist shortly...."}

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TOWNSEND Phyfe Thomas & The Moffins, who were recently in town for the nights of sold out shows at The Whisky, are looking for a distribution deal in the U.S.

A&R ON THE STAND — A&R chiefs Carol Childs (Geffen), Gary MaLaff (Boardwalk) and Joel Newman (Columbia) told me about the need to hear a tape, see a band live for a band to even be considered. They agreed that there was a current heavy demand for A/C acts and their favorite artists — The Police (Childs), Steely Dan (LaMaff) and The Crusaders (Newman). Prior to the panel session, elections for the MMP's 1981 steering committee were held. The new commit-tee included (among others) Scott Ascol (Motown), Michael Blum (Arista-Interworld Music), John Lombardo (Intersong Music), Ann Munday (Chrysalis Music), Gaylon Horton (Wax Music), Lorraine Rebiets (Peer Southern Music), Mitch Miller (Vintage Entertainment Music) and The Mirrors.

ARE YOU READY? "Are You Ready?" is a new group from the United States and the Storck record company. The group is produced by George Martin, who is also producing the latest album of the Beatles. The group is made up of three brothers, Richard, Michael and Paul Storck, and the music they play is influenced by the music of the 1960s.

Points West

The price you pay — The new Tom Petty LP will be out in April with an $8.98 list price. "With the help of Backstreet we have reduced our differences with MCA," said Petty co- owner Tony Dimittides. "We feel it's a good move for everybody involved and a way to make a whole lot of money for everyone involved."

Tom Petty and the Heartbreakers, the band's new album, has been recorded at Tower Records and, apparently, the rift between MCA and the west coast retail chain has been resolved. "I think we've finally hit our stride," said Petty, who has been working with the band's producer, Richard Sherman, for the past year. "We're going to do a reunion show at the A&R Convention in September."

Chuck Mangione will feature the artist at the NARM Convention, which will be held April 11 at the Diplomat Hotel in Hollywood, Fla. Boardwalk has signed con- temporary Christian artist Roger Blais, who is known for his distinctive sound and powerful message. Christian artists, Christian market will pop a career at Neil Bogart's label. Michael Omartian will produce the crossover artist's first LP.

All in all, the Los Angeles sensations Manhattan Transfer will be making an appearance at McCabe's guitar shop in Santa Monica March 27...One of our favorite new bands, The Brains, will be making their Southern California debut in mid- March. The band is back in the studio recording their third album for A&R, and open for Joett at The Country Club the following night. "I Don't Even Like John McClean will play a KROQ-sponsored "Save Our Sports" benefit concert Mar. 27 at Perkins Palace. All monies from the gig will be donated to the financially ailing L.A. high school where the cause in mid-April.

AINT NO PRETENDING — Sire will be releasing a 5-song Pretenders EP Mar. 29 to mid-night movie feature at the Mac's in Hollywood. The band has been produced by Chris Thomas and features the band's latest English single, "Message Of Love," along with "Proc, a remixed version of "Talk Of The Town," "The Cuban Slide" and a bonus live track of "Brass in Pocket," cut at their Central Park Place LP sessions.

WESTWORDS — Wolfman Jack, legendary DJ and host of NBC's Midnight Special for eight years, has resigned from the late night TV series. Wolfman, with the show since its inception in 1975, announced Tuesday that he retired because he was unhappy with the Midtown Special's recent change of venue. He also said that he felt excluded both the show's and his rock-'n'-roll image. Columbia Records West Coast has signed on to the L.A. market, and the company has acquired the rights to Wolfman's show and its back catalog. The show will be亮点的续集 of the band's crossover success. The show has also been sold for international distribution, and it marks the first time the label has made a special assault on the Latin market for the band. The group, which will begin an international tour in Japan in late April, will announce a new keyboardist shortly. "Babes lead vocalist Johnathan Wall has left the band to pursue a solo career. In his place, the band will bring in a new keyboardist, with the help of producer Tob Bryan (Tony Brock, Richy Phillips and Wall STOCK) will also continue on at the label. They are presently in search of a new frontman. . . . The debut single from "The Who's next Face-Dance" album will be the rousing "You Better Be Out." . . . Toronto's Martha & the Muffins, who were recently in town for the nights of sold out shows at The Whisky, are looking for a distribution deal in the U.S.

Eletka/Austyl recording artist Charlie Rich (c) was recently in Los Angeles taping a musical series for his new band, "Once A Drifter." Pictured with Rich in E/A's L.A. of- fices are Vic Faraci (i), vice president and director of marketing, and Jerry Sharella, vice president of creative services.

Although A&R and artist development personnel are finding that the club scene, a comparative lack of visible venues catering to Latin and Black Con-}
THEIR FIRST SINGLE, "HOW 'BOUT US," IS ALREADY ON ALL THESE STATIONS: HOW 'BOUT THAT!  

WWRL WHER WQMG WANN WKLR WDSL WDKX OK-100 WEOC WOKM MCCA WDIA KDAY WKXX 3WL 3SSL WNJR WENZ WAAA WVON WWS WSRS WSB WHEB WCSC KDOA KULH WKS WSRC WTMP WCIN KMJM WTH WLOK KLHH IT'S CLIMBING THE POP CHARTS AT 48•BB, 46•CB, 43•RW. AND THE R&B CHARTS AT 22•BB, 30•CB, 20•RW. HOW 'BOUT THAT! 

WSGF WIOD KVOL WUSS WTOY WGIW WJLC WHRK KUTE WAGL WGBS KCSC WDAS-FM WAO WBMX-FM KCOH WYOL KSOL WGSV WJKR WQIC WEEI WKKI KGBC WBAD WXXS WCO WMT WXYV WENN WRBD WEXL KJPL WIBO WCAU-FM WIGO THE 5-DAY SALES FIGURES ARE ENORMOUS. HOW 'BOUT THAT! 

WOIC WGI-FM KALO KORY KLIP WFOX WHBK KSLQ WYBC WVEE-FM WWDM WXFM KADO KCAT KPOP WQEN FM97 WCIL WKNW WOKS WFL K14 Q KLRA WSGN WERC 96KX WIKS KRLY AND NOW THE ALBUM, "HOW 'BOUT US," IS IN STORE. HOW 'BOUT THAT! KRTW WEBB WANT WBXJ WJMO WVKO WPAL WNOV KAPE KYAC WKXC WKNX KCMQ WNHQ WDCH WLM WCHB KTUF-FM WIP WVLK WCIR KMOX WBLK WSO KBSR KCLD KMBZ WUFO WEAS-FM WROD WUSL WISE KGR KARD WEAA-FM WJLD WMBM WKSP WHBQ B100 WOL WHYZ WRXW WABQ WWIN WATV WEJB SO GET READY FOR ONE OF THE MOST SUCCESSFUL DEBUT LPS EVER. HOW 'BOUT THAT! WHHY WWKE KFXY KFI KPL KSAX KIQQ FM99 WXXX KATI KGFJ WANN KATZ WORV 3WD WZQ WMC KBJ WQIS WAO Y WORG 92Q KINT WBOK WNVR WIVY KYYX KX140 KSET WYLD-AM WATR WGGG WJZM KYYX WYLD-FM WHEN WQO WQO KPP KPLZ WCAO KOKA 94Q WGLF WTIX KIXI WOXO QQX WOKJ
MC LAUGHLIN TO WARNER BROS. — Avant garde guitar stylist Mahavishnu John McLaughlin, who gained notoriety through his work with fellow Mahavishnu Orchestra, recently signed with Warner Bros. Records.

strongly on tour support to augment radio response on Dan Siegel that has included play

on adult contemporary, as well as college stations. During a recent visit to Cash Box, the Eugenie, Orange County, and Siegel, co-producer of the group's self-titled LP, "Klimanjaro," shortly after recording the fusion group. Cohen feels the financial limitations of the small label has allowed the merits of the new ensemble to go unheeded. Nota

ble of funds has kept us from inundating the radio stations with paper, and there's no
doubt that the support for the debut has come from what's on the record." Cohen added that, "Although the group is white, we're getting play on about 35 black sta-
tions, which makes us feel we've got a band with a very broad appeal. The band's man-
agement isn't even set, and they've got to get to our next sales plateau..." While folk jazz

contemporary records may also have more contemporary and rock audiences responsi-
ble for the group, it's making a point. "West Coast jazz and contemporary music will also test more commercial waters than usual when it releases "Rain Forest" by vibraphonist Jay Hoggard in April. While not as

commercial as Hoggard's Aristas/GRP "Days Like These" LP, the Contemporary LP is, as

he puts it, "not in the same league." Meanwhile, Inner City has been retooling

its label.

LIBRARY ADDITIONS — While it's getting more and more difficult to land a contract to

record jazz, it seems to be getting easier to land one to write about it. Recent titles include

a paperback edition of John Hammond On Record from Penguin, Leonard Feather's The

Passion For Jazz From Horizon, and Gary Giddins' may be of interest to fans of the genre. Books

in hard cover since '77. It offers an insider's view and historical information on Columbia

Records, another aspect of jazz. Van Gelder's own 

output, especially the albums of his own label and work with some of the leading figures in the

business. While the audience is likely to remain small, the book will be of interest to

anyone looking for a three-volume Encyclopedia Of Jazz series. A collection of reprints that
does work, however, is Village Voice writer Gary Giddins' Riding On A Blue Note. Complete

evaluation of trends, analysis of styles and attention to detail make this a

boon worth owning. Many of the pieces have been expanded and updated, and the

finished product is a work of love.

BOUNCIN IN BEANTOWN — This year's Boston Globe Jazz Festival will begin on March

13 and run for 10 nights. Featured artists include Lionel Hampton, Gato Barbieri, Flora

Purim, Chick Corea, Dizzy Gillespie, Zoot Sims, Dexter Gordon, Stanley Turrentine, Tito

Puentes, Mongo Santamaria, Mel Torme, Harry Connick, Bill Evans, and Stu Goodman. The

producer George Wein has also been busy in New York, where he last week presented a

re-creation of W.C. Handy's 1928 Carnegie Hall Concert as part of that venue's 90th

anniversary. Also appearing in that anniversary series are concerts with Dizzy, Corea and

Basie, with Sarah Vaughan and Joe Williams.

PROMOTING ILLUSIONS — Columbia Records is giving away a mail-order "7" by alto sax-

ophonist Arthur Blythe. Advertisements in major alternative press organs invite listeners to

subscribe to Blythe's music with two tracks from his "Illusions" LP. The director and

president of jazz promotion for Columbia, described the campaign as "a new thrust to get

to the consumer who hasn't heard Blythe. We're going to see what happens with this, and

if it works, we're considering an executive for college radio. We're looking at the campaign ties in

with a national tour the saxophonist is on. "This is the first time we've tried this," said Spelman. "He's a different type of artist, so we're trying a different type of

approach. It's a variation on the free bar of soap mail-outs." The sleeve for the record features

a close-up portrait of Blythe with a saxophone and record cover. The distribution

to is through Audio Fidelity.

FRED GOODMAN
IT'S HOTTER THAN MARCH AT MOTOWN RECORDS

...with 9 of the top LPs including 3 of the fastest rising albums on the charts:

Stevie Wonder / Hotter Than July T8-373 M1
Smokey Robinson / Being With You T8-375 M1
Diana Ross / To Love Again M8-951 M1
Marvin Gaye / In Our Lifetime T8-374 M1
Teena Marie / Irons In The Fire T8-374 M1
Diana Ross / Diana M8-936 M1
Jermaine Jackson / Jermaine M8-948 M1
Stone City Band / The Boys Are Back GB-1001 M1
Billy Preston / The Way I Am M8-941 M1

If it's on Motown, believe it!
Songwriters Honored by NSAI Following Annual Symposium

by Jennifer Bohler

NASHVILLE — With close to 600 songwriters and industry representatives in attendance, the Nashville Songwriters Assn., International (NSAI) presented its 14th annual Awards Banquet to honor its Songwriter of the Year, Song of the Year and Outstanding Songwriters of the Year. The banquet was the caper to the weekend Songwriters Symposium (Feb. 27-March 1), which attracted in excess of 250 registrants from all musical genres and all parts of the country.


Nashville Songwriters Association (NSAI) recently held its annual banquet to honor the Songwriter of the Year, Song of the Year and winners of the "Songs I Wish I Had Written" as voted on by their fellow songwriters. Pictures following the banquet and awards ceremony, which was held at the Hyatt Regency in Nashville, are (l-r): Randy Goodrum, incoming president of NSAI; Maggie Cavender, Ed Penney, Jerry Gillispie, Bobby Braddock, co-writer of the Song of the Year; Wayland Holyfield; Roger Cook; Kye Fleming; Ron Peterson, Curly Putnam, co-writer of the Song of the year; Marijann Wilkin; Songwriter of the Year Bob Morrison; Patsy Bruce, outgoing president of NSAI; Dennis Morgan; Shirley Sovine; Patsy Sebert; Roger Sovine; Hugh Moffatt and Samuel Hogin.

Country Radio Seminar Schedule

March 12
7:30 p.m. — Artist Reception and Cocktail Party — Ballrooms I and II, Hyatt Regency

March 13
7:30 a.m. — Breakfast and Roundtable Discussion on "Daytime Friends, Nighttime Foes" — Hyatt
9:30 a.m.—10:15 a.m. — "People Management — Punishment-Reward Motivation" — Regency 3 and 4, Hyatt
10:15 a.m.—11:00 a.m. — "Controlling Your Career — Onward Country Soldiers" — Regency 3 and 4, Hyatt
11:15 a.m.—12:00 noon — "Plain Talk About Computers" — Regency 3 and 4, Hyatt
12:00 Noon—1:30 p.m. — Country Music Assn. Presentation And Luncheon — Regency 3 and 4, Hyatt
1:30 p.m.—2:15 p.m. — Guest Speaker Arthur Godfrey — Regency 3 and 4, Hyatt
2:15 p.m.—3:00 p.m. — "Quarterly Measurement And How To Cope With And Survive Under This New Measurement" — Regency 3 and 4, Hyatt
3:15 p.m.—4:00 p.m. — "How To Read An Arab" — Regency 3 and 4, Hyatt
3:15 p.m.—4:15 p.m. — "How To Buy A Radio Station" — Davidson A and B, Hyatt
4:00 p.m.—6:00 p.m. — "The Marriage Of Radio, Records And Traders" — Polygamy World, Hyatt
4:15 p.m.—5:15 p.m. — "FCC The Commission Has Made A Move — What's The Next Step?" — Davidson A and B, Hyatt
5:15 p.m.—6:00 p.m. — "Sell It Collect It Project It" — Davidson A and B, Hyatt
8:00 p.m. — Rap Room Open Discussions — Davidson A and B, Hyatt

March 14
9:30 a.m. — 10:15 a.m. — "Country Phenomenon And Lifestyle" — Regency 3 and 4, Hyatt
10:15 a.m.—11:00 a.m. — "New Competition In The Market" — Regency 3 and 4, Hyatt
11:15 a.m.—12:00 Noon — "Programming For The Twelve-Week Books" — Regency 3 and 4, Hyatt
1:00 p.m.—1:45 p.m. — "Positioning And Marketing Your Station, Part One — The Key To Successful Ratings In The '80s" — Regency 3 and 4, Hyatt
1:45 p.m.—4:15 p.m. — "With On Air Sound — So You Want To Keep Winning Your Market" "With On Air Promotions — Cumes, Quartar Hours And Image" and "With Outside Media — Let's Expose Ourselves" — Regency 3 and 4, Hyatt
1:45 p.m.—2:30 p.m. — "Your Place In The Marketplace In Sales — When Music Disappears From Radio" — Davidson A and B, Hyatt
2:30 p.m.—3:15 p.m. — "Getting More Profit And Productivity From Your Sales People — With Or Without A Computerized System" — Davidson A and B, Hyatt
3:30 p.m.—4:15 p.m. — "Selling Country Radio From Another Point Of View" — Davidson A and B, Hyatt
4:15 p.m.—4:45 p.m. — "How To Put Your Face In The Marketplace" — Regency 3 and 4, Hyatt
8:00 p.m.—11:00 p.m. — Banquet and New Faces Show — Regency Ballroom

Cash Box/March 14, 1981
CRUISING THROUGH THE TOP TEN — Both Sylvia and RCA should be quite pleased with the performance of the singer’s latest single, “Drifter.” This week, the single moved to #16 bullet, which marks the highest penetration of the Country Singles chart for Sylvia. Last week, she and fellow RCA artists Dean Dillon and Steve Wariner appeared in a showcase at the Mustang Club in San Diego to help said club celebrate its first anniversary. Following that appearance, the three artists participated in KHJ Radio’s Kidney Foundation Radiothon, a regional production done in conjunction with the National Kidney Foundation.

