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Michael Roshkind

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EDITORIAL Welcome Back

A recent Cash Box survey has discovered that many of those who lost their jobs in the industry during the financial crisis of 1979-80 have returned to the scene as independent entrepreneurs. While a number of those laid off during that time have found jobs at other labels, and a number of others have left the industry entirely, those former label staffers who have used their experience to carve another niche for themselves exemplify the kind of initiative that can make this business prosper again.

One of the most important factors behind the explosive growth of the industry in the '50s and '60s was the emergence of the independent businessman. Concurrent with the rise of rock 'n' roll, independent businessmen transformed the industry from a three-company monopoly presiding over a small market into the sprawling giant it is today.

News Highlights

- 11th annual ITA convention begins in Hollywood, Fla. (page 5).
- RCA announces price hikes for LP product (page 5).
- Goody price movement goes ahead in counterfeit case (page 5).
- Sen. Thurmond renews request for data on Justice Department price-fixing probe (page 5).
- “You Better You Bet” by The Who and John O'Banion’s “Love You Like I Never Loved Before” (new and developing artist) are the top Cash Box Singles Picks (page 9).
- “Sucking In The Seventies” by The Rolling Stones and “Sons And Lovers” by Hazel O’Connar (new and developing artist) are the top Cash Box Album Picks (page 11).

Top Pop Debuts

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Elvis Presley
COLUMBIA GOES FOR BLOOD — Harmelodic guitar wizard James Blood Ulmer will record his first Columbia LP this spring. Pictured celebrating Blood’s singing are (l-r): Jim Wilson, Ulmer’s manager; Bruce Lachenammer, director, special projects, CBS Records; Ulmer; Joe McEwen, manager, A&R East Coast, Columbia; and Dr. George Butler, vice president, jazz/progressive A&R, Columbia.

Goody Prosecution Moves Forward Despite Vehement Defense Tactics by Dan Nooger and Dave Schupps
NEW YORK — The prosecution in the Sam Goody counterfeit trial pressed ahead with the presentation of its case as defense attorneys for the retail chain, its president George Levy and vice president Sam Stolion sought at every turn to impugn the reliability of key government witnesses, and at one point sought to keep them from testifying at all.

Defense attorneys pointed out many instances of incompetent record-keeping of witnesses’ statements by the FBI and the Justice Department’s Organized Crime Strike Force for New York’s Eastern District, as well as inconsistencies in the evidence and the stipulation signed by prosecutor John Jacobs that provided that all notes containing facts on the case were to be turned over to the defense.

On this basis, defense counsels sought to prevent convicted counterfeit cassette manufacturer Frank Koehler; middlemen Norton Verner, Spencer Pierce and Jeffrey Collins; and Long Island dealer Robert Scarrenti from testifying in the case. Chief Goody defense counsel Kenneth Holmes also cited two earlier Second Circuit Court of Appeals decisions in the cases of “Buf- falino” and “Paoli,” in which the Appeals Court ruled that “the government must bear the heavy burden of proving that such action (loss or destruction of notes and materials containing case facts) is not prejudicial to the defendants.”

Evidence in context? Jacobs contended that the key question was whether such materials were deliberately destroyed, which he said was not the case, adding, “No witnesses are being called who haven’t made statements to the FBI, and all of the statements and pertinent information have been handed over to the defendants prior to any testimony in the case.” He also noted that there was no precedent decision requiring that some of the materials sought by the defense, such as notes of phone calls and “to do” notes, be handed over.

Postage Hikes, Strong Dollar Hamper Smaller Exporters by Fred Goodman
NEW YORK — A 40-40% recent rise in the postal rate for international parcel post surcharged (combined with the strengthening of the American dollar against the weaker European currency, the surcharged rate on the international postal market has slowed business and widened the schism between large and small, international traders.

A Cash Box survey of New York-based companies found that, while many of the large one-stops and exporters dealing exclusively with large accounts requiring freight forwarders are relatively unaffected by the postal change, smaller exporters dealing with individual customers and small businesses overseas have been hurt by the hike.

“Of the effect of the postal hike on us has been minimal,” reported Vicky Dammer, traffic manager for Cardinal Export Corp. “We ship about 85% of our customers by air cargo.”

“We don’t do that much in the way of parcel post, so it hasn’t really affected us,” said Brian Fletcher of Stratford Distributing. “We might ship by priority mail to St. Thomas or Puerto Rico if it isn’t a big order, but otherwise we use a freight forwarder.”

Smaller Exporters Hurt
“It’s definitely affecting us,” reported Julius Reninick of Town Hall Record Stores, Inc. “We do most of our business by air freight, but some of it by mail. It’s too soon for the hike to have had an effect on our business, but as the customers get to know about it, I’m sure that it will. We’re getting to where the cost of postage is almost the same as the goods.”

“IT used to cost about 32 cents a record to ship to Europe, but now, it’s about 70 cents.” said Fredan of Overseas Record, the owner of one of the few independent stores in the country to still be printing the now-defunct overseas rack card. Fredan has stopped printing these cards due to the hike in postal fees.

“IT was a worthwhile thing to do, but now it’s not,” Fredan said. “We used to be able to make a decent profit on these cards, but now we’re losing money.

“IT’s a shame, because these cards were a great way to promote our business,” Fredan said. “But now, it’s just not worth it.”

Cash Box/March 21, 1981
Ex-Label Staffers Gone Indie Recall 'With Success'

by Dave Schulps

NEW YORK — The economy-related upsurge that has taken place in the music industry during the past three years has created a changing personnel picture at the major labels. While many of those who lost their jobs at one label have been able to resume their positions at another, and others, especially in the area of sales, have left the music business entirely, a growing number of former employees of the majors have opted to become independents, hoping to use their experience to create a niche for themselves in a profit-making endeavor.

A Cash Box survey of over a dozen former employees of the majors who have formed their own record companies indicated that while the going is almost never easy, there are two main avenues through which independent success can be achieved—the offering of a unique service, and the utilization of an indie's inherent flexibility to diversify into various sectors of the industry, especially to create alternate sources of income while getting an operation off the ground.