FOR THE DJs — The Country Music Assn. (CMA) will again host a luncheon (March 13) for the attendees of the upcoming Country Radio Seminar. Prior to the luncheon, Don and Harold Reid of the Statler Brothers and Brenda Lee will fill participants in on just what the CMA does to aid the radio industry.

WHEN YOU’RE HOT — Add Jerry Reed to the ever increasing list of country artists acting as spring rackets closing apparel. Reed is now the official spokesman for Laredo boots.

ADD ONE MORE — For years, the word has been that Bruce Springsteen has one of the most exciting, energetic and entertaining acts to ever grace a stage. Now, even the word of it. In a recent concert in Nashville, Springsteen had the audience eating out of the palm of his hand before the first note of his three-hour set. Though he’s the audience of 10,000 plus sang the entire first verse of “Hungry Heart” before he could begin himself. Satisfied with the interesting turn of events, he simply walked to the edge of the stage, pointed the microphone at the audience, and let them sing while he stood back and listened. If you’ve never seen Springsteen in concert, do yourself a favor and see him.

CONGRATULATIONS — To Elwood and Trudell Bunn on the birth of a daughter, Chelsea Anne, who arrived Feb. 20.

A HOT TOPIC — The Nashville music community is anxiously awaiting the upcoming NARAS luncheon that will feature Recording Industry Assn. of America (RIAA) president Stan Goriski. Scheduled for noon, March 10, at the Maxwell House Hotel, Goriski’s topic will be “Other Industry Affiliations.” We hear the publishers are particularly interested in this one.

Nashville songwriter Van Stephenson has signed with Handshake Records and is currently in the studio with co-producers Jeff Silbar and Bob Montgomery working on his debut album. The guest musicians are an impressive line-up — Joe English, Larry Paxton, Kenny Mims, Mike Hannah and Shane Kelster. Look for a possible late-Spring release on this one. Speaking of Montgomery, the producer also recently worked with Kathy Barnes, another Handshake artist. The single, “In the Beat Of A Heart,” should be released soon.

A RETURN ENGAGEMENT — Unfortunately, Dolly Parton has been forced to cancel the rest of her Rivera (Las Vegas) engagement on the advice of her physician. It seems she is suffering from a severe case of laryngitis, and, according to physician Dr. Edward Kantor, must have complete voice rest for the next two weeks. Parton has rescheduled her engagement for April 6.

Leon Everette, whose debut album for RCA shipped last week, recently completed a promotional tour of the West Coast.

STUDIO TRACKS — At Pete’s Place, Geoff Morgan was producing an album by Judy Eron; Ronnie Prophet was working on new material with the Silver Kitty. Pete Drake, Carmel Taylor and Norro Wilson were in the studio working on Taylor’s project… In the Sound Emporium in Nashville, the Marshall Tucker Band was in Feb. 15-22 competing an album begun in November. Titled “Ride In Peace,” the album is dedicated to the late Tommy Caldwell, the group’s former bass player who died last May. The album was produced by Tom Dowd and engineered by Kevin Herrick and Gary Lane…. Also in Sound Emporium, Bocar Willie was working on new album material with producer Jim Martin and engineer Billy Sherrill. Singletree/songwriter Sonja Yancey completed work on an album with producer Fred Foster and engineer Charlie Tallent…. In Quadra- tific, Steve Gibson was producing Don King, with engineer in the studio saying Jimmy and Jonny Stroh. Allen was producing Donna Fargo’s gospel album, with Gene Eichlerberg and Steve Goos eer engineering. Grindswich was in with producer Bud Reneau and engineer Willie Peever.

COUNTRY IN GUAM — People aren’t kidding when they say country is spreading to the four corners of the world. Even Guam boasts its share of country singers, one of the most popular being Frankie Sanchez. The singer’s first United States release, titled “Rock Me In Your Arms,” shipped last week on the Charta label.

SINGLES REVIEWS
NEW AND DEVELOPING ARTISTS

RICH LANDERS (Ovation 1166)
Friday Night Feelin’ (3:05) (Fierce Music, Terrace Music Group — ASCAP) (R. Landers)
Steel guitar, thump-thump bass and gospeli- textured backing vocals make Landers’ debut on Ovation one to take note of. The hook is one everyone can relate to — weekend fever — and it’s also one that should get those request lines hum- ming. PDs, give this a good listen.

HITS OUT OF THE BOX

THE KENDALLS (Ovation OV-1169)
Heart Of The Matter (2:46) (Hawleine Music — BMI/Williams Music Night Music — ASCAP) (J. Rushing, D. Schlitz)
REBA MCENTIRE (Mercury 75046)
I Don’t Think Love Ought To Be That Way (2:40) (Ray Stevens Music/Lucy’s Boy Music — BMI (L. Martin, Jr., R. Maines)
RAZZY BAILEY (RCA PB-12199)
Friends (3:24) (House of Gold Music — BMI) (J. Slate, D. Morrison)
PAYCHECK and HAGGARD (Epic 19-51012)
I Can’t Hold Myself In Line (3:20) (Blue Book Music, Inc. — BMI) (M. Haggard)
RAY PRICE (Dimension DS-1018)
Getting Over You Again (3:47) (Millstone Music — ASCAP/Barny Music — BMI) (D. Kirby, W. Robb)

FEATURE PICKS

MEL McDaniel (Capitol P-49883)
Louisiana Saturday Night (2:23) (Hall-Clement Music — BMI) (B. McDill)
JOHN ANDERSON (Warner Bros. WBS-49689)
I’m Just An Old Chunk Of Coal (But I’m Gonna Be A Diamond Someday) (2:55) (ATV Music — BMI) (J. B. Shaver)
LEONNA WILLIAMS (Electra E-47114)
I’m Almost Ready (3:37) (Wanda Music/Kentucky Wonder Music — BMI) (V. Gill)
STEVEN WINSLOW (Warner/CWB-49695)
NANA (Grand GS-8002)
Someone Is Looking For Someone Like You (3:20) (Beethwoof Music/Dickerson Music/Sister John Music — BMI) (G. Davies)

ALBUM REVIEWS

Allen’s latest album recalls the days when cowboys like Roy Rogers and Gene Autry rode the range and were the heroes of the day. His deep voice tackles tunes as diverse as Neil Diamond’s “Play Me” and his own “Just A Country Boy” with equal aplomb. Also included in the 10-song package is an excellent adaptation of Harry Chapin’s “Cat’s In The Cradle” and his debut with Margo Smith, “Cup Of Tea.”
IF I KEEP ON GOING CRAZY — Leon Everette — RCA AHI-3916 — Producers: Ronn Dean, Leon Everette, Jerry Foster and Bill Rice — List: 7.98 — Bar Coded
Everette’s debut album for RCA is a solid country affair that includes a number of singles that were released on his former label, as well as some new tracks. Cuts that deserve special attention include “I Don’t Want To Lose,” “Giving Up Easy,” “Champagne Dreams” and the bluegrass-textured “Shadows Of My Mind.” Everette’s considerable popularity should literally bloom when this album hits the marketplace.

As the cover art work suggests, Winslow’s new waxing is a slick, sophisticated production that hovers somewhere between pure country and A/C. The contemporary country arrangements totally complement Winslow’s light yet hearty vocals. The cream of the 10-song crop includes the two David Gates tunes, “Bigger Man Than Me” and “Everyday I Own,” as well as her own “I’ve Been A Fool.” California country strikes another positive blow.

NO WAY TO DROWN A MEMORY — Stoney Edwards — Music America 10031 — Producer: Curtis Wayne — List: 7.98
Stoney Edwards is something of a cult hero within some country music circles, so this release should be greeted with much enthusiasm by those fans of the traditional. Edwards is a song stylist in the most hallowed tradition of such vocalists as Merle Haggard and Hank Williams and gives his special treat- ment to tunes like “Bigger Man Than Me,” Haggard’s “The Fightin’ Side Of Me” and John Conlee’s big hit, “Rose Colored Glasses.”

TAKING A BREAK OUTSIDE THE PALOMINO — Following a performance at the Palomino Club in Los Angeles, MCA artist Ed Bruce (c) took a break outside his tour bus with some of the label’s local representatives. Pictured with Bruce are Bob Schneider, MCA West Coast manager of promotion and marketing, Nashville division (l), and John Jump, MCA Distributing branch manager, Los Angeles.

Cash Box/March 14, 1981
Versatility Is The Key To Montgomery's Success

(country music)
THE LATEST TO JOIN THE GREATEST

ASCAP WE'VE ALWAYS HAD THE GREATS
Get that Country Feelin'

Waylon & Jessi
Leather & Lace
The New Single:
Storms Never Last

Leon Everette
If I Keep On Going Crazy
The New Single:
If I Keep On Going Crazy

Ronnie Milsap
Out Where The Bright
Lights Are Glowing
The New Single:
Am I Losing You

Sylvia
Drifter
The New Single:
Drifter

Alabama
Feels So Right
The New Single:
Old Flame

Charley Pride
Roll On Mississippi
The New Single:
Roll On Mississippi

RCA
Thank You Country Radio

RONNIE MILSAP

OUT WHERE THE BRIGHT LIGHTS ARE GLOWING

For Another Great Year!
Recent Additions To Country Radio Ranks

(Stations listed as shown clockwise)

1. KYGO-FM • Denver, CO
2. KTOQ • Rapid City, SD
3. KOKK • Huron, SD
4. WNDU • South Bend, IN
5. WWWW • Detroit, MI
6. WKNT • Kent, OH
7. WOKO • Albany, NY
8. WDLW • Boston, MA
9. WKHK-FM • Woodside, NY
10. WSAN • Allentown, PA
11. WSAI-FM • Cincinnati, OH
12. WQZO-FM • Chesapeake, VA
13. WRAQ • Asheville, NC
14. WFLI • Chattanooga, TN
15. WWBD • Bamberg, SC
16. WKIR-FM • Jackson, TN
17. WAPE • Jacksonville, FL
18. WNOE • New Orleans, LA
19. WIBR • Baton Rouge, LA
20. KAYD-FM • Beaumont, TX
21. KOMA • Oklahoma City, OK
22. KBEC • Waxahachie, TX
23. KLIF • Dallas, TX
24. KEZB-FM • El Paso, TX
25. KRST-FM • Albuquerque, NM
26. KRKE • Albuquerque, NM
27. KNDJ • Tucson, AZ
28. KBBC-FM • Phoenix, AZ
29. KCBQ • San Diego, CA
30. KDEO • Honolulu, HI
31. KORJ-FM • Orange, CA
32. KZLA-FM • Los Angeles, CA
33. KZLA • Los Angeles, CA
34. KHJ • Los Angeles, CA
35. KSAN-FM • San Francisco, CA

by Tom Roland

Accompanying the country music boom of the past year, a new crop of country stations has blossomed across the nation to provide more competition for long-established outlets in a variety of markets. While the overall share of country music has increased, according to Arbitron's October/November 1980 book, the effect of the new competitors has varied from market to market.

In New York, where newcomer WKHK (formerly jazz-formatted WRVR) made its debut on the books as a country outlet, the market share of country music increased to 3.2 from 2.7 in the Fall 1979 book. WHN, previously the only proponent of the genre in the metro area, had a 2.7, while WKHK debuted in the Fall of 1980 book with a .6, down from a 1.6 showing with its jazz format in the 1980 Spring book.

John Brejot, program director at WKHK, remained optimistic nonetheless. "I choose to look at it as if we went from a 0 to a .6. We blew off an entire audience that had been cultivated over a minimum of seven-to-eight years, and we started over from scratch. At the time that we did the book, we had no promotions going. In the middle of the book, we changed the call letters and the program director left. We also had a new general manager coming in after the book, so we pretty much did what we expected to do."

WHN's PD, Ed Salamon, saw it somewhat differently. "Right before the last rating period, WKHK had more publicity than WHN ever had in this market. The format change was not only in the papers for quite a while, but was also on the 11:00 p.m. news (on television) every night, so that everybody in the market was made aware that there was a new country radio station in town. In a sense, that was a major advertising campaign for them."

Salamon also stressed that WHN's programming policies would remain intact. "The stations that are prime competitors of ours are the stations with big listening (continued on page CRD-8)"
Male Vocalist
1. Don Williams • MCA
2. Merle Haggard • MCA
3. Kenny Rogers • Liberty
4. George Jones • Epic
5. Willie Nelson • Columbia

Female Vocalist
1. Barbara Mandrell • MCA
2. Dolly Parton • RCA
3. Emmylou Harris • Warner Bros.
4. Crystal Gayle • Columbia
5. Lacy J. Dalton • Columbia

Vocal Group
1. Oak Ridge Boys • MCA
2. Alabama • RCA
3. Statler Brothers • Mercury
4. Charlie Daniels Band • Epic
5. Gatlin Brothers Band • Columbia

Vocal Duo
1. Conway Twitty/Loretta Lynn • MCA
2. Moe Bandy/Joe Stampley • Columbia
3. George Jones/Tammy Wynette • Epic
4. Willie Nelson/Ray Price • Columbia
5. Bellamy Brothers • Warner Bros.

Instrumentalist
1. Charlie McCoy • Monument
2. Chet Atkins • RCA
3. Roy Clark • MCA
4. Charlie Daniels Band • Epic
5. Floyd Cramer • RCA

Single
1. I Believe In You • Don Williams • MCA
2. He Stopped Loving Her Today • George Jones • Epic
3. Lookin' For Love • Johnny Lee • Asylum/Full Moon
4. Drivin' My Life Away • Eddie Rabbitt • Elektra
5. Good Ole' Boys Like Me • Don Williams • MCA

Album
1. Urban Cowboy • Soundtrack • Asylum/Full Moon
2. I Believe In You • Don Williams • MCA
3. 9 To 5 And Odd Jobs • Dolly Parton • RCA
4. Roses In The Snow • Emmylou Harris • Warner Bros.
5. Back To The Barrooms • Merle Haggard • MCA

PROGRAMMERS CHOICE AWARDS
All of us at MCA Records would like to congratulate our winners in the 1981 Cashbox Programmer's Choice Awards...

DON WILLIAMS
#1 Male Vocalist
#1 Favorite Single (I Believe In You)
#5 Favorite Single (Good Ole Boys Like Me)
#2 Favorite Album

CONWAY TWITTY/LORETTA LYNN
#1 Vocal Duet

MERLE HAGGARD
#2 Male Vocalist
#5 Favorite Album

BARRBARA MANDRELL
#1 Female Vocalist

OAK RIDGE BOYS
#1 Vocal Group

ROY CLARK
#3 Instrumentalist

Thank you Country Radio for your support and welcome to the 12th Annual Country Radio Seminar
audiences in the same age groups that we’re going after. As it is now, KWKH is not a competitor in this market. They don’t have any significant audience to worry about. He further added, “Our programming is totally affected by what the listeners want to hear and not affected by reaction to competition.”

**Building New Image**

Brejot indicated that building the KWKH image would take some time. “We have a new general manager. Tom Wade has some new ideas,” he said. “We will build the image of KWKH, and we have a new program director coming in March, Bill Ford (formerly with WCKX/Detroit). We will have people with experience in country music coming to work at the station, but New York’s a big market. It takes a lot of time——if you understand the old mule analogy——to get everyone’s attention. You gotta keep plugging away.”

In Los Angeles, where, like New York, the figures are based on Quarterly Measurement, four new stations—KLHJ, KZLA-AM, KLZLA-FM and KORJ—emerged to challenge KLAC, previously the city’s only full-time country outlet. KLHJ and KORJ altered their formats during the book, so analysis of their numbers was irrelevant.

KLAC registered a 14.9 share in the Fall 1979 book, and the latest returns showed the total country market increasing to 6.6 in the Fall 1980 book.

Don Langford, PD at KLAC, commenting on his station’s drop from 4.3 last Fall to 3.7, said, “When you start going into the analysis, you’ll find that our trends normally are up-and-down. They have been with Arbitron for 10 years.” He added that the presence of country competition would actually benefit the station. “With country competition, you are able to listen to your competition and do the fine-tuning it takes to be in competition. It’s difficult to counter-program beautiful music and talk with a country music station, but we’ve been pretty successful. Now, with some direct competition, it, of course, helps us.”

KZLA’s AM and FM operations manager, Tom Casey, was quick to dismiss the idea that his station is following a trend. The “Urban Cowboy movement” is something that a lot of people are saying is going to be a short-term thing, pointing to disco as an example, but we’re in it for the long run. If we were only in it for the ‘fad-type thing’ we’d be making a mistake.”

**More Radio Diversity**

Casey viewed the KZLA format as a unique package in the L.A. area. “What we offer is something that the other country outlets do not—a lot of country music without having to wade through a lot of other things to get to it. We keep the news minimum, we keep the number of commercials to a minimum, and the DJs don’t even open the mike but every third record. That’s a lot of music and very little talk.”

In Oklahoma City, KOMA and KEBC-FM exemplified the two approaches used in country radio. Country mainstay KEBC, strengthened its control of the area by extending its 11.9 share in Oct./Nov. 1979 to 12.2 in the Oct./Nov. 1980 book. KOMA garnered a 6.1 figure, compared to a 4.2 showing under the previous top 40 format in April/May 1980 and 6.2 in Oct./Nov. 1979. Overall, the country market grew to a 20.9 share, up from 17.4 in Oct./Nov. 1979.

KEBC tried to create a full-service image, as attested to by Al Hamilton, who handles the station’s MD chores. “We place a strong emphasis on personality-community involvement. The disc jockeys are not just giving time and temperature, artist and title; they are just about forced into giving information about the community and public affairs.”

Hamilton is a firm believer in jumping on new records. “As long as it’s a good record, we’ll play it—whether it’s an established artist or not. We like the fresh, aggressive sound rather than waiting to be told what songs to play.”

Gregg Lindahl, PD at KOMA, indicated that his station is more music-oriented, but adds, “What they (KEBC) do, they do really well, what we do, we do really well. We both take a different approach to presenting the music, but I think there’s room for both of us in the market.”

Hamilton, expressing enthusiasm about the upcoming book, also said, “I see it as very exciting radio because KOMA is a formidable competitor. It’s friendly competition at its finest, but I do emphasize competition.”

In the Beaumont-Port Arthur-Orange market of southeast Texas, country enjoyed phenomenal growth, jumping from a 27.2 share of the market in Oct./Nov. 1979 to a whopping 39.7, with the top three stations—KLVI (13.5), KYKR-FM (12.3) and newly converted KAYD-FM (10.8)—all boasting country formats.

“The current trend toward country has increased our listeners,” stated Buddy Johnson of KLVI. “It’s brought out what we call the ‘closest country music lovers’—people who listen to country music but don’t tell anybody they listen to it.” In the near future, KLVI will be adding more talk and venturing into the direction of personalities,” according to Johnson. “We think personality radio is coming back. Fortunately, all our jocks are established—the youngest one we have on our staff has been here for seven years.”

Bob Shannon, PD at KAYD-FM, gave little credit to Urban Cowboy for his station’s abandonment of its A/C format in late July. “Beaumont has always been kind of a country market. I don’t think Urban Cowboy affected us as much as somebody in Jersey.”

We changed formats because KTRM, which used to be a country station, went black and left a void in the market for another country station.”

KAYD’s ratings more than doubled since Oct./Nov. 1979, moving from 4.9 to 10.8. “I’m not complaining about our numbers right now,” said Shannon, “but there’s pressure on us now to be #1, whereas, in the past, there wasn’t that pressure.”

All Arbitron figures are 12+ shares in the metro survey area, 6 a.m. to midnight, Monday through Sunday.
In The WILD WEST
Every Shot Counts

WILD WEST
The New Album*
From
DOTTIE WEST

Introducing the New Single
“WHAT ARE WE DOING IN LOVE”
(WITH KENNY ROGERS)

*Produced by Brent Maher and Randy Goodrum
Management: Michael Brokaw/Kragen & Co.
ARBITRON MARKET SURVEY

OCTOBER/NOVEMBER 1979 VS. OCTOBER/NOVEMBER 1980

Arbitron Survey. Average quarter hour share; Metro Survey; percentile of total persons; 12+ Share. All Figures are male/female, audience 12+ — average quarter-hour, 6 a.m. to Midnight through Sunday. Arbitron, October/November, 1979 and (Fall) October/November, 1980.
## Country Music Stations

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CRD-13
## Country Music Stations

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<th>State</th>
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Cash Box Chart Methodology

The Cash Box Top 100 Country Singles chart is based on a quantitative analysis of playlist reports from 102 country radio stations across the country. The purpose of the following is to describe the preparation of the most authoritative country music chart in the industry.

For a record to debut on the Top 100 Country chart it must receive at least 12 radio reports within a two-week period. This means that the stations must either add the song or jump it five or more points.

To debut with a bullet, a record has to garner at least 12 radio reports in a single week. The more reports, the higher the position it will debut.

Once a record is on the chart, the number of reports received needs to be a bullet determined by its position on the chart. The higher the chart position, the more reports it takes to bullet.

Taking this analysis a step further, a record that appears between positions 100 to 76 needs 12 reports for a bullet. For records between 75 and 61, 20 reports are required for a bullet; from 60 to 41, 25 reports; from 40 to 16, 30 reports; from 15 to 9, 35 reports; from 8 to 5, 40 reports; from 4 to 3, 45 reports; from 2 to 1, 50 reports; and records in the top 10 need 55 reports for a bullet.

The chart also reflects sales data reported to Cash Box from a broad cross-section of retailers, record companies, and one-stop shops. For example, if a record fails to make it into the number of reports for a bullet, but shows exceptionally strong sales support, we weigh the sales information in determining whether the record receives a bullet. Conversely, if a record in the top 30 shows ample radio support but lacks the sales reports corresponding to its chart position, we take that into consideration also.

**KVEG** 1555 E. Flamingo Rd, Las Vegas NV 89109 (702) 732-7753
**KBAT** P.O. Box 11170 Reno, NV 89510 (702) 322-3140
**KONE** P.O. Box 1928 Reno, NV 89555 (702) 329-9261

**NEW HAMPSHIRE**

**WOKO-FM** P.O. Box 576 Dover, NH 03820 (603) 742-7059

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**WRDI** 1168 S. White Horse Pk. Hammonton, NJ 08037 (609) 561-1900
**WRLPD-FM** 1168 S. White Horse Pk. Hammonton, NJ 08037 (609) 561-1900
**WIXL-FM** P.O. Box 40 Newton, NJ 07860 (201) 334-3400
**WFMJ** 1390 Valley Rd. Fleetwood, PA 19325 (610) 476-4400
**WCRV** P.O. Box 150 Washington, NJ 08802 (201) 689-1580

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**KPSA** P.O. Box 720 Alamogordo, NM 88310 (505) 437-1505
**KIQQ** 4103 Montgomery NE Albuquerque, NM 87109 (505) 881-5333
**KEDR** P.O. Box 717 Albuquerque, NM 87102 (505) 765-5400
**KRZ** P.O. Box 3285 Albuquerque, NM 87109 (505) 884-5633
**KCCO** 317 W. Quay Ave. Albuquerque, NM 87105 (505) 764-7251
**KCAK** 1011 W. Mermod Carlsbad, NM 88003 (505) 871-5521
**KCAO** P.O. Drawer R Clovis, NM 88101 (505) 644-3313
**WKBX** P.O. Box 1270 Clovis, NM 88101 (505) 644-3313
**KQBQ-FM** P.O. Box 970 Española, NM 87533 (505) 573-2201
**KGAK** 401 E. Coal Ave. Gallup, NM 87301 (505) 863-4444
**KPER-FM** P.O. Box 2276 Hobbs, NM 88040 (505) 393-1551
**KAVT** P.O. Box 368 Le Cruce, NM 88001 (505) 524-6559
**KRAO** P.O. Box 877 Loving, NM 88026 (505) 563-2244
**KRAF** P.O. Box 877 Loving, NM 88026 (505) 563-2244
**KKAQ** P.O. Box 866 Portales, NM 88130 (505) 356-6681
**KRSH** P.O. Box 1891 Roswell, NM 88201 (505) 622-2280
**KAFE** P.O. Box 427 Santa Fe, NM 87502 (505) 471-2311
**KNFT** Hwy. 180 E Silver City, NM 88061 (505) 388-1588
**KKNM** P.O. Box 668 Tucumcari, NM 88410 (505) 461-0522
**KFTM** P.O. Box 668 Tucumcari, NM 88410 (505) 461-0522

**NEW YORK**

**WABY** 855 Central Ave. Albany, NY 12206 (518) 462-5621
**WGBH-FM** P.O. Box 1069 Albany, NY 12201 (518) 263-4900
**WQXR** P.O. Box 1069 New York, NY 10156 (212) 446-1400
**WENX** P.O. Box 1050 Baldwinsville, NY 13027 (315) 635-7971
**WQUB** P.O. Box 7055 Syracuse, NY 13221 (315) 478-1375
**WBTF-FM** 438 E. Main Batavia, NY 14020 (716) 544-1490
**WKHY-FM** 41-30 Sth Street Binghamton, NY 13907 (607) 722-0837
**WWVL** Hotel Lafayette Buffalo, NY 14203 (716) 854-1120
**WJWL** 114 East Main Canandaigua, NY 14424 (315) 794-1555
**WFLC-FM** P.O. Box 155 Cortland, NY 13045 (607) 796-3629
**KBBR** P.O. Box 155 Fredonia, NY 14069 (716) 672-2157
**WNYX** P.O. Box 288 Fredonia, NY 14069 (716) 739-0771
**ORKO** 1257 Main St. Jamestown, NY 14701 (716) 664-2751
**WXRL** 5360 William St. Lancaster, NY 14086 (716) 661-1113
**WNYF** P.O. Box 583 New York, NY 10013 (212) 230-1900
**WEBQ** 119 McMaster St. Oswego, NY 13127 (315) 669-0731
**WODR** 91 Margaret St. Plattsburgh, NY 12901 (518) 561-7600
**WADR** 977 Main St. Ramsburg, NY 14338 (315) 831-3941
**WNYR** 360 East Ave. Rochester, NY 14604 (716) 232-7300
**WSCC** 190 Main St. Sand Creek, NY 31345 (315) 337-3400
**WUTO** 288 Genesee St. Scotia, NY 12302 (518) 797-7299
**WODX** P.O. Box 58 Scotia, NY 12302 (518) 665-4321
**WDLA-FM** P.O. Box 68 Watertown, NY 13601 (315) 786-4396

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**WWNC** P.O. Box 6447 Asheville, NC 28805 (704) 253-3833
**WPGM-FM** P.O. Box 1179 Burlington, NC 27215 (919) 534-0162
**WPTL** P.O. Box 471 Canton, NC 28716 (704) 648-3576

**"THANKS FOR MAKING WHAT WOULD YOU DO (SC-109) BY JOHN REX REEVES A NATIONAL HIT THIS WEEK IN CB # 68"**

RECORDS PRODUCED BY JOHN ELGIN FOR FRANK CRANFORD AND JAMES SCHELE PRODUCTIONS

CRD-17
Country Music Stations

<table>
<thead>
<tr>
<th>State</th>
<th>City</th>
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WI: Wisconsin

**Syndicators**

Alive Country (including Gary Havens Show, Bill Robinson Show & Lee Shannon Show), see The Musicworks Inc.

American Country Countdown, see Watermark America Inc.

The Hoyt Axton Special, see Creative Radio Shows.

B P I see Broadcast Programming Int'l Inc.

Beautiful Country, see The FM 100 Plan.

Big Country, see Live Sound Inc.

Bright n Easy Country, see Radio Arts Inc.

Broadcast Programming Int'l Inc. (BPI) P.O. Box 2027 Bellevue, WA 98009, (400) 426-9082.

The Johnny Cash Show, see Arthur Smith Studios.

The Casual Country, see The Musicworks Inc.

Century 21 Programming Inc., 4340 Beltwood Parkway, Dallas, TX 75234, (214) 234-2121.

Chicago Radio Syndicate, 2 E. Oak St., Chicago, IL 60611 (312) 944-7724, (800) 621-6949.

Country Crossroads, see Southern Baptist Radio TV Commission.

Country Jubilee of Music, 456 S. 425 West, Tooele, UT 84074.

Country Living, see Broadcast Programming Int'l Inc.

Country Lovin, see Peters Prod'ns Inc.


Country Roads, see Paulist Communications.

Creative Radio Shows, 3414 W. Olive Ave., Burbank, CA 91505 (213) 848-8838.

The Jim Croce Special, see Creative Radio Shows.


Elvis-A Six Hour Special, see Chicago Radio Syndicat.

Ralph Emery Show, see Show Biz Inc.

The FM 100 Plan, 875 N. Michigan Ave., Suite 1212, Chicago, IL 60611 (312) 440-3123.

Golden Years of Country, see Drake-Chenault Ents. Inc.

Peter Gordon Prod'ns, 43 Rt. 46, Pine Brook, NJ 07058 (201) 575-7820.

Grand Ole Opry, Opryland Dr., Nashville, TN 37214 (615) 889-6600.

Great American Country, see Drake-Chenault Ents. Inc.

Don Harris Country Living, see Broadcast Programming Int'l Inc.

Gary Havens Show, see The Musicworks Inc.

HiTs Inc. P.O. Box 23110, Nashville, TN 37202 (615) 327-0298.

Inside Music City, see Hits Inc.

Inside Nashville, P.O. Box 213, Brentwood, TN 37027 (615) 373-3448.

Jamboree USA, see Mutual Broadcasting System.

Chris Lane's Country Living, see Broadcast Programming Int'l Inc.

The Legend of Buddy Holly, see Creative Radio Shows.

Live Sound, Inc., 1741 N. Ivar Ave., Los Angeles, CA 90028 (213) 462-3351.

Louisiana Hayride, P.O. Box 1528, Shreveport, LA 71165 (318) 742-7803.

Corky Mayberry's Country Living, see Broadcast Programming Int'l Inc.

More Music Programming, 4259 Angeles Crest Highway, La Canada, CA 91011 (213) 681-0144.

Music City Spotlight, see Tennessee Radio Network.

The Musicworks Inc., 6238 LaPas Trail, Indianapolis, IN 46268 (317) 291-9400.


Ozark Mountain Jamboree, 2659 N. Gladeview Dr., Springfield, MO 65803 (417) 862-5000.

Paulist Communications, P.O. Box 1057, Pacific Pialsades, CA 90272 (213) 870-8400.

Peters Productions, Inc., 9590 Chesapeake Dr., San Diego, CA 92123 (714) 565-8511.

The Elvis Presley Story, see Watermark Inc.

The New Elvis Presley Story, see TM Prod'ns Inc.


Record Source International, 1515 Broadway, New York, NY 10036 (212) 764-7311.

Bill Robinson Show, see The Musicworks Inc.

Lee Shannon Show, see The Musicworks Inc.

George Beverly Shear Hymntime, see Arthur Smith Studios.

Show Biz Inc., P.O. Box 120479, 110 21st Ave. S., Nashville, TN 37212 (615) 327-2532.

Arthur Smith Show, see Arthur Smith Studios.

Arthur Smith Studios, Box 220551, Charlotte, NC 28222 (704) 536-0424.

Southern Baptist Radio TV Commission, Mktg. Dept., 6350 West Wfy., Fort Worth, TX 76105 (817) 737-4011.

Sunday in the Country, see Perfect Dream Pictures.

Super Country Format, see Century 21 Programming Inc.

T M Country, see T M Programming Inc.

T M Prod'ns Inc., 1349 Regal Row, Dallas, TX 75247 (214) 634-8511.

T M Programming Inc., 1349 Regal Row, Dallas, TX 75247 (214) 634-8511.

Tennessee Radio Network, P.O. Box 23083, Nashville, TN 37202 (815) 373-4033, (800) 342-1088.

Thirsty Ear, see Peter Gordon Prod'ns.


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JEANNE PRUETT

HER CURRENT SINGLE, "SAD OLE SHADE OF GRAY," PRODUCED BY WALTER HAYNES AND WRITTEN BY SONNY THROCKMORTON, IS CURRENTLY ON THE NATIONAL CHARTS.