Those questioned in the survey came from varied job levels at the majors, from upper management on down, and most had considerable experience at one or more record companies. All agreed that their record company experiences had been invaluable in getting their solo operations off the ground, and many added that they were taking a big risk, but that it was well worth it for what they knew and what they had learned about the business.

RCA Showed Profit In ’80 But Chairman Sees First Quarter Decline

NEW YORK — RCA's first quarter earnings will be down considerably from last year, according to Edward H. Griffiths, chairman and chief executive officer of RCA.

In a statement released in conjunction with the publication of the company's annual report, Griffiths cited several reasons for the decline: heavy expenditures in February, the company's first-ever introduction of SelectaVision Videodisc System, an unfavorable sales climate in January and early February, increased programming costs affecting the NBC Television Network, and inclusion last year of an unusual $18.1 million gain from insurance proceeds on the Satcom III satellite.

Caviano Forms New Label, Promi Form

NEW YORK — Ray Caviano, president of RFC Records and former executive director of Warner Bros. dance music department, has announced the establishment of the RFC Group of Companies. The RFC Group will function as a label, licensing product through established major music dealers and independent distributors, and as a national promotion offering a mechanism for club and radio exposure primarily to new rock and R&B artists.

RFC Records’ first production deal is with Atlantic Records, which will release albums by Change and Gino Soccio. Change’s “Miracles” and Soccio’s “Closer,” bearing the RFC/Atlantic logo, will be released this spring.

In addition, the RFC Group will establish an Island Will Issue Controversial Tape Package In U.S.

by Dave Schupps

NEW YORK — Island Records will soon be introducing an exciting new format: The One Plus One cassettes in this country through its independently distributed Mango and Anthill lines. Island founder Chris Blackwell told Cash Box last week, Island has released a new format that not only sounds better, but also looks better. The new format is designed to appeal to the growing number of cassette buyers, including those who prefer to listen to tapes in the comfort of their home.

B'nai B'rith Honors Deikel — Theodore Deikel, chairman, Pickwick International, has been honored by the B'nai B'rith Anti-Defamation League with its 19th Annual B'nai B'rith and the Music and Performing Arts League's B'nai B'rith, Deikel received the ADL Human Relations Award at the luncheon, attended by over 500 people. Pictures are (l-r): David Rothfield and Toby Freier, former president, B'nai B'rith; Rabbi Samuel H. Michael, U.S. Senator, Maryland; D. Leslie Soper, founder and first president, Music & Performing Arts Lodge of B'nai B'rith; Deikel; David Lieberman, chairman, Lieberman Company; Ira Moss, president, Moss Music Group and former president, Music & Performing Arts Lodge; George Port, senior vice president, Pickwick International, Inc.; and Arnold Forster, general counsel, Anti-Defamation League.

Not A Gimmick

“ar enemy and the enemy of the people who are fighting me is the same,” Blackwell said, “it's the people who sell blank cassettes. If we can cut into their market, then surely we're winning. My main thrust is that One Plus One is not a gimmick for Island Records, because I don't think people will run out and buy an Island artist just from just a couple of years ago.

CASH BOX

PUSH — While in Los Angeles to introduce the 10th anniversary campaign planned for the Push for Excellence program, Rev. Jesse L. Jackson stopped into the offices at 20th-Century Fox Records to visit with some friends. Pictured are (l-r): Bunky Sheppard, vice president, 20th; Jackson; and Neil Portnow, 20th president.

One of the great journeyman hard rock bands in popular music, Mercury recording group Rush has gained platinum status by being visible in the concert halls of the world nine months of the year, incessant touring, coupled with the band's ability to refine its molten metal via techno rock, has brought the Canadian trio a steady following and strong support from the AOR community.

The band, composed of bassist/lead singer Geddy Lee, guitarist Alex Lifeson and drummer Neil Peart, has been making "Permanent Waves" on the North American music scene since its debut album in 1974. And after three JUNO awards, gold LPs, and one platinum album, the heavy threesome is still growing stronger.

Formed by Lee and Lifeson in the late 60s, the band, which originally had another drummer, worked its way out of high schools and into the club and bar circuit of Toronto. But with its first LP was completed in 1973, Rush and its managers (Ray Daniels and Vic Wilson) financed and independently released the work on its own Moon Records.

The 1974 release drew raves as an import in Cleveland and interest from AT&T booking agency and Mercury Records, which signed the act last year. Pearl joined the band as drummer just prior to its initial tour of the U.S. and Europe ("By Night.") "Cares Of Steel," "All The World's A Stage," "Farewell To Kings," "Hemispheres," "Permanent Waves" and "Moving Pictures" have followed, and Rush has developed huge audiences in the U.S., England, Germany, the Balkan countries and, in its native Canada.

Ever since its breakthrough album in the U.S. in 1976's "2112," the threesome has been experimenting with synthesizers and techno-rock techniques to embellish its granite-hard sound. "Permanent Waves" put the band over the top for AOR as the multi-platinum "Spirit Of Radio" single was a 1980 FM staple.

The new "Moving Pictures" LP is simply another step forward for Rush in the area of state-of-the-art hard rock.

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WILLIE NELSON, BETTE MIDLER, THE BLACKWOOD BROTHERS, LINDA RONSTADT, JOHN WILLIAMS, AMANDA McIBROOM, BILL EVANS, BARRY and ROBIN (PRS) GIBB, GEORGE JONES, GEORGE BENSON, PINK FLOYD (PRS), JAY GRAYDON, JOE ZAWINUL, B. J. THOMAS, REGGIE LUCAS, JAMES MTUME, WALTER and TREMAINE HAWKINS, BOBBY BRADDOCK, CURLY PUTMAN, JAMES CLEVELAND, CAL TJADER, THE MANHATTANS, JAMES TAYLOR, AL JARREAU, ROY ORBISON and ALBAN BERG

all helped BMI once more get the lion's share, — 28 — of the GRAMMY awards
Thank you all, and NARAS
Charles Fox: Making The Move From Composer To Performer

by Mark Albert

LOS ANGELES — What do songs like “Killing Me Softly With His Song,” “I Got A Name,” have in common with feature film scores like “9 to 5” and “Goodbye Columbus,” as well as albums which feature songs and scores to popular TV shows like “Happy Days” and “Love Boat?”