YOU WILL SOON BE INTRODUCED TO

JEBRY LEE BRILEY

WHO HAS A SURPRISE IN STORE FOR YOU

THANKS FOR YOUR PAST SUPPORT... WE'RE LOOKING TOWARD THE FUTURE AND... WE'RE EXCITED!

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Dear Country Radio,
Our goals have always been similar...You have come a long way in attaining yours...

We humbly thank you for helping us to achieve ours.

Moe Bandy       Larry Gatlin       Johnny Paycheck
Bobby Bare      Crystal Gayle      Marty Robbins
The Burrito Brothers  Mickey Gilley    Johnny Rodriguez
Johnny Cash      Bobby Goldsboro    Pam Rose
Rosanne Cash    Tari Hensley       The Rovers
David Allan Coe  George Jones      Billy Joe Shaver
C. C. Couch     Don King           Ricky Skaggs
Lacy J. Dalton  Kris Kristofferson Joe Stampley
Charlie Daniels Band  Charly McClain  Billy Swan
Johnny Duncan    Ronnie McDowell    Slim Whitman
Phil Everly      Willie Nelson      Tammy Wynette
Janie Fricke     Nightstreets

Sincerely,
The artists and staff of
CBS Records • Nashville

© 1981 CBS Inc.
ULANDA MCCULLOUGH (Atlantic 3804)
An experienced session singer turned soloist, McCullough, trades places with Ashford & Simpson (for whom she has regularly sung back-up) on this delicious R&B/dancer from the prolific pair. As usual, Ashford & Simpson have come up with just the right string and horn arrangements to frame the singer's voice.

DENNIS BROWN (A&M 2313)
Brown extends the parameters of reggae by fusing a roots approach with a more contemporary R&B style here in a manner that would make Stevie Wonder smile. Some of the top Jamaican notables, including Robbie Shakespeare and Sly Dunbar, assist in the proceedings.

MARILEE (Spector Records Int'l, SR-00008)
The ears of adult pop and A/C programmers should perk up upon hearing this first effort by Marilee, a songstress whose voice encompasses the girlish, upper reaches of an Olivia Newton-John, with the sonority strength of an Anne Murray. Strings and a light rhythm touch provide just the right accents for this crossover powerhouse.

EMILY BINODER (Handshake WS8 7007)
Baby It's You (4:29) (Intersong Music — ASCAP) (Bachrach, David, Williams) (Producer: E. O'Connell)
After covering Sheena Easton's U.K. hit "Modern Girl," Emily tackles Smith's 1969 chart topper and gives it a first class rock treatment that is also extremely danceable. The former back-up singer for Leonard Cohen packs a vocal wallpap, striking hard 'n' fast, meshing perfectly with the instrumental.

THE SCOOTERS (EMI America 8074)
L.A.'s Scooters sound more English with every outing, although the Beatles trappings which marked its last effort have been replaced by a more distinctively individual pop/rock style. A slightly sweet pop/rock hook sells it.

VISCAGE (Polydor PD 2158)
Sixteen-year-old pianist Bernard Wright first appeared on labelmate Tom Browne's solo debut, but the prodigious Wright showcases his own blend of jazz/R&B keyboard stylings on this grabbin' rap-funker. You can take this one to the bank, as B/C stations should jump on this faster than you can say 'hit.'

POINT BLANK (MCA MCA-51083)
Let Me Stay With You Tonight (3:24) (Hamstein Music Co., BMI) (Keith, Hamilton, Gruen, Burns, Davis, Randolph) (Producer: Bill Ham)
1981 should be the year that the new generation of southern blues bands like 38 Special and Point Blank here, will come into its own. With a more melodic, sophisticated style and new lead singer Bubba Keith, P.B.B. adds on fave.

BILLY JOEL (Polygram 18338)
My Life chords (4:12) (Polygram Music Ltd.) (Producers: D. Stainton, N. Estey)
Joel goes for a much more contemplative mood on his latest effort. His vocal phrasing is maturing, and the overall feeling of the record is more introspective than on previous efforts.

RAY, GOODMAN & BROWN (Polydor PD 2159)
A perfectly informal setting is provided for this trio of vocal harmony experts on this raspier version of "Shoestrings." Silky smooth sax, string and chime backing.

VIPS (ASCAP) (G. H. Kim, E. C. Kim) (Producer: P. S. Kim)
VIPS (ASCAP) (G. H. Kim, E. C. Kim) (Producer: P. S. Kim)

PLEASE NOTE: All records reviewed are available in record stores in the U.S. (unless otherwise noted).
DIFFICULT TO CURE - Rainbow - Polydor PO-1-8316 - Producer: Roger Glover - List: 8.98

AOR's fever for classic heavy metal is "Difficult To Cure," but Ritchie Blackmore's latest assemblage of Rainbow delivers the right serum on its newest LP. Led by bassist/producer Roger Glover and Deep Purple's noted blackboard of guitar (Blackmore), the band tears into a collection filled with break-neck paced rockers toppled by "Can't Happen Here" and "Spotlight Kid." Lead singer Joe Ely Turner (perhaps the finest vocalist to stand with Blackmore since Ian Gillan. Heavy Metal blues can be heard in all its glory on "Midtown Tunnel Vision."

PARTY TIL YOU'RE BROKE - Rufus - MCA MCA-5159 - Producers: Rufus and John Stronach - List: 7.98

This top flight jazz/funk quintet has left Chaka at home this time around, but sounds as spirited and polished as ever on "Party 'Til You're Broke." Guitarist Tony Maiden, once again, proves that he is a dynamic vocalist on this LP as the band devotes most of its time to breezy uptempo barns and EW&F-like party time romps. Co-producer John Stronach puts just the right amount of gloss on the sound which is the current top-hitting band's best foot forward and stands out front. "Hold On To A Friend" and "I Can Show You" pace this funky, jazz fused affair.

REVIEWS

HITS OUT OF THE BOX

GRAND SLAM - The Isley Brothers - T-Neck FZ 37089 - Producers: Various - List: 8.98

The brother team from T-Neck New Jersey has been doing it for 20 years, and no one has quite ever been able to capture the market on the silky, sensual soul way the Isleys have. Their melodic harmonies, as usual, are in top form here. There's a lot of spirited R&B funk on "Grand Slam," but the moody, subdued opening tracks - "Tonight Is The Night (If I Had You)" and "I Once Had Your Love (And I Can't Let Go)" - are the highlights here. The expected B/C smash.

B.L.T. - Robin Trower - Chrysalis CHR 1324 - Producer: Robin Trower - List: 7.98 - Bar Coded

High decibel guitarist Robin Trower has joined up with drummer Bill Lordan and famed bass player/vocalist Jack Bruce to form their power trio B.L.T., and the combination is hard to resist. Lordan’s deft stick work supplies a nice backdrop for Bruce's finest vocal work since Cream and Trower's fiery leads. This is hard rock played by masters, and it deserves the proper attention from AOR programmers. Brilliant bass/lead guitarist interplay, gripping rhythms and a strong backbeat make the LP an event. Top tracks are "Into Money" and "It's Too Late."


This threesome from Miami might not attain the record sales its name implies, but its off to an excellent start. The single, "Dance," is already a smash, and there are at least three more singles that should set up the B/C charts Danceable and effervescent like The Jacksons and innovative like Jerky Knight, the band has pulled all the stops for this dynamic debut. Top tracks are "I Am" and "Funky Part."

MY LIFE IN THE BUSH OF GHOSTS - Brian Eno and David Byrne - Sire SRK 6093 - Producers: Brian Eno and David Byrne - List: 7.98

It's a good beat and is easy to dance to, but this isn't footloin' around. These two avant garde mastermind has created a strange work that is like a trip on Ecstasy. "My Life In The Bush Of Ghosts," melding African polyrhythms with pulsing funk, swirling synthesizers, pre-recorded evangelical radio broadcasts, cryptic chants and other ghostly delights. This is a disturbing and unforgettable work that will be talked about for months.

FEATURE PICKS

CONNECTIONS & DISCONNECTIONS - Funkadelic - LAX JW 37097 - Producers: Various - List: 7.98

The three principals of this band (Fuzzy Hawkins, Calvin Simon and Grady Thomas) were members of the original Parliament/Funkadelic clan, but when Clinton moved on to Casablanca, a battle for the name ensued. Ownership for the title of king Funkadelic is still in the courts, but this talented threesome show that they still are "Phunklordz." The slick, breezy brand of funk isn't as wild or cartoonish as Clinton's is, but it is pleasant danceable fare that B/C radio will love.

FROM BRANCH TO BRANCH - Leon Redbone - Emerald City EC 36-136 - Producers: Various - List: 7.98

That mysterious purveyor of '30s and '40s blues and ragtime is back with another collection of vintage novelty numbers on "From Branch To Branch." No one has figured out his age or what he really looks like, but the dobro playing Redbone mumbles his way through another collection of great traditional confessions like "(Mama's Got A Baby Named) Te Na Na" and "A Hot Time In The Old Town Tonight" pace the LP.
Budget, Personnel Cuts Force FCC To Reevaluate Functions

by Mark Albert

LOS ANGELES — A number of operations and functions of the Federal Communications Commission (FCC) will be streamlined or cut in the fiscal year 1982, the agency said, with some personnel and various equipment budget cut of more than $5 million. However, the regulatory agency will make any necessary adjustments and continue to provide such services. 'We are doing this,' according to acting chairman Robert E. Lee. The budget cut will certainly affect the agency, but it won't put us out of business,' Lee said. 'What we are going to have to do is set priorities and consolidate certain areas and others that are more burdensome.' Two areas that Lee said could greatly relieve the Commission of cumbersome work and costs were licensing terms for radio stations and cellular phones.

'Radio deregulation will certainly free us from the tremendous work burden,' Lee commented. 'The bill currently before the Senate calls for indefinite licensing. The ongoing costly paperwork associated with license renewals would save us a few jobs.' (Budget reductions at the FCC will reduce the number of permanent staff by 225, or 169, according to Lee). Lee felt, however, that the term 'indefinite' may cause problems. The FCC's current promise of 10-year licenses would probably be more acceptable. He also said that the rules must be eliminated. 'The procedure of CB licensing, but that legislation would be necessary to change that,' according to FCC attorney Jose Delgado. Lee said that the reality of AM stereo may be delayed because of the budget cuts. It is necessary for the FCC to streamline operations for stereo broadcasting on the AM band because of a number of legalities, such as station interferences, but due to the budget cuts, AM stereo was not a priority and the case was 'put on the back burner' and not currently being worked on. Lee added that the Agency, with a shift from Democrat to Republican control, is also expected to affect the agency, ruling out the FCC. The ruling explained that the next year alone would see five new appointees, four by June 30. Nor-

TM Signed To Program Airline Entertainment

LOS ANGELES — TM Programming, the Dallas-based radio consulting and program distribution firm, has signed an agreement with Trans Com, a unit of Sunstrand Corp., to supply on-board airline programming for over 40 national and international airlines. Trans Com is the world's largest supplier of entertainment for the airline industry.

Lee Bayley, vice president and general manager of TM Programming, said that TM has created a new airline services department to provide programming material in all music areas from rock, beautiful music and country to classical, opera, comedy and other shows. Brian Langved, manager of entertainment programming for Trans Com, commented that TM provided the best service because of their vast knowledge of music programming and the many other services they offer, such as producing commercials, short-cutting signatures and special radio shows. We'll always be able to have something new and exciting for the airline passengers.

A few of the airlines that will be using TM's programming include KLM, British Columbia, SAS, Pan Am, Allitalia, Laker, Hawaiian, Air and Aeroflot.

markedly, Lee said, that process would take years.

Although Lee was elected acting chairman by his fellow commissioners and endorsed by President Reagan, current FCC chairman Charles Ferris maintains that title and will remain at that post until his planned retirement from government on April 10. Ferris also said that the chairman has chosen to retire and has also removed himself from any FCC rulemaking until April 10. Lee has already announced his retirement when his term ends on June 30 and former commissioner Tyrone Brown already resigned to pursue other work. Awards will be given in 11 categories.

Robert Washburn will retire from the FCC when his term expires June 30, 1982. James Martin, 75, of Bismarck, N.D., a FCC employee for 10 years, will retire in the next year. While there are no technical problems, broadcasters are poised to this because they fear it will eliminate the need for radio stations, particularly in the local basic service.

This is the age of deregulation and derigulation," Lee continued. "We weren't creating the type of government agency that we have, but definitely are giving closer inspection and evaluation of all of our functions. If we are going to dispense with certain procedures, this is the best time to do it because cutting back is the current mood of the country. They expect it, and we will try to set our priorities like everybody else.

Weedek To Simulcast Country Music Awards

LOS ANGELES — The Dick Clark Co. has given preliminary rights for the exclusive right to simulcast the NBC television special, The Academy of Country Music Awards show to be aired on April 30. The 20-minute category special, with the five finalists in each, and will feature music and exclusive interviews. In addition, there will also be three special Academy Board of Directors awards, including The Pioneer Award, The Jim Reeves Award and the Special Achievement Award.

As part of the package, Weedek will also produce a three-hour radio special, to be aired one week prior to the television program. Ron Martin, who is host of Weedek's Country Report and Country Report Yes, said the program will serve as host for the three-hour special.

Both the awards show and the three-hour simulcast radio show will be one hour. Weedek is the only station per metro market at no charge, with time available for local sales. Weedek will hold time for national sales. The 200 Weedeck Radio Network subscriber stations have been offered the two programs on a first refusal basis.

Using exclusive producer and Gene Weed producer and director of the television awards show. Interested stations should contact Floyd Heaney at Weedeck (213) 452-5922.
# 7 MOST ACTIVE

**APRIL WINE** • THE NATURE OF THE BEAST • CAPITOL ADDS: None. HOTS: WLVO, KMGN, WAAL, KSEM, WAXQ, KNXN, KROQ, WKBQ, KBPI, KZAM, WKBQ, WCOZ, WLIR, WMMS, KZEL, WYDD, WCOZ, WLIR. PREFERRED TRACKS: Hold On. 16, 58.

**MERCURY** • POLYGRAM ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Just Between Future, City, Queen. 80, 81.

**WABC** • WHFS ADDS: None. MEDIUMS: KBPI, WKBQ, WYDD. PREFERRED TRACKS: A Strange, Strange Feeling. 96.

**J.J. TRACKS** • BADFINGER ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Into The Light. 4, 27.

**RECORDS/ATLANTIC** • JIMMY BADFINGER ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: This Is A Song. 27.

**WMMS** • WBAB ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: We Can't Win. 27.

**BBC** • SHELTER/MCA ADDS: KBPI, WKBQ. PREFERRED TRACKS: The Doll. 27.

**ADDS:** SEARCH FOR THAT SPECIAL SOMETHING • WBAB ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Open Your Eyes. 27.

**ADDS:** SEARCH FOR THAT SPECIAL SOMETHING • WBAB ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Open Your Eyes. 27.

**ADDS:** SEARCH FOR THAT SPECIAL SOMETHING • WBAB ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Open Your Eyes. 27.

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**ADDS:** SEARCH FOR THAT SPECIAL SOMETHING • WBAB ADDS: Dungeon, KZOK, WBLM. PREFERRED TRACKS: Open Your Eyes. 27.
ACADEMY AWARD NOMINEE • BEST ORIGINAL SONG

“LOVE THEME” (PEOPLE ALONE)

From The Original Soundtrack

“THE COMPETITION”

Instrumental, Lalo Schifrin • Vocal, Randy Crawford

For Your Consideration

MCA RECORDS

MCA-5185
63 51 WHO DO YOU THINK YOUR FOOLIN' DENNA SUMMER 4
ADDs: KFMD-27, WTVY, WDOR, WANS, WBBZ-35, KXOK, KFI, KERR-30, JUPM: KOPA 29 To 22, WGCC 30 To 27, W2G 23 To 20, W2RFT 30 To 26, W2Q 26 To 29, W2SG 34 To 30, Y103 35 To 31, KXOK 22 To 18, WKW 27 To 20, WRQX 24 To 24, WSJ 31 To 36, W2FL 29 To 26, BJ105 30 To 24.

58 52 HIT ME WITH YOUR BEST SHOT PAT BENATAR 24
ADDs: CKLW-101-29, Q105-25, K2RT-28, W2GGL-29, KV1L, Day-Part Y103, JUPM: K2RFR 29 To 24, WIFI 29 To 30.
SALES: Moderate in the West and East. Fair in the South.