What these works as well as dozens of other film and TV scores and compositions include are songs written and composed by Charles Fox, whose compositions have been awarded a Grammy Award for best record in 1973 and five best song and score, as well as five other Academy, Golden Globe and Emmy Award nominations.

Charles Fox has been covered so many times internationally by more than 1,000 artists that we wanted to conceptualize the song differently. After stating the theme in the beginning with a small rhythm section and light percussion, it flows into an impressionistic classical soundscape without the note of Debussy. As the recording process was a gratifying one for Fox, he has no immediate plans for touring. "I don't have to go out on tour to make a living," he said. "I have the financial freedom to do what I want to do."
NEW AND DEVELOPING ARTISTS

JOHN O'BANION (Elektra E-47125)
Every so often, an act comes out of the blue with a sound that radio will find hard to resist. This week, that artist is John O'Banion, whose first effort falls right in the pop mainstream. Comparisons to Pablo Cruise, Toto, a touch of Hall & Oates... it all is here, and more.

MICHAEL WYCOFF (RCA PB-12179)
After gaining Top 40 on the B/C Singles chart with his debut song, Wycoff encore with the assistance of full-voiced Merry Clayton on an R&B powerhouse. A multi-layered vocal mix adds to the impact, with a smooth, but not sugary, string section. A sleeper any way you see it.

CARL WILSON (Caribou Z56 01049)
The touch rocker Beach Boy Carl Wilson comes out on this solo debut, as he engages in a passionate duel with Myrna Smith, a former member of the Sweden Inspirations. The infectious ballad attack is based on a simple, no-nonsense and ultimately effective 4/4 beat, lead by a heavy kick drum. Punchy pop/rock for AOR and pop.

KAME (Polypod PD 2161)
An eerie "Irie?" tune of "dread" from Kame, one of the latest major reggae artists to cross our path. Female backing vocals are definitely in the R&B bag, but the guitar and rhythm work are pure rockin' rasta roll. An exceptionally infectious mid-tempo groove rides throughout, with a catchy horn punctuations. B/C should open up to this.

BILL MEDLEY (Liberty 1402)
Don't Know Much (3:07) (ATV Music Corp./Mann and Wellz Music/Chrysalis Music — BMI) (C. Wellz, B. Mann, T. Snow) (Producer: M. Lloyd)
Former Righteous Brother Medley goes right for the upper deck as he waxes his sensitive baritone and this affecting love ballad. Delivered in a world weary rasp, this is in the Kenny Rogers MOR mold.

TOM SCOTT (Posse POS 5009)
Got To Where You Em (3:33) (Gold Horizon Music Corp. — BMI) (T. Scott) (Producer: T. Scott)
Saxman Scott blows in a sultry wind on this mellifluous and slightly funky little instrumental. From its original soundtrack to the Pryor/Wilder comedy hit film Stir Crazy. Like the Brecker Brothers, this could be in the jazz or B/C radio groove.

RICK JORDY (Green G 719F7)
Give It To Me Baby (3:48) (Johate Music Co., Inc./Stone City Music Co. — ASCAP) (R. James) (Producer: R. James)
He seemed you stole it with "Mary Jane," he shot you with his "Love Gun," now he gives it to you with another grinding funk, heavy on the horns. From his collection of "Street Songs," this'll wear out a few shoes as fast as B/C radio jumps on it.

LADY SHAY (Mercury 76099)
Wild Like (3:28) (Val-i-Joe Music/Felstar Music — BMI) (M. Cooper, F. Pilate, G. Jackson) (Producer: Con Funk Shun)
One of the last Memphis horns bands from the Stax crowd, Con Funk Shun continues to turn out romping yet polished R&B like its last Top 10 B/C hit, "Too Tight." The band flat out on the party lights again here on this dance floorer for B/C.

CREEDENCE CLEARWATER REVIVAL (Fantasy 908)
Tombstone Shadow (4:05) (Jondora Music — BMI) (J.C. Fogerty) (Producer: not listed)
One of the latest, greatCCR's minor classics, this tune about a fortune teller oozes with earthy rock/R&B and Fogerty's gritty southern-fried vocals. Superior live material from one of the great American rock bands.

GLEN CAMPBELL and TANYA TUCKER (Capitol 49686)
Don't Want To Be A Dreamer On That Night (3:05) (ATV Music Corp./Webbeck Music Corp. — BMI/ASCAP) (J. Parker, H. Shannon) (Producer: G. Klein)
Those "dream" lovers are back on a more bouncy, uptempo duel, with a solid touch of funky country. The snappy rhythm and melody is bound to have a few fingers popping. A crossover item.

NARZHET (A&M 2324)
Dressed To Kill (3:31) (Panache Music Around Ltd./Stickepko Ltd. — ASCAP) (McCafferty, Agnew) (Producer: J. Baxter)
Narrow with Jeff "Zunk" Baxter at the producer's helm, engage in a spirited barroom boogie on this track from the "Fool Circle" LP. A dense guitar and drum sound should drive this one onto hot rotation at many AOR stations.

CARLY SIMON (Warner Bros. WBS 49669)
Simon sinks her teeth into the hot, passionate and slightly sinister title track from her current LP. The songstress' seductive chant has all the fire of a flamenco dance.

GAZ BAND (Mercury 76101)
Yearning For Your Love (3:54) (Total Experience Music Publishing Co. — BMI) (R. Wilson, O. Scott) (Producer: L. Simmons)
This is unquestionably the year's big Gut. After snagging the #1 spot on the B/C Charts with "Burn Rubber," the band shifts into a mid-tempo, E/W-styled groove that surely establish it as a crossover act to be reckoned with.

PARLIAMENT (Casablanca 2330)
Smack H (3:55) (Rubber Music — BMI) (Bootsy, D. Spreadley) (Producers: G. Clinton, E. Collins)
Slickly, dicky, snap... the boister are at it once again, as the cosmic dance continues with a visit from Sir Nose and Star Child. Look for this to follow "Agony of, Defeat" up the B/C charts.