55 54 AND LOVE GOES ON EARTH, WIND & FIRE 6
ADDs: W2TJ-22, JUPM: 22, K2PCX 30 To 26, BJ105 39 To 20, K2ED 22 To 17.

61 65 TURN ME LOOSE LOVERBOY 4
ADDs: KB2X-24, W2RFX, JUPM: Q102 28 To 25, 13K 24 To 24, W2Q 26 To 26, KB2X 24 To 23, K2RBE 22 To 21, W2GGL 24 To 28, K2ED 26 To 26, W2SG 29 To 28, K2EJ 26 To 26.
NOTE: Fair in the Midwest and South. Weak in the East and West.

56 57 LADY KENNY ROGERS 24
ADDs: Y100-22.
SALES: Fair in all regions.

45 58 PASSION ROD STEWART 17

CASH SMASH

59 79 WALKING ON THIN ICE YOKO ONO 3
NOTE: Good in all regions.

60 68 TIME OUT OF MIND STEELY DAN 1
NOTE: Fair in the Midwest.

69 68 WASN'T THAT A PARTY THE ROVERS 4
ADDs: W2KX, W2GGL-22, Day-Part W2NCI, JUPM: W2SF 22 To 16, W2GGL-17 To 11, CKLW 17 To 9, Q105 21 To 17, W2RFX 25 To 25. Sales: Good in the Midwest.

74 62 MISTER SANDMAN EMMYLOU HARRIS 2
NOTE: Breakouts in the Midwest.

69 68 MEDLEY: YESTERDAY ONCE MORE/EVERYTHING REMAINS THE SAME SPINNERS 4
ADDs: K2SL, K2V1L, JUPM: W2GGL 23 To 20, W2Q 28 To 25, W2B 29 To 24, W2FL 29 To 23.

54 64 ANOTHER ONE BITES THE DUST QUEEN 31

WALKING ON THIN ICE

- FOR JOHN

YOKO ONO

GEF 496383

Looking Ahead

I LOVED 'EM EVERY ONE
ADDs: W2KX, BJ105, W2GSN, ON, W2BG.

HIDDEN ON Hook

ADDs: W2FL, JUPM: WHHY 27 To 23, W2GSN 30 To 27.

LET ME LOVE YOU GOODBYE
ADDs: KFI.
<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Number of Performers</th>
<th>Performers</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>DONT STOP THE MUSIC</td>
<td>YARDBIRDS/PEOPLE</td>
<td>2</td>
<td>Harmonies</td>
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<tr>
<td>2</td>
<td>BURN RUBBER</td>
<td>CAP (McAndrew/Polymec)</td>
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<td>3</td>
<td>ITS A LITTLE THING</td>
<td>THE WHISPERS (RCA/YB-12154)</td>
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<tr>
<td>4</td>
<td>FANTASY VOYAGE</td>
<td>LEREK (RCA/YB-12129)</td>
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<tr>
<td>5</td>
<td>WATCHING YOU</td>
<td>(Atlantic/Colston/Atlantic 4606)</td>
<td>2</td>
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<tr>
<td>6</td>
<td>I AIN'T GONNA STAND FOR IT</td>
<td>STEVE WONDER (Tamla/Motown 53403)</td>
<td>2</td>
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<tr>
<td>7</td>
<td>ALL AMERICAN GIRLS</td>
<td>SISTER GLITZ (Colston/Atlantic 4607)</td>
<td>1</td>
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<tr>
<td>8</td>
<td>THIGHS HIGH (GRIP YOUR HIPS AND DANCE)</td>
<td>TIM BROWNE (G Rip/Arts 2510)</td>
<td>2</td>
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<tr>
<td>9</td>
<td>I JUST WANT TO LOVE THEE</td>
<td>THE JONES GIRLS (G&amp;P/CBS 256 3121)</td>
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<tr>
<td>10</td>
<td>HEARTBREAK HOTEL</td>
<td>BARNYARD (RCA/YB-14980)</td>
<td>1</td>
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<tr>
<td>11</td>
<td>TOGETHER</td>
<td>JERROD (WBS-7502)</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>BOOGEY BOogie</td>
<td>BARKLAY (RCA/YB-14980)</td>
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<tr>
<td>13</td>
<td>BON BOOGIE (GIMME THE GOOD LIFE)</td>
<td>T.S.MOON (M extension/WTOG 4370)</td>
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<td>14</td>
<td>JUST THE TWO OF US</td>
<td>GROOVER WASHINGTON, JR. (EM/E-47100)</td>
<td>2</td>
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<td>15</td>
<td>TOO TIGHT</td>
<td>CON DUNK SMUL (RCA/YB-14980)</td>
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<tr>
<td>16</td>
<td>CELEBRATION</td>
<td>KOOL &amp; THE GANG (De-Lite-Polygram De 9273)</td>
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<tr>
<td>17</td>
<td>SUKIYAKI</td>
<td>JERRY KNOTT (CAP)</td>
<td>1</td>
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<td>18</td>
<td>8TH WONDER</td>
<td>THE SUGARHILL GANG (Sugar Hill SH-753)</td>
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<tr>
<td>19</td>
<td>AND LOVE GOES ON</td>
<td>(Tamla/Motown 11-11434)</td>
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<td>20</td>
<td>MAKE THE WORLD STAND STILL</td>
<td>ROBERTA PINK AND PARCHWAY (Atlantic 3775)</td>
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<tr>
<td>21</td>
<td>PERFECT FIT</td>
<td>JERRY KNOTT (CAP)</td>
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<td></td>
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<tr>
<td>22</td>
<td>LOVE OVER AND OVER AGAIN</td>
<td>BUCKLEY (Boney M/W-07626)</td>
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<tr>
<td>23</td>
<td>FULL OF FIRE</td>
<td>SHALAMAR (RCA/YB-12129)</td>
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<td>24</td>
<td>I HEAR MURKETS</td>
<td>UNLIMITED TOUCH (Prelude Prelu-9523)</td>
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<td>25</td>
<td>MUSIC MAN</td>
<td>ROBERT WINTERS &amp; FALL (Barnaby/Arts 2510)</td>
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<td>26</td>
<td>BEING WITH YOU</td>
<td>MOXON ROBINSON (Tamco/Timex 256 4370)</td>
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<tr>
<td>27</td>
<td>EVERYTHING IS COOL</td>
<td>TWINJECT (Capitol/W-4687)</td>
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<tr>
<td>28</td>
<td>FANCY DANCER</td>
<td>TWEENY/VENNESSEN WITH LONESOME WHITE (EM/E-47967)</td>
<td>1</td>
<td></td>
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<tr>
<td>29</td>
<td>HOW 'BOUT YOU</td>
<td>CHAMPAGN (Universal/W-0011)</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>LOVE'S CALLING</td>
<td>ZINGAR (Wheel/WS-7502)</td>
<td>1</td>
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<tr>
<td>31</td>
<td>AI NO CORRIDA</td>
<td>JIMMY JONES (Arts 256 3120)</td>
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<td>32</td>
<td>YOU'RE TOO LATE</td>
<td>CHAPEL (CBS/256 6407)</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>WHAT A FOOL BELIEVES</td>
<td>ARETHA FRANKLIN (Arts 256 4370)</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

**ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)**
V103 — ATLANTA — SCOTT ANDREWS, PD
WAOX — ATLANTA — CARL CONNORS, PD

WBNX — NEW YORK — TIM FELDSTEIN, PD

WATV — BIRMINGHAM — BILL GROVER, MD
HOTS: Lakeside, Sugarhill Gang, Jones, Gap Band, Band, Taste of Honey, T-Connection, Atlantic, Shalamar, S. Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WILD — BOSTON — BUTTERBALL, JR.

WPAL — CHARLESTON — THORNE SNYDER, MD
HOTS: S. Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WQV — CHARLOTTE — JOANN GRAHAM, PD

WQW — PHILADELPHIA — MAE BRYER, PD
HOTS: Gap Band, Band, Taste of Honey, Earth, Wind & Fire, Sister Sledge, J. Robinson, Robinson, S. Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WQXK — CLEVELAND — BARRY MAYS, PD

WBXM — CLEVELAND — PAM WELLES, PD

WCIN — CINCINNATI — MIKE ROBERTS, PD
HOTS: AF, Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WJBC — CLEVELAND — BILL TOLLINS, PD

WJIM — JACOB, JASPER & RICHARD, PD

WKBW — ORLANDO — DON STRICKLAND, PD

WLD — BOSTON — BUTTERBALL, JR.

WLP — CHARLESTON — THORNE SNYDER, MD
HOTS: S. Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WQV — CHARLOTTE — JOANN GRAHAM, PD

WQW — PHILADELPHIA — MAE BRYER, PD
HOTS: Gap Band, Band, Taste of Honey, Earth, Wind & Fire, Sister Sledge, J. Robinson, Robinson, S. Robinson, Robinson, B. Wright, WCW, WRDL, WPRT, WDRQ, WNOH, WNBR, WINS, WJAX, WKOC, WKQX, WKZT,

WJBC — CLEVELAND — BILL TOLLINS, PD

WKBW — ORLANDO — DON STRICKLAND, PD
ROLL AROUND THE WORLD — The Rollers, formerly known as the Bay City Rollers, recently backed with CBS Records International (CRI) for a worldwide agreement excluding the U.S. and Canada. The group is now preparing its new LP, "Richochet." Pictured standing at the signing are (l-r): David Sonenberg and Al Delettash, co-managers; Steve Pritchett, director of product management; CRI; David Longmuir of the group; Richard Thomas, director of A&R; CRI; Stuart "Woody" Wood of the group; Joe Senkiewicz, vice president of promotion and international artist development; and Duncan Fauver of the group. Pictured seated are (l-r): Eric Faulkner of the group; Allen Davis, president of CRI; and Derek Longmuir of the group.

Rising Cassette Sales Offset Drop In Discs, 8-Tracks In Argentina In 1980 by Miguel Sermiento

BUENOS AIRES — For the second consecutive year, sales of pre-recorded cassette doubled in volume in Argentina, accounting for 12.5 million units in 1980 compared to 5.6 million units in 1979, according to figures released by the Chamber of Record Producers.

At the same time, sales of singles, albums and 8-tracks all declined significantly in 1980. Nevertheless, the jump in cassette sales caused an increase of approximately 15% in overall unit sales and a much greater hike in sales revenues. The increase in sales was attributed primarily to the government's policy on the strength of the dollar, which has caused the price of LPs and tapes to level off at approximately $21.

Sales of singles during 1980 totalled 3.8 million units, down 50% from 7.6 million units in 1979. The drop in sales was attributed primarily to a lack of strong product by pop stars, both local and international, which was serious enough to offset a promotional campaign and general lowering of prices in August. Nevertheless, the decline in sales was not as severe as anticipated to the industry, which saw the Kaz and the rest of the world, singles are not a profitable item.

The drop in album sales, down 27% to 9.5 million units in 1980 from 13 million units in 1979, was due primarily to the increasing popularity of cassettes. One of the main reasons for the switch in popularity was the hardware situation, with quality cassette players currently available for a minimum of $150, compared to a minimum investment of $500 for record players of acceptable quality.

The most dismal showing of the year, however, was the decline in 8-track tape sales down 79% to 45,000 units in 1980 compared to 214,000 units in 1979. The drastic drop in 8-track sales mirrored a similar decrease from 516,000 units sold in 1978 to the 214,000 units in 1979.

The growing strength of cassettes was aided in 1980 by strong sales of budget items, and it is anticipated that sales in the area of cassettes will grow by 15-25% again in 1981.

BPI Acts To Halt 'Hype'

"We have to control the use of promotional material not connected with the artist who is the subject of the promotion," and that "the control of the volume of product available to salesmen has lax" (Cash Box, Nov. 1, 1980).

On the World In Action and Newsight programs, former sales representatives of WEA alleged that they and other record companies tried to influence the way retailers reported to the British Market Research Bureau (the independent company contracted by the BPI to compile its charts) by giving them gifts of wine, beer, drink and other gifts. Retailers, it was alleged on the shows, were able to receive up to 10,000 pounds ($21,400) in goods annually.

On the subject of independent plagiarists, the BPI investigative committee felt there was no doubt they had "transgressed the Code of Conduct."
records. Released as a "flexi-disc," the new single by The Plastics will be promoted by having the first five thousand copies given away free at various US and Canadian HMV stores. The single, entitled "Diamond Head," will be pressed on gold vinyl and issued in a gold and black bag. It will go into wholesale catalogs with a recommended price of $2.25 (43 cents). Island's controversial One Plus One cassettes, which have a growing list of titles, including recent releases by Steve Winwood, Bob Marley, Cat Stevens, Grace Jones, Robert Palmer and J.C. Cale, among others, were the subject of a recent meeting of the British Phonographic Industry (BPI) Council, which condemned the island scheme and decried the use of the term "add-on" or "tribute" any more of the cassettes on the grounds that the system encourages home-taping (Cash Box, March 8). Present at the meeting were EMI director Richard Robinson and Virgin chairman Richard Branson. The Virgin sales team is obliged to sell island product under the terms of its contract and will therefore have to continue to do so.

It seems to be one point that the entire U.K. industry agrees upon — namely that there are now more bands rehearsing, performing and recording than there were before. Last year's sampler of new bands, "Hicks From The Sticks," sold 12,000 copies on the domestic market. Those people who enjoyed the 1974 edition of the exercise, or those curious about "street level" music should be heartened to hear that Charisma is set to release another volume of the series, which features 13 new bands, on March 13. The new sampler was compiled by Sandy Robertson and Paul Brown, who also put together last year's "Hicks" for the Rockolgueur label. A sign of the strength of their choice this time around is that, as the album nears its release, several of the acts have found themselves picked to a variety of label recording deals. Four or five of the bands will be touring shortly, helped along by local press and radio ads, and a London gig will be included.

A promotion company working on a system gleaned from the U.S. industry has just started in London. Record Television Promotions, as it is known, has been set up under the former head of Paul McGhee at DJM, Richard Pigott, along with Winsey Willis, also a veteran of DJM. The system provides what amounts to a money-back guarantee if the company fails to achieve significant results in a six week promotion drive, it will make no charge, except for a minimal "service charge." A&R Tapes, located at 22 Acton Road, London SW6. The telephone number is (01) 731-3215.

Those who take their music incredibly serious may like to know they can obtain the new edition of the 20-volume Grove Dictionary of American Music (McGraw-Hill) of 1979-1980, 776 pages ($1,844). Not a lot, the publishers assure us, as development costs were in the region of 100,000 pounds ($217,000) per volume.

Dexy's Midnight Runners was EMI's hot favorite of 1980, but sadly, towards the end of the year, there were differences within the band, and it split. Now Dexys are back in the marketplace with a new single. It included in the new line-up from the original band are Kevin Rowlands, Al Archer and Jim Pinching. EMI has signed them to a Classic Nouveau, which is thrilling the cognoscenti who have so far seen and heard the band. The band will be playing New York and London in late February, or various American dates in April, as well as appearing closer to home.

The Virgin group continues to expand, despite the terrible things people like to say about Richard Branson and his company's situation. Already owners of The Venus (London's only rock cabaret club), a large retail chain, labels, publishing houses and a couple of the more imaginative studios, Virgin is now about to buy himself. In this instance, Health is a "hard-core" disco, but Virgin plans to use it as a club where bands not ready or willing to play to the Venus can perform. Some competition for the Marquee after all these years?

WHERE IN THE WORLD

Discovery recording artist Lorenzo Alexandria is currently on a tour of Japan. Covering the interior provinces, as well as Tokyo, the tour concludes March 10.

RCR, the European tour of interest in Europe in support of her latest LP, "Welcome To The Wrecking Ball." The tour, which concludes March 14, will include stops in Rome, London, Madrid and Paris.

Elektra recording group Queen is currently on a tour of Argentina and Brazil. Covering Buenos Aires, Sao Paulo and Rio de Janeiro, Sao Paulo and Porto Alegre in Brazil, the tour will conclude March 21.

Capitol recording group April wine will embark soon on a tour of Germany. Running from March 21-31, the tour will cover Hamburg, Berlin, Hanover, Cologne, Neu-Isenber, Munich, Ludwigshafen, Nuremberg, Appenweiler and Ludwigshag.

Warner Bros. recording artist Rod Stewart will embark on a 14-date tour of Japan in support of his "Foolish Behaviour" LP. The tour will run from April 23-May 16.