THE WHO (Warner Bros. WBS 49698)
You Better You Bet (3:58) (Towner Tunes Inc. — BMI) (Townshend) (Producer: B. Szmyczy)

HITS OUT OF THE BOX

REO SPEEDWAGON (Epic 19-01054)

ROD STEWART (Warner Bros. WBS 49666)
Somebody Special (4:28) (Riva Music Inc./JWB Music Corp. — ASCAP) (Stewart, Harley, Chen, Savig, Cregan, Grainger) (Producer: Harry The Hook)

STYX (A&M 2323)

DELBERT McCLINTON (Capitol/M.S.S. 4984)
Shotgun Rider (3:08) (House of Gold Music, Inc. — BMI) (Hurt, Henley, Slate) (Producers: B. Beckett, Muscle Shoals Rhythm Section)

ROBERTA FLACK and PEABO BRYSON (Atlantic 38630)

BOZ SCAGGS (Columbia 11-01023)

Cash Box/March 21, 1981
CBS Inc. Forms Fifth Group To Produce Films

NEW YORK — CBS Inc. has announced the creation of its fifth operating group, the CBS/Theatrical Films Group, with the goal of eventually distributing the films it produces. Thomas H. Wyman, president of CBS Inc., and Michael Levy, former chairman of the Paul Kohner-Michael Levy Agency, the group's president and chief executive officer, effective immediately.

Donald March, president of CBS Theatrical Films Division, will continue in his present role. The CBS Theatrical Films Division's first release, Back Roads starring Sally Field and Tommy Lee Jones, premiered in 800 theaters on March 13, with distribution by Warner Bros. As the fifth CBS operating group, CBS/Theatrical Films Group joins the CBS/Broadcast, Records, Columbia and Publishing Groups.

Salomonsohn New VP At U.A. Music

LOS ANGELES — Steven E. Salomonsohn has been named vice president of operations of United Artists Music, effective immediately.

Salomonsohn will be responsible for the music publishing company's financial operations including accounting, royalties, data processing and related administrative departments. Prior to his appointment, Salomonsohn was vice president, finance and administration, for PolyGram Records Operations and was also a member of the management committee of PolyGram/MGM Records, records on the PolyGram Records Operations Advisory Group.

In announcing the appointment, Harold Seiler, president of UA Music said, "Steven Salomonsohn comes to us with excellent credentials as a financial executive in our industry. His presence will add considerable strength to our executive staff as we continue to move forward to achieve the growth goals we have set for 1981."

Caviano Bows New Label, Promo Firm

continues from page 4

an American arm for Quality Records of Canada. The new joint company, which marks Quality's entrance into the U.S. market, will be called RFC/Quality Records. Initial releases will be by singer Karen Silver and the rock group Inductions. Independent distributors will be announced shortly.

Staff appointments made by Caviano include: Bob Siegel, general manager; Jack Waldon, controller; and Bob Gossen, East Coast promotion manager. The appointees were all employees of either Quality Records or Warner Bros., dance music department.

Caviano began his record industry career in the mid-sixties as a manager for emerging rock acts on New York's Lower East Side before becoming an assistant to the publisher for Rolling Stone magazine. He has been a member of the staff of Quality Records, director of North American operations for Miles Copeland's British Talent Managers and vice president of TK Records. In 1973, Caviano established a dance music department for Warner Bros. Records, taking the title of executive director over the entire department.

The RFC Group of Companies will be located at 101 W. 55th Street, New York 10019.

Sherman Named Sr. Vice President, Motown Records

LOS ANGELES — Richard Sherman has been appointed senior vice president of marketing and distribution for Motown Records and its affiliated labels, including Tamla and Gordy.

Most recently senior vice president of sales and marketing for the Boardwalk Entertainment Co., Sherman has also held the post of senior vice president of product development, Casablanca Records and FilmWorks. He returns to the company after originally working as a label sales manager before Motown moved its headquarters from Detroit in the early 70s.

Sherman will be based at the label's present corporate office in Hollywood.

Justice Dept. Probe

As reported on page 4, a hearing member Sen. Orrin Hatch (R-Utah), requested that former anti-trust chief Sanford Litvack supply them the data after Thurmond was accidentally confidentially that the Carter administration was behind the closure, without any indictments, of the probe in 1979.

Thurmond and Hatch have maintained that the basis for the request is to see if the L.A. probe, which the congressman said was used considerable time, money and manpower, was handled in a proper manner.

The Justice Department replied to the senators' request (Cash Box Dec. 20, 1980), but would not make the report, citing Grand Jury Rule 6E. The federal rule is a provision that protects Grand Jury proceedings from review by all but Justice Department lawyers or upon court order.

A spokesman for the senator said that the request was renewed now because new Justice Department personnel are being established and because the lawyers in the New York-based Sam Goody counterfeiting trial requested certain portions of the same data.

Federal Judge Thomas C. Platt, who is hearing the case, ordered the Justice Department to turn the documents over to the defense attorneys after certain parts had been redacted (Cash Box, March 7).

Spokesmen for the senators indicated last December that before seeking court action to obtain the information, they would request that the Justice Department cooperate with the congressmen's request.

Justice Department officials, however, said that the new administration would not change adherence to the Grand Jury rules and that a court order was the only legal way by which the senators could obtain the data.

A Justice Department official said last week that the department had received the senator's new request and would respond, although the department was still a question. Proposed attorney chief William Baxter was unable to comment on the senator's request or the possibility of Thurmond obtaining the data without court action because at press time he had not been confirmed.

EXEcutives on the Move

Richard Sherman

Brinton

Marcus

Keep

Brinton to Pavillion — Pavillion Records, a CBS Associated Label, has announced the promotion of Jane Brinton to vice president and general manager. She has been in charge of national promotion/creative efforts for the label over the past six years. Prior to her joining Pavillion Records, she had operated a national independent promotion firm known as Brinton & Company based in Los Angeles.

Marcus Appointed At CBS — Deane J. Marcus has been appointed director, financial analysis, CBS/Records Group. He joined CBS in 1978 as a financial analyst in the CBS Records Division's operations marketing profit center. He was promoted to manager, financial analysis—operations marketing, CBS Records Division, in 1979.

Warner Names Harden — Holmes Harden has been appointed executive vice president and chief financial officer of Warner Amex Cable Communications Inc. Prior to joining Warner Amex, he had been with Reliance Group and its affiliated companies since 1971.

Changes At EMI — EMI America/Liberty Records has announced the promotions of Gary Gerh and Kathy Keep to the director of talent acquisition and director of A&R administration, respectively. Gerh, who previously was manager, A&R, has also held regional and national promotion posts with EMI America. He has been with the company since its inception and was regional promotion manager with Capitol Records.

Brett Named At Aristas — Aristas Records has announced that Jonathan Bennett has been appointed assistant to the president and executive vice president & general manager. From 1976 through 1980, he was vice president of business affairs for Sire Records. Prior to that, he practiced law as a private attorney in England.

Changes At PolyGram — Walter P. Burton has been named director of Management Information Systems (MIS) Operations and Joseph J. Costinock, controller, PolyGram Company. Burton previously was manager, MIS operations and programming, RCA Records, where he served for the past 16 years. Costinock joined PolyGram in 1977 as senior auditor from the New York City office of Price Waterhouse & Co. In May, 1980, he was named assistant controller, assuming his present position in February of this year.

Burton and Lawrence J. (Bud) Ozarski and Jerry Hassen respectively, both of whom have left PolyGram.

Garber Named At Motown — Jesus Garber has been appointed as western regional R&B promotion manager for Motown Records. Prior to joining Motown he was promotion manager for Capitol Records, prior to that, he was a program director of KHJ-FM and also did independent promotion for Motown, RCA and Casablanca Records.

Bencivengo Named — Richard Bencivengo has been appointed coordinating producer of Music West division, Warner Amex Satellite Entertainment Company. He will be producer/director at WHY-TV 12 PBS in Philadelphia.

Changes At MCA — Cynthia Badie-Dashiel and Barbara Marsallis have been named regional rock product promotion managers for MCA Records. Previously, Badie-Dashiel had worked as a public relations/marketing consultant with Larry Jefries and Associates. Prior to that, she was an executive administrator with the A.B. Tolbert law firm, assigned to the Monrovia, Liberia office in West Africa. Marsallis has previously worked as a promotion manager for both Jackie Ward Enterprises and Whitfield Records.

Garber

Badie-Dashiel

Marshall

Schuster

Changes At WASEC — John Fisher, John Micalie, Diane Frischke and Irv Peck have recently been appointed production managers for Warner Amex Satellite Entertainment Company. Fisher comes to WASEC from WNET/13, New York where he was assistant manager for operations. Prior to that he held a position as graduate teaching assistant in television at Syracuse University. Prior to joining WASEC, Micalie was supervising unit manager for NBC Television Network in New York. Frischke joins WASEC from WNED/13, New York. AMAS Repertory Theatre and Jacques D'Amboise's National Dance Institute. And while in New York where he was a production manager, Rita Merenyi was named manager of operations for WASEC. Prior to this position, she was operations coordinator, and before that, assistant to Nickelodeon general manager at WASEC.

Schuster joins ASCAP — Gary Schuster has been appointed staff writer in the publications department of ASCAP. He previously worked in the book publishing field.

Changes At Top Billing — Andrea L. Smith, Barbara C. Farnsworth and Vincent T. Phelan have been named as director of consumer relations at Top Billing Inc. Atlanta. Mike Simmons has joined the firm's creative services division as its national press coordinator. Smith and Farnsworth, senior vice president and vice president of the corporation respectively, have served since 1969 and 1971 respectively.

ASCAP Names Cox — Ainslee Cox has been appointed to the standard awards panel of the American Society of Composers, Authors and Publishers. He has served as music director of the Oklahoma Symphony Orchestra, and directed the Chamber Opera Theatre of New York.

Blakely Johns Maga — Troy Blakely has gone to Maga Artists Corporation's west coast office. He was formerly a vice president of Diversified Management Agency in Detroit for eight years.

Ran Naimark — Keith Flaws Management has announced the appointment of Elin Glikman to executive assistant. Glikman, who will be involved with all facets of the management of the recording industry executive The Rokats, was formerly with Sight & Sound Management.
REVIEWS

HITS OUT OF THE BOX

SUCKING IN THE SEVENTIES — The Rolling Stones — Rolling Stones Records COC 16028 — List: 8.98

This great hits of the 1970s is ample proof that Mick and the boys have aged well. There’s dance (“Hot Stuff,” “If I Was A Dancer”), blues (“Man Is Like A Monkey”), and good old dirty rock ’n’ roll (“Shattered” — “When The Whip Comes Down”) — illustrating again that the Stones are the pop band for all seasons. This should have been a two-disc compilation, but “Sucking” has all of the carry- radio classics. They’re a little more ragged than they were in the ’60s, but Lear jets and all, the Stones are still as brash and rebellious as ever.

TENDERNESS — Ohio Players — Boardwalk FW 37090 — Producer: Leroy “Sugar” Bonner — List: 8.98 — Bar Coded

The Players debut for Boardwalk still has that funky dance-oriented sound of earlier works like “Skin Tight” and “Fire,” but the sound has been refined to match ’80s tastes. Those “jumpin’ rhythms and hot horn blasts are still in evidence, but songs such as “Boardwalkin’” and a pulsating treatment of “Sitting On The Rocks Of The Bay” have a glossy techno funk edge that should please B/C and pop audiences. Top track on this slick as a whistle LP is the sensual ballad called “It Takes A While.”


She’s a little bit country and a little bit rock ‘n roll, and that spells hot crossover property for Rosanne Cash. Cash’s husband, Rodney Crowell, puts that old hollow rockabilly edge on Rosanne’s voice that is perfect for country-tinged rock. Her vocals on songs like Steve Forbert’s “What Kinda Girl?” and Tom Petty’s “Homenow Blues,” are irresistible. A crossover smash for Cash.