Kruger Leisure Moves U.K. Office, Reorganizes Staff

LONDON — A change of address coupled with a more streamlined administrative structure and staff expansion marks a few of the changes so far this year at Kruger Leisure Enterprises.

For the first time of its long-time London residence to the French Government, the staff has moved into new headquarters on the first floor of the building at 57, Southwark Street, south of London on the seashore. Among the primary features in the new building are a screening room for both movies and TV, a new soundproofed playback room, and the latest recording equipment, giving the ability to playback, copy and make demos almost on one foot.

With the new building, a new administrative organization has also been implemented.

Jeffrey Kruger, chairman of the board, along with his son Howard, will continue to oversee and direct the varying enterprises that make up the record production and distribution; music publishing; concert presentations; and movie and video distribution.

Leslie Lewis' duties, in addition to being managing director of Bulldog Records, have been expanded in order to give her the responsibility for the company's day-to-day operations in the concert field. Lewis, a 15-year company veteran, also oversees artist liaison in the company's tours.

Howard Kruger will be in charge of all arrangements for all concert tours and will be expanding the company's contemporary roster, as well as running his own new record label, Energy Records, shortly to be launched in the U.S.

Anthea Nichols will continue in her position as executive assistant to Kruger, as does Margaret Brace in her position as comptroller and royalty administrator for the Group.

I.R.S. Pacts With CBS For Oz, New Zealand

LOS ANGELES — The International Record Syndicate (I.R.S.) has pacted with CBS Australia and CBS New Zealand for distribution of those countries. First product, scheduled for release at the end of March, will include the LPs "Songs The Lord Taught Us" and "Things Are Not Right" by Wazmo Nariz and the self-titled debut by Skafid.

According to I.R.S. vice president of Australian/Canadian operations John Bob, the LP releases will be accompanied by a sampler EP with two songs from each label to service to radio and a poster and print ad campaign to promote the arrival of the label.

INTERNATIONAL BESTSELLERS

The Netherlands

<table>
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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>Top Of The Pops</td>
<td>Various</td>
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<tr>
<td>2</td>
<td>Shadyday You Face</td>
<td>Joe Polymag</td>
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<tr>
<td>3</td>
<td>The Monkees</td>
<td>The Monkees</td>
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<td>4</td>
<td>The Tams</td>
<td>The Tams</td>
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<tr>
<td>5</td>
<td>Back To Where I Came From</td>
<td>The Tams</td>
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<td>6</td>
<td>First Time Around</td>
<td>The Tams</td>
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<td>7</td>
<td>The Rubettes</td>
<td>The Rubettes</td>
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<tr>
<td>8</td>
<td>The Searchers</td>
<td>The Searchers</td>
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<td>9</td>
<td>The Tremeloes</td>
<td>The Tremeloes</td>
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New Zealand

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<thead>
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<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>The Title Is High</td>
<td>Blondie</td>
</tr>
<tr>
<td>2</td>
<td>Shitty Shitty</td>
<td>The Rubettes</td>
</tr>
<tr>
<td>3</td>
<td>Keep It Simple, Fool</td>
<td>The Rubettes</td>
</tr>
<tr>
<td>4</td>
<td>The Sweetest Thing</td>
<td>The Rubettes</td>
</tr>
<tr>
<td>5</td>
<td>Let's Pretend</td>
<td>The Rubettes</td>
</tr>
<tr>
<td>6</td>
<td>In My Room</td>
<td>The Rubettes</td>
</tr>
<tr>
<td>7</td>
<td>The Night</td>
<td>The Rubettes</td>
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<td>In the Dark</td>
<td>The Rubettes</td>
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<td>The Distance</td>
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United Kingdom

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<th>No.</th>
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<tr>
<td>1</td>
<td>Face Value</td>
<td>Phil Collins</td>
</tr>
<tr>
<td>2</td>
<td>Frightened To Love</td>
<td>Rainbow</td>
</tr>
<tr>
<td>3</td>
<td>Feeling Good</td>
<td>Rainbow</td>
</tr>
<tr>
<td>4</td>
<td>Moving Pictures</td>
<td>Ritchie Black</td>
</tr>
<tr>
<td>5</td>
<td>Debut Fantasia</td>
<td>John Lennon and Yoko Ono</td>
</tr>
<tr>
<td>6</td>
<td>Debut Fantasia</td>
<td>John Lennon and Yoko Ono</td>
</tr>
<tr>
<td>7</td>
<td>The Men In Black</td>
<td>The Stranglers</td>
</tr>
<tr>
<td>8</td>
<td>Kings Of The Wild Frontier</td>
<td>Adam &amp; The Ants</td>
</tr>
<tr>
<td>9</td>
<td>The Return Of The Los Palms</td>
<td>Madness</td>
</tr>
</tbody>
</table>

INTERNATIONAL DATELINE

YUGOSLAVIAN AWARD — CBS Records International recently presented its 1980 International Dateline award to Suzy Records, its exclusive representative in Yugoslavia. Pictured at the lavish Hottz/69/77 High Street, Croydon CR9 10H, England. The telephone number is (01) 688-7788 and the telex is 946065.

CBS/Sony Reorganizes Int'l A&R/Promo Unit

TOKYO — CBS/Sony has reorganized its International A&R/Promotion department to handle its hands product in Columbia, Epic, CBS and other associated labels. Both new departments will be headed by Tai Ohiishi, general manager, International A&R.

Under the new structure, one department will handle Columbia product exclusively, while the other will handle Epic's Assoc. labels and product acquired directly by CBS/Sony. Yuki Takashiki will direct the functions of the CBS Associated labels arm and will report to Ohiishi.

In a related move, CBS/Sony has also created a local jazz A&R/promotion department to handle product released by domestic jazz fusion acts. Yasohachi Ito will head the department.
WASEC Sets August Launch For 24-Hour Music Channel

(continued from page 8)

However, Lack emphasized that WASEC won’t load the new format with the same number of radio background, having served as general manager for WCBS Radio and vice president of Programming for WABC Division.

The first set of three Scotty awards, to be presented in May, will be for records released between Jan. 1, 1980 and Dec. 1, 1980. December awards have also been slated for recordings released between Dec. 1, 1980 and Feb. 28, 1981, and for the total awards this year to six. Of the six, one team will be chosen for a “best of the best.”

$100 will automatically be contributed by 3M to the Muscular Dystrophy Assn. for every qualified nomination submitted by a studio, and an additional $1,000 to the MDA fund in the name of the six winning “teams.” Linehan indicated that the recording artist on the team that wins the “best of the best” award will have the opportunity to pick an “inspiring musical" to receive a $5,000 music scholarship from 3M.

“We’re revisted with the format of this award for a long time and we decided to take the team approach to make everyone in the actual recording process a little more visible,” said Linehan of the award. “I’ve always felt that individuals achieve, but teams win, and we drew up the Scotty on that approach.”

The awards themselves will be original oil paintings of the artist and the sheet music for the winning recording, with the artist keeping the original and the team members receiving framed reproductions. A newly-selected board of governors will judge the approximately 25 or 30 nominations culled from the 800 entries received. Included on the board are Joe Tarsia, Sigma Sound Studios; producer Bill O’Conner, Quincy Jones Jr.; David Finzer, USA Studios; Glen Snoddy, Woodland Sound Studios; and Tom Cahill, Howard Schwartz Recording, in addition to a 3M representation.

To qualify for the May Scotty awards, studios are requested to submit their nominations to their 3M rep by March 15. If events. We’ll get to the icing and sparkling cherry fuiters on down the road.”

Lack himself characterized the basic thrust of MTV’s music-video programming concept as the “star vehicle,” adding that there will be “as much a place for artists like Dolly Parton and Kool & The Gang” on MTV as for more visual artists like The Boomtown Rats and The Police.” In balancing and discounting every month, he stated that WASEC and MTV will be “relaying heavily on the abilities of Steve Casey,” who will serve as programming director and comes from a radio background as operations manager of KUDP/KKKK in Phoenix and, prior to that, music director for 3M in New York. Lack is currently a research director for KHJ in Los Angeles.

“Steve (Casey) is a computer expert who brings an invaluable knowledge in programming research from top radio positions. We’re sure he will do a thorough job in determining what our audience wants to hear,” Lack said.

The Music Channel will essentially be aimed at the “young adult” market. According to Lack, the awards are primarily a promotional tool, but, more specifically, the 14-24 age group, which is traditionally known to be a light television viewer. The first time we heard of the idea, said Robert G. McGarity, each hour on MTV will contain eight commercial minutes, six of which are network positions and two of which are for local advertisers. MTV is also looking to FM stereo hook-ups and second set installations as additional revenue sources.

More Staff Coming

From now until the August debut of MTV, Warner-Amex plans to staff up to five from The Music Channel’s executive, sales and production teams, which will eventually reach a total of approximately 70 people. In addition to moving in to New York, the Warner-Amex headquarters close by the WASEC offices.

Currently on the executive team, along with Steve Casey, are John Halston, a group of six core staffers with solid backgrounds in the radio and record industries. In the sales arena, Vivian Blank is the director of sales. Larry Diviney, former vice president and station manager for WLS FM/AM in Chicago, has been named vice president, programming, and is being looked at as a potential direct consumer and affiliate advertising efforts as director of marketing.

In the area of promotion, Fred Siebert, previously director of creative services for WHN Radio, will be responsible for MTV’s general on-air look as director, on-air promotion and production, while director of promotion John Sykes, a former promotion manager for Columbia Records, will handle all promotion and merchandising activities.

Sue Steinberg, former program manager for Nickelodeon and media coordinator for E.S.P. Management, has been named executive producer for MTV; while Carolyn Baker, previously a field sales manager, special projects, for Warner Bros. Records and associate producer, talent, for the Dinah! show, will be working with record labels, artists and managers as director, talent acquisition.

Video Production Firm Relocates L.A. Office

LOS ANGELES — Gowers, Fields & Flatter, the video production service specializing in music-oriented video projects for the recording industry, has moved its offices here.

The new address is 550 E Wilshire Drive, West Hollywood, Calif. 90045. The new telephone number is (213) 650-9145.

A VIDEO ODYSSEY — RCA Records’ head of video services Steve Khan (right) from the popular show “This is Spinal Tap” and-young composer Jonny & Dolly “Hanging Together” single at Windsor Total Video. Pictured with Khan are group member Sue Sykes, Spanish, including Van Nuys Boulevard, The Wall, Steely Dan, The Members, The Charities of the Gods, among others. . . . VCI recently acquired home video rights to 75 films from Gold Key Entertainment. Among the films are The Toolbox Murders and Supersaurus & the Clash of the Titans. According to the company, six new titles dominated the best-seller list for the month of February, led by Airplane!, Urban Cowboy, Being There, Shogun, 2001 and Ben Hur. Inside Seka once again top- ped the list.

LAST DANCE AT THE OILBOO — Jerry Jeff Walker immortalized it in song, so it seems only fitting that Austin’s famed Armadillo club be preserved on video prior to its closing this past January. Michael Liebert and Dan Weten of N.Y.’s Argonaut Prod. enlisted Bill Dear of Pacific Arts Video to fly down to Austin, Texas and record the memorable performances by Commander Cody, Marla Muldaur, Asleep at the Wheel, Charlie Daniels, Joe Ely and ole Jerry Jeff himself. Argonaut has now completed a 40 minute sampling of the show, which is being prepared for network, cable and regional syndication.

CABLEMUSIC — A Charlie Daniels Band concert scheduled for March 7 and 28 on Warner Amex’s Nickelodeon channel has been replaced by Ian Hunter: On Stage At The Apora, featuring the Chrysalis recording artist performing songs like “The Young Dudes” and “Just Another Night” . . . On HBO, Arista recording artist Melissa Manchester will be featured in concert on March 21, 26, 29 and April 3. . . . WHAT’S HAPPENING AT PREMIER Video? — Although an embargo not lifted until May 15, the first six new titles dominated the best-seller list for the month of February, led by Airplane!, Urban Cowboy, Being There, Shogun, 2001 and Ben Hur. Inside Seka once again top- ped the list.

MAX KREDT ETHERIC WHO IS TO EXPRESS RADIO MAKING RARE (read X-rated) home video industry, which once dominated the home cassette market in the early stages of growth, has been on the cutting edge of some rather unusual technical developments. First, there was the home video 3-D version of The Swoodelazes, and now there is the first Dolby stereo VHS videocassette configuration for an X-rated flick, Extremes. Oddly enough, the vid cassette was used to demonstrate Akai’s new VHS format stereo VCR at a press reception in L.A. March 4. The film and cassette was produced by 65-year-old Beate Ushe, Usho, late night TV witchers may recall, was recently featured on Tom Snyder’s Tomorrow show talking about her experiences as a former Luftwaffe test pilot and current occupation as an entrepreneur in Germany, where she has built a $150 million company called AKAI Video, in association with her X film production firm, Reel Pleasure Ltd. Video and porno sure make for strange bedfellows.

DIGITIZING THE STUDIO — Columbia recording group Journey is going into Fant-asy Studios in Berkeley, Calif. last month to begin a recording digitally mixed and mastered LP, the first for the group. Kevin Eliston and Mike Stone are set to produce. . . . Meanwhile, Chicago’s Universal Recording recently went on line with a new 3M 32-track digital machine. Among the first musical acts to make use of the equipment has been Chaka Khan. Ubekue Quaid, who has written and produced for the 1980 Swann Record & Tape Guild show a significant jump in the number of new digital recordings released last year. There are 157 new digital listings, of which 152 were released during the time the disc was in the classical area, four were musicals, three were popular recordings and 13 were jazz. Of the five cassettes, four were classical and one was popular. Twenty-nine “High-Technology” recordings were also listed. In addition, the following companies have been released their Geo-Disc three-dimensional's stylus alignment device, which will initially be distributed to hi-fi outlets. The device, which is MFLS’s first product in the audio accessories field, allows the stereo turntable owner to visually align a tonearm within .003 of an inch in moments and achieve proper offset, proper tracking angle and proper overhang. It will retail for approximately $25.

michael glyn
GRAND SLAM • THE ISLEY BROTHERS • T-NECK/CBS FZ 37080
Breakout out of: New York, Philadelphia, Boston, Milwaukee, Chicago, St. Louis, Memphis, Atlanta, New Orleans, Los Angeles.
Radio: "Good Response To "Hurry Up And Wait"".
Merchandising Aids: 2x2 Cover Blowup, Die Cut Logo, Album Flats.

JUICE • JUICE NEWTON • CAPITOL ST-12136
Radio: "Angel Of The Morning" (45): #29 Bullet, Top 100 Singles Chart; #66 Bullet, Country Singles Chart.
Merchandising Aids: 3x3 Poster, 30"x22" Banner, 1x1 Flats.

LEATHER AND LACE • WAYLON JESSI • RCA AAL 1-3931
Breakout out of: Dallas, Oklahoma City, Houston, Atlanta, Cincinnati, St. Louis, Kansas City, Denver.
Radio: "Storms Never Last" (45): #34 Bullet, Country Singles Chart.
Merchandising Aids: 1x1 Flats, 2x2 Flats, 12x24 Logo Streamer.

NARD • BERNARD WRIGHT • GRP/ARISTA 5011
Radio: "Good Initial Response To "Just Chillin' Out"" Single.
Merchandising Aids: 1x1 Flats, 2x2 Flats.

BOY • U2 • ISLAND LP 9646
Breakout out of: Boston, New York, San Francisco, St. Louis, Minneapolis, Sacramento, San Antonio.
Merchandising Aids: 1x1 Flats, High Contrast Die Cut Streamer.

ESCAPE ARTIST • GARLAND JEFFREYS • EPIC JE 36983
Breakout out of: New York, Boston, New Haven, Chicago, Milwaukee, St. Louis, Los Angeles, San Francisco.
Radio: "Good Initial Response To "96 Tears"" Single.
Merchandising Aids: Oversize Artist Poster, Die Cut Logo, Album Flats.

EVERYTHING IS COOL • T-CONNECTION • CAPITOL ST-12128
Radio: Everything Is Cool (45): #27 Bullet, Back Contemporary Singles Chart.
Merchandising Aids: 1x1 Flats, Round Cardboard Poster.