SPINNERS

LABOR OF LOVE — The Spinners — Atlantic SD 16032 — Producer: Michael Zager — List: 8.98

The Rubber Band men are back with style on “Labor Of Love.” The Spinners/Michael Zager team that worked so well on “Cupid” last time out is happening with a percussive vengeance on its latest effort. The threesome seems to favor the medley as a single release, and this time it’s a party in a honey in “Yesterday Once More…” Nothing remains the same. Zager’s inventive production style keeps the band’s sound modern, without straying too far from traditional R&B funk roots. This classic stand up soul band proves it still has as much energy as in the “Mighty Love” Days.

NEW AND DEVELOPING ARTISTS


After the disappointment of having her debut LP, the soundtrack to Breaking Glass, released without a movie to back it up, Hazel O’Connor comes back strong on this follow-up. Released from the strict thematic and stylistic structure of a soundtrack, O’Connor’s brand of basic, English new rock is highlighted in a more accessible light here. Top cuts are driving “O-Days” and “Zoo,” the cynical “Ain’t It Funny,” the relentless title cut and the bluesy ballad “Who Will Care?”

APART FROM THE CROWD — Great Buildings — Columbia NJC 36920 — List: 7.98 — Bar Coded

L.A.’s own Great Buildings combine the sound of Sun Belt rock — a la Tom Petty with a twist of Byrds — and a new pop rock attack. The group has a tight, high harmony ring, a driving guitar sound that puts the band firmly in the mainstream, and the knack for killer songs. The former members of The Quick have finally made good here. “Hold On To Something,” “Maybe It’s You” and “One Way Out” are deserving of AOR hot rotation, post haste.


This neo-rockabilly band came on strong last year with hits that AOR singles like “Once Is Not Enough” and “My Mistake,” but the tight little threesome from L.A. is revved up for “The Big Rock.” There’s a lot of Sun session in its rhythms, but slick production and a new rock delivery make the Kingbees a lot of fun.

JOURNEYS TO GLORY — Spandau Ballet — Chrysalis CHR 1331 — Producer: Richard James Burgess — List: 7.98 — Bar Coded

They dress like the pirates and barn dances from the 16th Century. Straight from England, it’s the new romantic crowd — and they have their own music. Bands like Adam And The Ants, Visage and Chrysalis’ own Spandau Ballet play the beat of this British blitz movement. The music is a combination of Ultravox-flavored synth rock, the steady rhythm kick of disco, and the alien vocals of the new wave. Top tracks on this soon-to-be dance club favorite are “Age Of The Blows” and “Confused.”

FAIRIES — Elliott Murphy — Courtisan MUR-101 — Stream: Elliott Murphy and Thom Panuzio — List: 5.98

Murphy was hailed as the next Dylan when he arrived on the music scene in the early ’70s with his brilliant “Aqualshow” LP. The undeserved moniker proved to be an albatross for the literary rocker, as the critical acclaim didn’t translate into record sales. Murphy still has a strong lyrical bite to his music, but his Eastern folk rock style has matured into a cohesive contemporary sound that works beautifully on this album.

FOOL IN LOVE WITH YOU — Jim Photoglo — 20th Century Fox T-621 — Producer: Brian Francis Neary — List: 7.98 — Bar Coded

This veteran of L.A.’s South Bay barroom scene is back with another barrage of mellow ballads and Michael McDonald— influenced A/C pop numbers. Photoglo and producer co-songwriter Brian Neary have improved greatly as a songwriting team on “Fool In Love With You.” The title track and the liltting “I Can’t Let Go Of You” highlight this sophomore effort, perfect A/C fare.
**East Coastings**

ohoizinforn a BRUSIN' — Fleetwood's founding member John McVie and his wife pleaded guilty to cocaine and firearms charges, dating from a December arrest in Hawaii. They were facing fines of up to $10,000 and a maximum of a year each to spend a $500 each to a Hawaiian drug program. One of the most interesting items at the hearing was a photo appearing to be the scoring for a full-length animated cartoon called Dr. Blank & the Ritz, a studio production by Blondie's Chris Stein at the production helm. Chairman Iggy Pop has so far led down a track called "Pain and Suffering," while Debbie Harry may get involved as well. ... Look for Epic to release a promotional LP of the Clash members being interviewed by manager Cosmo Vinyl. Mick Jagger and Keith Richards are huddling in Barbados to decide which of 60 completed songs will make the upcoming LP Live in Dublin. The definitive collection of the Clash, which will be released in England on November 16, is expected to go on their next album. The Ian Dury team has just confirmed their appearance on Saturday Night Live, which just announced it would go off the air for a month for a production overhaul. Ex-Monkee Peter Tork has moved to New York. He's got master's to shop... The great Quincy Jones is again producing Michael Jackson, recording TV commercials for imported controversial island "One Plus One" cassette. NRBO, which is touring with Carl Perkins, will record an album of Burt Bacharach compositions.

**John's Scher of the News** — New Jersey impresario John Scher figures importantly in this week's news. First, Scher has acquired the Atlantic Records Brothers and claims that the principals of the group appear to be extremely healthy. They are prepared, he says, to turn out a better album than their previous two, which were marred, he claims, by the pressures of extricating themselves from their Capitol deal. Second, Scher confirms that the Jersey-based Meadowlands Arrows, which seats 21,000, will, "in all probability," open the first week of June with Bruce Springsteen and the E-Street Band slated to play "between six and eight dates." Scher also suggests that an album featuring basi's singer/songwriter Jack Bruce, an album he manages, may become a collector's item. According to Scher, the BLT album cover on Chrysalis, featuring Bruce, drummer Bill Loman and guitarist Robin Trower, gives Bruce and Loman co-credit, but distant, second billing to Trower. The next run of the album, Scher claims Chrysalis officials have assured him, will feature Bruce's name in typeface "about 90% of the size of Trower's."  

**Downtown Rappin'** — It was the night that rap music came downtown. The March 12 all-rap show at the Ritz, produced by Frankie Crater and featuring Grand Funk, Gang, Motherf*ck, and the Furious Five, Sequence, Coatl Mundi and the Funky Four Plus One, was the greatest assembly of rap talent we can remember on one stage, down or up. And the media responded accordingly, with an interest that went well beyond the norm. The only problem was that the act ran over and featured a losing performance — though we can't help feel that both Sequence and the Grandmaster's crew will be the acts historians will talk about. It was, however, most deserving of the media attention, and a potentially promising career in the music business for years to come. Every street maven with pop antennae was there — from Ahmet Ertegun, who founded Atlantic Records in 1947, to Cory Roquemore, who will bow an indie rap label in two weeks.

**Jambalaya on the Bowery** — The pride of the Big Easy, the New Orleans Brothers, are in town to record vocal overdubs for their upcoming A&M LP. We heard some rough mixes at Atlantic Studios and can vouch that this new recording, under the production aegis of Joel Dorn, completely realizes this group's consummately funny talents. Every little touch works on this album; from the keyboard assistance of Mac "Dr. John" Rebbennack to the vocal background of Clays Hoaran, the horn playing of "Fathead" Newman, the guitar playing of ex-Meter Leo Nocentelli and the horn charts of New Orleans' underappreciated genius, Wardell Quezergue, the album vindicates this group as the premier exponents of New Orleans funk and America's first musical family. While in town, the group stopped by Tramps for the club's Tuesday night soul jam and played with the Uptown Horns (whose leader, percussionist on Broadway, may be the soul queen of the night), Dr. John, Mercer Wilson, and Iggy Pop within 50 feet of each other). Aaron did a version of "Tell It Like It Is" that Red Star mascot Marty Thai called "one of the most transcendent musical moments at this club.

**Indie Beginnings** — French new wave label Celluloid Records opens its offices here on March 20, and will fly in 150 French media people for a party at the Ritz that day, featuring performances by paced groups, Suicide, Suicide, Madisonian, Material Deadline. Pilot recently had some meetings with label executive Jack Crago about an act he controls — United States, Regal, J.O.B., and Atomic-H to the Japanese-based P-Vine Special label.

**Goody Prosecution Advances**

(seized of several duplicating units, a recor-...
Goody Prosecution Advances

continued from page 12

He had first been interviewed over the names of certain star performers who had been listed as potential witnesses in print, with Holmes objecting that their names were not on the list made by the prosecution, although the names did appear on a supplemental witness list submitted to Judge Pratt. Holmes then stated that he had predicted that this had prejudiced the defense case, and Judge Pratt ruled that Jacobs would have to continue with his names before he could call those on the later list. Gold further objected that the "star" witnesses could not contribute substantial testimony and recommended that the government tell defense counsel what testimony they were expected to produce.

Agent Ferri revealed that in the course of his interviews of mid- diemen Collins and Pierce, and dealer Carroll, in collaboration with FBI agent Warren Flagg, some notes taken by the agents that contained facts pertaining to the case had been lost or mislaid, and in some cases, no notes were taken at all. Stolton attorney Gold brought out that in-terim drafts, made from handwritten notes and used as guidelines for later written notes, had been lost. "302" forms were not used in or-der to get statements without putting an FBI agent's identity to them as if they were there if this form is used.

Barringer, defense attorney for George Levy, introduced a "302" form dic- tated by Levy in January 1980 and made by him when served with a sub- poena on Dec. 28, 1979, which singer stated was inadmissible.

Missed Statement

Holmes brought out that notes for the July 2, 1980 interview of Simon Narny (Ver- ner) always instited product was overruns, which didn't appear in the final state- ment. The statement taken from Pierce and a second statement made by him that Verner's product wasn't stolen or counterfeited, although this ap- peared in the longhand draft. Jacob stated to the court that the state- ments and notes contained no false state- ments, that they were all the witnesses will learn to that the changes made were clearifications.

Convicted counterfeit cassette manufac- turer and ex-NASCAR racer Robert Jefferson Starship, Wings, Frank Sinatra and Elvis Presley, and stated that between 1969 and 1975, he had distributed, 500,000 counterfeit cassettes, including 165,000 he sold to Ver- ner, who, he said, bought him a shrink- wrapping machine and was paid with drink tickets. Also, he said he had him deport and his home was visited by inspectors who checked his business and tax records and found a bouncer check he'd used to pay taxes on his Long Island house in 1979. He is currently in the country under a statute that permits aliens to stay in the U.S. if their testimony is needed in a criminal case.

Verner stated that he had had meetings with each of the luminaries, and a CBS executive had offered to cooperate with record com- pany investigations into counterfeiting. He said that he sold a million cassette for RSO, in PolyGram, RCA and CBS.

Verner also stated that he had made over 300,000 counterfeit operations, and he had a reputation for being a "product and overruns. He was asked about a meeting he had as a car with American Can em- ployees, when he described it as "basically involved in the buying and selling of compact discs" and check in- drawn checks in which he identified one transaction that he believed was with Ver- ner.

However, he never met Verner, but stated that he was once introduced by Stolton to Collins (although he didn't remember his name) to ap- peared to get a check payable to him an invoice in the name of Scarlet Band.

New Mechanical Royalty Topic

by Jennifer Bohler

NASHVILLE — In a direct, no nonsense speech, Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA), addressed the Nashville chapter of the National Association of Recording Arts and Sciences (NARAS), and was thus far the most well-attended, and perhaps the most controversial.

From the conference room of the Max- well House Hotel here, Gortikov, who during the nine months of CTR hear- ings, directed his 40-minute speech at the possible implications and effects of CTR ruling and the possible adverse effects it could have on the record companies specifically, and the industry overall.

The NARAS segment of members in attendance, Gortikov said he felt like a "combination of Typhoid Mary and Darth Vader," although he was to outline his speculation on the impact the royalty increase might have.

One of the most important outcomes of the increase rate could be an in- crease in the retail prices of record albums to cover the increased royalty rate, which would then trigger another increase in retail prices and so on.