AMPEX PROMOTION — Ampex Corp. is offering special discounts on two of its most popular cassette tape products during the month of March. The first promotion offers 20% discounts on Ampex Stacker "Bonus Packs" featuring three ELN (extra low noise) 90-minute cassettes, plus a free Stacker storage rack. ELN, high quality, general purpose tape suited to a broad range of recording applications, is Ampex's highest volume cassette line. ELN features the exclusive Quiet-Track cassette mechanism for smooth tape handling, quiet operation and precision fit in today's improved home and auto tape decks. The second promotion features big savings on case lots of Ampex's cassette recorder demagnetizer and cleaner. Customers who purchase two 20-unit cases get an additional case at no charge. The Ampex-patented unit consists of precision cassette head and unique internal mechanism that automatically cleans and demagnetizes cassette recorder heads in 60 seconds. The unit is reusable. The Ampex Magnetic Tape Division, headquartered in Redwood City, Calif., manufactures and markets a complete line of audio tapes and videocassettes for consumers, as well as a wide variety of video, audio and instrument tapes for professional use.

FREEDOM AT LAST — The employees of Wilcox Records in Oklahoma City got a well-earned vacation recently when owner Ed Commander went to Lake Tahoe for a week. Unfortunately for the employees, business is back up to usual now that Ed's back.

AZRA RECORD NEWS — Azra Records, labeling from Maywood, Calif., has just released a seven-sided polygon shaped tiny disc for Nick Paine. The song "California Beaming" is being filmed on video for Home Box Office (HBO) television and will be available sometime in June.

FOR THE RECORD — Just For The Record, a publication of Stark Record & Tape Service, and Camelot Music, had the following to say about 1980 "In Review." Larry Mundorf, vice president of retail operations, stated, "Our stores must be cleaner, more appealing and better stocked than the other guy's store. It's that simple." Specific examples of its direction are: (1) "Expanded video departments, both in inventory and fixture, retail policies, etc. We will be video merchandisers in 1981." (2) "Better inventory mix, tailored to each store. Label, gospel, blues, audiophile and other 'specialty' categories are being developed." (3) "Continued aggressive advertising/promotional efforts on chainwide, regional and individual store levels." (4) "Providing promotional devices that 'make things happen,' like our discount calendars and in-store display materials." (5) "Increased emphasis on cutout product — better quality, more selection and aggressive merchandising." (6) "Finally, revamping our 45 departments, ordering habits and cutting waste." Mundorf added, "We've tried to outline our thoughts on where we've been and where we are going as a company. We came through a perilous 1980 in good shape. Now we're sailing into a year of 15-20 new stores, with a truckload of new projects and challenges."

A LITTLE IN LOVE — "In honor of Cliff Richard, Laury's Discount Records in the Chicago area, along with Epic Records and the Goldsmith Company Ltd., is running a promotion giving away a diamond pendant by a random lottery drawing. First and second runners-up will receive tickets each to see Richard when he comes to Chicago in April."

THE DOCTORS' SATURDAY NIGHT — Very recently, radio station WOKY/Milwaukee had been broadcasting live from the window of Radio Doctors & Records, also in Milwaukee. For an entire week Steve York of WOKY was running a "Stump the DJ" contest where customers went into the store with the name of an oldie that they thought York couldn't find. If Radio Doctors had the oldie in the store, the customer lost. If the store didn't have it, then the customer won a prize. Ken Grant of the retail division of Radio Doctors stated, "We didn't have to give out that many prizes because we have almost everything in stock." Also, during the remote, Radio Doctors had a different label's product on sale every day. According to Grant the remote was very successful.

GIMME A SOF-T — Holoubek Studios, Inc., located in Wisconsin, is the second largest manufacturer of plastisol transfers in the world. Holoubek recently developed a new transfer called the "SOF-T," which gives the same feel and breathability as a direct screened garment. Holoubek believes that the public will see a shift to the Sof-T within the next year and that within five years there will not be a market for the old plastisol transfers. Gary Reynolds, public relations for Holoubek, stated, "Transfers have been very popular over the years because they enable a person to print anything on a garment from an actual photograph to a finely detailed piece of art: this is impossible to do when direct screening a garment." Reynolds feels that many of the entertainment industry people are not aware of this new development. He can be contacted at (414) 259-0154.

REGIONAL BREAKOUTS — The Brains and Air Raid in the South...Champaign and Bill Evans in the East...Ted Nugent and the Joe Chamay Band in the Midwest...Johnny & The Distractions in the West...David Byrne & Brian Enio in the East and West...and James Taylor, Willie Nelson and Eric Clapton are exploding everywhere.

FOR QUICK COVERAGE — Send items and photos to What's in-Store to Cash Box, 6363 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.

Linda Ardid

NEW SPEC'S — The American Institute of Architecture recently presented an award to the newly-opened Spec's Record store in Coral Gables, Fla. for its unique design.
Industry Faces 'Growing Pains' As Business Boom Continues

LOS ANGELES — The amusement game industry is currently enjoying the greatest boom in its history, but the period of high revenues and rapid expansion has also been accompanied by some growing pains.

With games being produced and shipped at a more rapid pace than ever before, interest rates and games prices soaring and business expanding at head turning speed, executives are cautious about the short-term outlook for the coin machine industry.

"You have to go fast, stay aggressive and still keep the business under control in this day and age," said Ira Bettleman, vice president of C.A. Robinson Co. here. "We want to be innovative and stay in front, but we still must keep a degree of conservatism in our business practices. Mistakes are costly."

For example Bettleman pointed to the distributor and manufacturer whose warehouse housed the "next hit game" that didn't sell or the location that is balking at the operator to take a two-month-old game off its floor. "Operators are realizing that the coin machine business is very much a hit or miss business and manufacturers must be realistic and cautious about the product," he said.

Los Angeles

Advance Technology in Loewen Line

CHICAGO — Loewen-America, the U.S. branch of Loewen Automaten of Germany, is marketing its current line of phonographs — the "Consul Classic" (in furniture type cabinet) and the contemporary styled "Prestige" and "Festival" models.

All of the machines offer 160 selections and are equipped with Loewen's advanced technology system that allows for quick, easy servicing as well as data and merchandising capabilities.

Operator features include bookkeeping data, which is not resettable so that all in formation is maintained and there are no batteries to be changed. The machines also have a random play attract mode, which is activated when the phonograph is not in use, to attract patrons. Also programmed a hit song at variable intervals. They are also equipped with SBA dollar coin acceptors.

With Loewen's system it is possible for operators to differentiate bonus play allowance for four quarters, the SBA dollar coin and the dollar bill. Pricing adjustment at the operator's option can be achieved with a selector button.

The Prestige model is available in two looks: the clear front door which reveals all, a look through the mechanism and the bright red front door which subdues the interior.

Loewen-America has added a number of new distributors to its network to solidify its position in the U.S. marketplace. The company is currently delivering all three models and further information may be obtained by contacting Loewen-America at 2513 Park Lane, Franklin Park, Ill., 60131.

Midway Taps Osowski, Novak

CHICAGO — Stan Jarociki, vice president-marketing at Midway Manufacturing Co., announced the appointment of Brian Osowski to the management of the company's Parts Department. In making the announcement, Jarociki stressed that "Brian will bring his proficient capability to this important position."

Osowski has been with Midway since 1975 and has gained considerable experience while serving in the Materials Control section. In his new position his responsibilities will include control, maintenance and dispatch of the numerous parts in a complete working inventory for the service of Midway games. He will be acting as a full staff of competent operators, packers and a specialized system for the prompt shipment of Midway parts all over the world.

A resident of Schaumberg, Ill., Osowski is married and has one child.

Jarociki also said that Kathryn Novak has been appointed to the company's marketing team. "Her duties will concentrate on research activities in exploring and expanding existing as well as developing new directions for Midway coin-op games," he said. "Kathy will be a valuable addition to our group."

Novak graduated with honors from the School of Marketing at Arizona State University in June of 1979. During her employment by the McDonald Corporation, in Oakbrook, Ill., she prepared market and

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 61071)
2. ANGEL OF THE MORNING JUICE NEWTON (Capitol 9076)
3. I CAN'T STAND IT ERIC CLAPTON AND HIS BAND (Reprise 1060)
4. I LOVE YOU CLIMAX BLUES BAND (Warner Bros. WBS 46698)
5. BEING WITH YOU SMOKY ROBINSON (Tamla/Motown T54321)
6. WALKING ON TIN ICE YOKO ONO (Geffen GEF 46683)
7. HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Capitol 11-60510)
8. WHO DO YOU THINK YOU'RE FOOLIN' DONNA SUMMER (Geffen GEF 49664)
9. TIME OUT (SIDE TWO) STEELY DAN (A&M 51058)
10. IT'S A LOVE THING THE WHISPERS (Vocal/REC 12-12154)

TOP NEW COUNTRY SINGLES

1. FALLING AGAIN DON WILLIAMS (MCA 51050)
2. PICKIN' UP STRANGE CHUCK BERRY (F.R.L./Asylum E-7105)
3. LEONARD MERLE HAGGARD (MCA 51049)
4. REST YOUR LOVE ON ME I'M THE DREAMER CONWAY TWITTY (MCA 51050)
5. HOOKED ON MUSIC MAC DAVIS (Casablanca/PolyGram N-2327)
6. ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA-PB-12178)
7. SOMEBODY LED ME AWAY LORETTA LYNN (A&M 51058)
8. STORMS NEVER LAST W.H. YESS (RCA-PB 12178)
9. MISTER PEEPS BILL ANDERSON (MCA 51052)
10. HEY JOE (HEY MOE) MOE BANDY & JOE STAMPLEY (Columbia 11-60508)

TOP NEW B/C SINGLES

1. HOW 'BOUT US CHAMPAIGN (Columbia 11-11432)
2. FEEL ME CAMEO (Chiossos/Cass County/PolyGram CC 5322)
3. TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram De 610)
4. GET TOUGH KLEERUP (Atlantic 3788)
5. NEVER GONNA GIVE YOU UP PATRICE RUSHE (Elektra E-47133)
6. AI NO CORRIDA INOY DE JONES (A&M 2300)
7. WHAT TWO CAN DO DENIECE WILLIAMS (A&M/Columbia 11-60504)
8. PRAISE MARVIN GAYE (Tamla/Motown T 54322)
9. WHEN LOVE CALLS THE STARC (A&M 2312)
10. RAPTURE BLONDE (Chrysalis CH-2465)

TOP NEW A/C SINGLES

1. SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-43209)
2. KISS ON MY LIST DARYL HALL & JOHN OATES (RCA-JH 12142)
3. GUITAR MAN ELVIS PRESLEY (RCA-JH 12158)
4. MISTER SANDMAN EMILIO HARRIS (Warner Bros. WB5 49504)
5. LIVING IN A FANTASY LEO SAYER (Warner Bros. WB5 49507)

Cash Box/March 14, 1981
Never before have there been so many obstacles pitted against you... or so many opportunities for you to vanquish the enemy and score! Because never before has there been
Take command of POLARIS and command winning PROFITS!

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

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

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

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

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

1 or 2 player upright:
Dimensions:
Height Width Depth Crated Weight
171cm 61cm 87.5cm 113.4kg
68” 24” 35” 250 Lbs.

For technical service, call toll-free: (800) 323-0666.

TAITO AMERICA CORPORATION
1256 Estes Ave., Elk Grove Village, IL 60007
(312) 981-1000, Telex 25-3290
World Vend Bows New 'PulseScan' Coin-op Machine

SAN DIEGO — World Vend Ltd. of San Diego is currently marketing the "PulseScan 1000," a coin operated machine that accurately measures the user's heart rate quickly and conveniently.

To use PulseScan, the customer simply deposits the correct coinage and inserts a finger into the finger cup sensor. An infrared device then takes the actual heart rate measurement. A digital "final reading" display indicates the measured heart rate with an accuracy within a range of ±2%.

PulseScan 1000's quality metal construction, ultra modern graphics and compact design make for a truly professional instrument. The customer's attention is drawn to the unit by pulling light emitting diodes (LEDs) that simulate a cardiac sine wave. When in use, the machine emits a tone synchronized with the user's heartbeat.

**Multi-Lingual Instructions**

Easy to understand labeling and instructions are prominently featured on the machine in any two languages required for a particular market.

The unit weighs 14 pounds, measures 8" wide, 10" deep and 15.5" high, and comes in a lightweight box and ready for delivery. The PulseScan 1000 is available in 100V, 60Hz and can be adapted for use with all foreign electric power sources and coinages.

Pugh Appointed VP Of Finance At Taito America

CHICAGO — Mark Pugh has been appointed to the position of vice president of finance for Taito America, Pugh, who was most recently a controller for Williams Electronics, Inc., began his career as a CPA in the accounting firm of Arthur Young and Co. where he was staff supervisor.

"The professional respect Mark has earned in the financial community and the coin industry makes him the most logical choice for this position," said Jack Mittel, Taito America's president. "His talent, youth and dynamic drive are qualities that are self evident."

Pugh received his B.S. degree in accounting from the University of Illinois. He resides in the Chicago suburb of Arlington Heights with his wife Sueann.

SCHOOL DAYS — Exidy's Gary Jensen and Larry Benedict recently briefed a class at San Vargas Elementary School in San Jose, Calif. on computer technology used in the factory's Spectar video game. Pictured are (l-r): Jansen and Benedict explaining the intricacies of Spectar.

Midway's Expanded Service School Program Gets Underway At Brady

CHICAGO — Among the first series of service schools scheduled by Midway Manufacturing Co., as part of the factory's expanded nationwide program of instruction (Cash Box, Jan. 24) was a two-day session sponsored by Brady Dist. Co. of Charlotte, N.C. The class was held Feb. 11 and 12 in Myrtle Beach and conducted by Bob Norton of Midway's service staff, who is assisting field service manager Andy Ducay in the program.

Other distributors that have confirmed school dates up to this point include: Cleveland Coin (March 2, Cleveland); "Space Panic" Modified

SANTA CLARA — Hal Watter of Universal USA reports that the company has modified its current "Space Panic" video game, in accordance with customer recommendations.

"After our initial sampling of Space Panic, we did a quite extensive research program," he explained. "Initial reports were exciting, but the most common complaint was that the space was too small. After playing the game, it gave the players too much time for their quarter."

"We met with a player, operator and distributors to see if there was a demand for a new game with a different storyline," Watter continued, "so I am pleased to say that Universal heard, listened, acted, and has modified Space Panic. After lengthy test period of the new Space Panic, earnings have improved."

"The model is currently in daily shipment from the factory and further information may be obtained by contacting Universal USA, 3250 Victor St., Santa Clara, Calif. 95050."

Exidy's 'Spectar' Goes To School

SUNNYVALE — During a recently held Speakers Day at San Vargas Elementary School in San Jose, Calif., Exidy sponsored three 45-minute sessions on the computer technology utilized in the popular "Spectar" video game. The student audience was comprised of third and fifth grade young students in the fourth through sixth grades.

The presentations were conducted by Exidy's operations manager Gary Jansen and production test manager Larry Benedict, who related the technical information in the students' level of understanding, explaining the history of computers from vacuum tube to transistor to integrated circuits and focusing on the extreme change in the size of the components.

One of these small integrated circuits includes the information to the game that you would have to fill all your tennis shoes and backpacks with transistors to do the same thing," Benedict told the students. Everyone attending received a sample IC to take home and was also given a chance to look at it under a magnifier.

Models of the Spectar machine were also provided by Exidy at the presentation and each brief explanation of the game strategy was needed before the students gathered around the games to try skills. In addition to playing the game they took the time to examine all the parts on display, and, as one fourth grade girl commented, "It is still strange how such a small chip makes all that happen on the Spectar game."

AMOA Directory Set

CHICAGO — AMOA's membership directory for 1981 is scheduled to be mailed later this month to all current members. It will be the largest issue ever published by the association, containing the names, addresses, and telephone numbers of more than 1600 members. As stated by association president Norman Pink, "Membership in AMOA increased 60% in the last six years...an outstanding record. AMOA provides a number of important member services and programs, and it is the continued expansion of these programs and the implementation of new services which have enabled AMOA to achieve this growth."

During the coming months, AMOA will be issuing special membership supplements with The Location, the association's monthly newsletter. This information will include the listing of new members and any address changes for use as a supplement to the new membership directory.

**Still Making A Difference For the Coin-Machine Industry!**

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Cash Box/March 14, 1981
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; NAMA Western Convention; Phoenix Civic Center; Phoenix, Ariz.

May 8-9; Ohio Music & Amusement Assn.; annual conv.; Holiday Inn; Columbus.

May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Knickerbocker Club; New York City.

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

June 5-8; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.


July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.

Sep. 11-13; No. & So. Carolina (combined) state assem.; meeting; Carolina Inn; Columbia.

Sep. 11-13; So. Carolina Coin Operators Assn.; annual conv.; meeting; Columbia Inn.

Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.

Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago.

Oct. 25-Nov. 1; NAMA national convention; McCormick Place; Chicago.

Had a quick chat with Exidy's Lila Zinter before she jetted off to the Namco-organized International Convention (March 9), and she told us that as of next week Exidy will be releasing "Rally-X" in its new cocktail machine configuration. She also related that Exidy will be introducing a new game at the New Orleans show. The showing will be for invitees only, in Exidy's private suite at the Hyatt Regency in New Orleans in order to avoid copying problems. Meanwhile, Zinter is abroad for the remainder of the month as she will be appointing (for the first time) an Exidy distributor in New Zealand and searching out a new distributor in Australia.

WE ALSO SPOKE BRIEFLY with Beto Pacífico's Peter Betti, who has just returned from San Francisco where he had a chance to view "Asteroids Deluxe." It's an excellent game," reported Betti. "The game has enough subtle changes to make it stand out against its predecessor. Operators will find that it has exploitive earning potential.

Industry Experiences 'Growing Pains' As The Coin Machine Boom Continues

(continued from page 40)

promotions, they are going to fall by the wayside.

Lila Zinter of Exidy feels that professional business practices are especially important to the small operator.

"The smaller guy runs the risk of being bought out by a larger one, but he doesn't employ modern day business practices," said Zinter. "He needs to use that part-time business consultant and keep a sharp eye on his investments.

Watching one's capital outlay is the essence of the industry right now, according to many coin community executives, at a time when 100 game orders by distributors and short location lives for hit games are not uncommon.

"The boom isn't going to last forever," said Bettelman. "We have to consistently analyze this fast moving business. I realize you can be criticized for being conservative, but right now, I'd rather be a dollar short and a day late than stuck with a shipment of games that's not going to move."

EASTERN FLASHERS

Area tradesters are getting all geared up for spring and what should loom as a great buying season. After all, look at the abundance of terrific equipment on the market and the prototypes being tested for future release.

BALLY'S BEAST-SYRACUSE, in New York, is enjoying brisk business these days, as we learned from Jack Shawcross, midway's "Pat-Mac," Stern's "Berzerk" and Atari's "Asteroids" are topping the video best seller list. Recent exposure in a national magazine has spurred even more interest in the consistently hot "Asteroids," he said. The distrb is currently testing Midway's new "Rally-X" — with excellent results. While this market is not too big on cocktail tables, Shawcross told us that the "Pat-Mac" cocktail unit seems to be generating a revenue in the trend. He mentioned that Jim McKnight, at the Buffalo office, is reporting outstanding activity with the "Pat-Mac" mini-style.

IRVING KAYE CO., sales chief Bill Currier recently returned from a very productive midwest business trip. As he told us, the market for the factory's "Lion's Head" pool table is continuing to expand with a growing number of astute operators utilizing its high potential for increasing their income. In discussing the current shortage of 8-foot bill, Bill expressed concern, but stated that "at this time, Kaye is in good inventory position" and has assured its distributors of continuity.

SPOKE with Bill Kinnear Jr., at Royal Dist.-Cincy, where business is "super." Videos still reign supreme out there with Midway's "Pat-Mac" moving out "faster than we can get them." However, the new Bally "Flash Gordon," which is expected very shortly, could create a real buzz in the market. Royal staff are mourning the death of 71-year-old Maxine Meale, former head bookkeeper and a long time member of the Royal team. She started at Royal in 1959 and remained with the company until her recent retirement. Meale had worked in the coin machine industry for more than 45 years.

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□ PUBLISHER
□ RECORD COMPANY
□ ONE-STOP
□ VENDING MACHINES
□ JUKEBOXES
□ DISCOUNT GAMES

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□ DISCOUNT GAMES
Opening Statements Highlight First Day Of Sam Goody Trial
(continued from page 1)

International distribution of Goody's parents corporation in Minneapolis, where they were seized by the FBI on Jan. 8, 1980 in a follow-up to the massive East Coast "Operation Mod Squad" raids.

"Knowledge," said Jacobs, "is the critical issue in this case. Not just knowledge of what they were doing, but conscious avoidance of knowledge and answers to simple questions."

The defense lawyers representing Sam Goody Inc., Levy and Stolton. Kenneth Holmes, representing Goody, explained to the jury (which had been screened for their lack of knowledge of the music industry) the history of the business, and American Can, contrasting Goody's background as an informal, family-run business with the business of the two larger corporations. Pickwick, acquired by American Can in 1977, has the Musicland retail chain, rack operations, independent distribution interests and acts as a manufacturer of several labels. The parent corporation of Goody and Pickwick, American Can, has interests in iron ore, can-making, tubes, paper, medical supply packaging, paper cups, paper towels, sewing supplies, rubber, and other consumer goods. The U.S. and Canadian timberlands is the largest paper manufacturer in the U.S. and second largest in the world.

Holmes described the record business as being characterized by constant dealing in quantities of free goods, promotion records, imports, cutsouts, and front-line product from secondary sources — a "Middle Eastern beaver," as he called it — and said Stolton was a "deal maker who has spent his whole life in the business."

Holmes stressed that counterfeit product was often most indistinguishable from legitimate ones, which often hinted at differences because they are made in different plants, and that the burden of proof that Goody dealt counterfeiters lay with the prosecution. He noted that what the American Can auditors felt were "unusual" transactions were made with hand-written checks because they were deals requiring immediate payment, adding that they were all properly documented, with "nothing hidden or hidden," also contrasted the number of tapes purchased from Collins, Pierce and Vener with Goody's dealing in counterfeit records and tapes. Finally, he said the American Can auditors who refused to cooperate with the prosecution did so on his advice. He offered to let them talk to Jacobs if Stolton would let him talk to his witnesses, which the prosecutor refused to do.

Representing Levy, described his client as "not the type of man who would engage in such activities as dealing in counterfeit records. His duties were basically financial, even after he became president of the company, and he never really been involved in buying product, other than signing some checks." Singer also pointed out to the jury that "Levy had no specific knowledge of the Goody deal, other than they had an employment contract with Goody which included a consultancy arrangement and then a pension. When American Can took over the company, they gave him a provision that left him in danger of losing all of his benefits if he did anything sneaky or no-color or brought disgrace to the company."

"Model Citizen" Martin Gold, representing Stolton, described him as a model citizen and decorated war veteran who was Sam Goody's first employee, having spent 40 years with the company. Stolton became involved in purchasing during the late 1940s, ultimately rising to the position of vice president, and explained making deals to purchase stocks of promotional product, free goods, cutouts and front-line product from different distribution system of secondary suppliers. He described the government's witnesses as "a bunch of crooks," nothing more than "grape pickers" who had been promised a "free ride" and said that Stolton's dealings with Pierce and Collins as perfectly legitimate.

"This is a prosecution turned upside down," Gold stated. "All of the bad guys are innocent, and all of the good guys are innocent, all to get my war hero." He also pointed out that although Tucker and Carroll will testify that they indeed manufactured counterfeit tapes, they never met Stolton and their statements won't prove that Stolton knew he was involved.

The first witness to testify in the trial was FBI special agent Larry DeWitt, who served the subpoena on Pickwick in Minneapolis on Dec. 29, 1977. DeWitt was shown a box of 4,400 cassettes shipped from Goody, including Grease, Saturday Night Fever and Charlie's "Hot Shots." Several boxes of cassettes from the seizure were introduced into evidence, although Holmes and Gold established that some of the tapes were not in their original boxes and that they had been stored on a skid on the Pickwick warehouse floor and were not concealed. The next witness to testify in the trial, which will resume on March 9, will be another FBI agent and Tucker.
L.A. Club Scene Rebounds As A&R Artist Development Resource For Labels

(continued from page 14)

will start showcasing young black talent once again within the next few months. East Los Angeles' Latin community, never an A&R stronghold, has also shown signs of mainland street life as of late. Clubs like Rudy's Pasta House, home turf for frequent Boardwalk signing Tierra, and The Vex, where nuyorican bands like The Plugz and The Brat hang out, are evidence that East L.A. has more to offer than San- tana imitators. Recent shows at the Roxy and Whisky featuring The Plugz, The Brat, The Undertakers and Los Illegals have shown that the Latin rock influence is gaining ground in the mainstream club scene.

Legal Hassles

However, one major problem the L.A. circuit has faced in the past several months is the closure of several clubs. Both the Arena and the Hong Kong Cafe in Chinatown went out of operation last year because of financial problems; and The Starwood in West Hollywood and The Cuckoo's Nest in Orange County are currently in hot water because reputations as neighborhood nuisances have led to court battles for their operation licenses.

The possibility of these two prominent new wave/punk clubs going dark has Pilmouls manager/producer Danny Holloway miffed.

"I think the change in the administration has affected the L.A. street scene, and many of the clubs should prepare to do battle. We came up through the dance club circuit, and I believe the Pilmouls will always have a place to play; but the scene is becoming frizzled with these recent club closures, and I'm worried for the next generation of bands," he said.

For the most part, however, the L.A. club circuit remains healthy and continues to be an integral part of the A&R, artist development and promotion scheme. And while it has been transformed from the low-key singer/songwriter scene that emanated from folk/rock venues like Ash Grove and McCabe's in the '60s to a 25+ club network today, A&R men still feel that L.A. nightclub godfather, The Troubadour, is an institution.

"The Troubadour's hook night always has been and still is the best place to find fresh new talent in L.A.," said Columbia's Philbin, who found Karla Bonoff on a special Monday night there. "Nine new acts are featured each hook night, and many of the artists cannot be seen anywhere else in the city."

Pirates Convicted In Florida Case

(continued from page 8)

There were six ITSP and eight wire fraud counts; John C. McCulloch — RICO sub- stantive, RICO conspiracy, six ITSP and five wire fraud counts; Curtis R. Snipes — RICO substantive, RICO conspiracy, copyright conspiracy, five wire fraud counts; Francis Lockamy — RICO substantive, ITSP, copyright conspiracy, five wire fraud counts; George Washington Cooper (Bud) McKinney — RICO substan- tive, RICO conspiracy, ITSP, copyright conspiracy, five wire fraud counts; Francis Lockamy — RICO substantive, ITSP, copyright conspiracy, five wire fraud counts; and Lanny Darrell Drum — copyright conspiracy.

Judge Harold Melton will sentence the eight defendants in approximately 45 days, after pre-sentencing reports are completed. Possible sentences on each count are up to 20 years and $25,000 on RICO; up to 10 years and $10,000 on wire fraud; up to one year and $25,000 on substantive copyright infringement for a first offense and two years and $50,000 on subsequent offenses.

CRT Chairman James Calls For Abolition Of Tribunal Before House Subcommittee

(continued from page 7)

been frozen and that perhaps more than $100 million will be frozen "in the not too distant future." Such machinations would mean that copyright owners might get their money for years until the litigation is completed, he added.

Individual View

James emphasized that he was speaking only for himself, but said some of his four colleagues shared his views, wholly or in part. One commissioner reached after James' appearance before the subcommit- tee declined to state his views, saying he was waiting to be called to testify himself. The subcommittee will hold hearings on the CRT sometime soon, a subcommittee source said.

On the subject of jukeboxes, James said, "Congress should adopt fair and reasonable rates based on marketplace value with annual adjustment based on consumer price index or some other rate for the jukebox industry."

Regarding the mechanical royalty rate, James said that history supported the need for a compulsory license for making and distributing records and tapes, but that the ongoing, periodic federal intervention in adjusting such rates was unnecessary. James also put himself on the side of his colleagues in calling for removal of CRT's responsibilities to es- tablish rates for non-commercial broad- casting under the compulsory licensing provisions of the Copyright Act.

James' views on abolition of CRT was countered by subcommittee chairman Robert W. Kentenmehr (D-Wisc.), who noted that the whole idea of compulsory licenses for cable TV was prompted by Congress' purpose to override Supreme Court rulings holding that cable TV had no liability for copyright violations when it is not distributed off-air programs of TV stations.

Kentenmehr also said that he was unsure if the CRT's function should be assumed by an administrative judge, nor was the sub- committee chairman ready to leave the fate of jukebox fees "to the mercy of various picketing organizations.

Rep. Harold S. Sawyer (R-Mich.) suggested that the jukebox royalty situation might be overcome if record manufac- turers made a specially-designed record for jukeboxes "it might have a square hole, for example," he mused. The price of that record could include the royalty fee, he said. Rep. George E. Danielson (D-Calif.) proposed, in jest, that jukebox records be made that would disintegrate after a certain number of plays "like the one-horse shop." Danielson also complimented James' candor in "lancing the throbbing boil."

PolyGram Hikes Prices

(continued from page 8)

crease the sales of solid catalog material, as well as reactive items that may have been cut out," said Jim Lewis, PolyGram vice president of marketing for special pro- jects. "We want to re-focus attention on these artists by offering older material at this mid-range price so that the consumer can experiment by purchasing earlier albums by his favorite artists or simply replacing worn copies from his collection." PolyGram also plans to continually enlarge its catalog midline "three or four times a year," according to Lewis, with the next midline releases to occur "around June, if all goes well." The product to be in- cluded will "be based on the success of this release," Lewis added.

At this time, there is "no pre-conceived projection" as to the ultimate number of records to be included in the midline series, said Lewis. Instead, "it will be determined by the size of our catalog and how well it sells."

The new midline will fall under the terms of the current PolyGram returns policy.

ACM Relocates In L.A.

LOS ANGELES — The Academy of Country Music (ACM) has moved its executive offices here. The new address is 635 Sunset Blvd., Suite 915, Hollywood, Calif. 90028. The telephone number remains (213) 462- 2351.

Pedro Dupuy Boswells Firm

LOS ANGELES — Dupuy Records, Productions, Publishing Corp. was recently for- merly Pedro Dupuy Music, which offers clients artist management, production packaging, music publishing and record production services.

CELEBRATING THE CREAM OF THE CROP — The 23rd annual Grammy Awards show, held at New York City's Radio City Music Hall on Feb. 25, was highlighted by numerous superstar appearances and the unprecedented sweep of the top Grammy awards by War- ner Bros. newcomer Christopher Cross, who won all four general category awards and five of the six he was nominated for. Immediately following the show, a number of record compa- nies held private parties to honor their recording artists. Pictured in the top row are (l-r): Al Stewart producer Michael Omartian; Kenny Kelly, Gerald Alston, Sonny Bulivns and Blue Lovett of the Manhattans, who won a Grammy for Best R&B Vocal Performance; and Alan Paul, Cheryl Bentyne, Janis Siegel and Tim Hauser of the Manhattan Transfer, which won a Grammy for Best Performance for "Birdland" in the new jazz fusion field, with Siegel winning an additional Grammy for Best Arrangement for Voices. Pictured in the bottom row are (l-r): Walter Yetnikoff, president, CBS Records Group; Placido Domingo, CBS Masterworks recording artist; Thomas Wyman, president, CBS; Joe Dash, vice president and general manager, CBS Masterworks; Judith Blegen, CBS Masterworks artist; Dick Asher, deputy president and chief operating officer, CBS Records Group; Epic/Cleveland international recording artist Meat Loaf; Yetnikoff; Bob Siner, president MCA Records; MCA recording artist Olivia Newton-John; Sue Siner; Ray D'Ariano, vice president, MCA Records, New York; and Joe Bonsall of the Oak Ridge Boys.
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**CASH BOX TOP 100 ALBUMS**

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**CASH BOX TOP 100 ALBUMS**

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<td><strong>I BELIEVE IN YOU</strong></td>
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<td><strong>BACK ON THE STREETS</strong></td>
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<td><strong>THE WILD THE WILLING AND THE INNOCENT</strong></td>
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<td><strong>ALL AROUND THE TOWN</strong></td>
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<td><strong>SKYPPORT</strong></td>
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<td><strong>TOUCH</strong></td>
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<td><strong>ARETHA FRANKLIN</strong></td>
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PLATINUM!

LEE CLAYTON
THE DREAM GOES ON

THE POET LAUREATE OF OUTLAW ROCK
BLASTS OFF WITH A COSMIC VISION AND AN ANGRY GUITAR!
PRODUCED BY CHIP YOUNG AND LEE CLAYTON