He added that many of the results from the CTR ruling that royalty rates may be increased every Jan. 1 hereaf- ter, beginning Jan. 1, 1982. This rate ad- justment procedure calls for averaging list prices on albums for 12 months, ending October 1980, and then for every 12 month period thereafter, that the royalty rate may be adjusted accordingly.

Rising Prices Imminent

Taking in these possible ramifications, into consideration, said record companies could be dishing out an additional $55 million a year above present outlays. Gortikov further outlined that a period that would see these additional ex- penditures increase to $150.50 million by 1983, and $245 million by 1985, a 7.5% annually, as estimated by music publishers themselves.

One of his chief fears, he said, is that ul- timately the consumer will either buy fewer records because of the increase in prices or worse still, stop buying altogether, and start tapping more, which Gortikov labelled the "ultimate risk for us — record com- panies, artists, publishers, composers, wholesalers and retailers."

Gortikov also said that the increase in the royalty rate could result in artists losing some of the creative control over their albums, which, out of economic necessity, would revert to the record companies, and that possibly fewer tunes would be in- Bar Coding Session Is Set For NARM Confab

LOS ANGELES — National Assn. of Recording Merchandisers (NARM) mem- bers and bar coding experts met in New York March 9 to finalize plans for the 1981 NARM Convention seminar, "UPC/Bar code packaging, CBS Records, and its Issues," which will be held April 11 in Hollywood. Fla., will examine the current uses of bar coding systems that are already being utilized, as well as the possibilities for future uses.

George Goldberg, editor of Scanning, Codex, will present the seminar program with an overview of the history of bar coding, with a look at its development and future impact and a close- subet adoption by the health and beauty aid, as well as periodical and paperback, industries.

Stuart Harrison, president of Symbol Technologies, will also speak at the ses- sion, reviewing the printing and scanning hardware picture. Taking the retail view, Sandra Rutledge, vice president of administrative services for the Record Bar Coding, a member of the NARM Operations committee, will discuss the ap- plications of bar coding at the store level and its implications, particularly in the area of inventory management and control.

Speaking from the manufacturer's standpoint will be Richard Bruce, manager of bar coding and factory functions. Western Home Merchandisers, executive vice president Bob Schneider, who is also a member of the later committee, will address the NARM Operations committee, will address the area of industry bar coding, such as positioning of the bar code on tape and the cost of the device as well as other catalog product, which are as yet unsolved.

A question and answer session between attendees and members of the panel will follow the various speeches.

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Cash Box/March 21, 1981

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Songwriter Fox Makes Transition To Performer

(continued from page 9)

don’t see myself doing Las Vegas or places like that, but now and then an opportunity presents itself and I was asked to perform my songs, I think it would be great.” In the meantime, Fox is currently working on a recording of songs that are keeping him busier than ever.

Already completed is the theme song as featured in the current film, Aloha Paradise. The theme song, “Welcome to Paradise,” which he wrote with Carol Bayer Sager, has been recorded by Dave Lawrence and will be released as a single.

Another project, and one that he will be performing live in Los Angeles in October, is “Masada,” a classical work for symphony and chorus in honor of Israel’s Independence Day. Fox and his primary collaborator, Norman Gimbel, are also working on two theater projects. One is a dramatic musical for next year and the other is the musical for Lee Thuan’s The 17th Century.

Additionally, Fox will be working on three film scores this year, including No Small Affair, a teen comedy starring John Hurd. The third, and the most interesting from the composer’s standpoint, is a film based on the song “Killing Me Softly” co-written with Linda Ronstadt.

“This is truly one of the most gratifying projects for me,” commented Fox. “The song ‘Killing Me Softly’ is one of the most beautiful and melodic songs ever written. It’s really quite a turnaround for me; usually I’m given a script and I come up with the music to fulfill the characters and round out the film so that the whole picture gels. Arnold Shulman, with whom I have worked before, is writing the screenplay and the music will be written by Arnold and myself.

Interestingly, Roberta Flack’s version of “Killing Me Softly,” which earned her a Grammy Award for Best Song in 1973, was actually written in one day as the tenth song to finish up Lori Leiberman’s debut album.

Studio Owner

Aside from Fox, that seems to be an endless number of projects. Fox is also a partner with Artie Butler in Evergreen Recording International, a 10,000-square-foot facility designed to meet the unique concept. “I was doing so much work for television and film scores, that Evergreen really grew out of my own feeling that the studio is a little bit overrated by Fox.” Most film studios are simply not maintained well and they are not very contemporary, Fox noted.

For recording film scores, which regular studios do not have, and it can accommodate regular recording by a group, which is Fox.

Fox finds it difficult to single out any one project as his most satisfying. “Every project is gratifying at the moment,” Fox says. “But in general, I would have to say the real gratification and motivation comes from affecting other people, whether it is with a song or a movie or the way that they speak.”

“Music is most definitely the one single language that transcends all people.”

Crescent Records And Publishing Arm Open

LOS ANGELES — Crescent Records, Inc., a music production company formed by James R. Halper, has opened offices here, along with its publishing division, Country Boom Publishing, Inc. The address is 332 S. Crescent Drive, Beverly Hills, Calif. 90212. The telephone number is (213) 533-8024.

NMPA Awards — NMPA president Leonard Breu has announced winning composers Sammy Fain (c) and Bronislaw Kaper (r) for the second annual NMPA Song Awards at the Beverly Hilton Hotel in Beverly Hills March 10.

The Rose” Gets Song Of The Year Prize From NMPA

LOS ANGELES — National Music Publishers’ Assn. (NMPA) honors for song of the year went to Amanda McBroom’s “The Rose,” from the film starring Bette Midler, which won the NMPA board-sponsored reception and award ceremonies at the Beverly Hilton Hotel recently.

The McBroom song was also voted movie song of the year.

Writers and publishers in the categories of R&B, country, pop, easy listening, Latin and gospel music were also honored at the event, which attracted NMPA members and record executives from New York, Atlanta, Nashville, San Francisco and other cities.

The association also awarded “The Colors Of My Life,” with music by Cy Coleman and lyrics by Michael Stewart, from the stage hit Banam, 1980’s Broadway song of the year.

In other awards, Barry and Robin Gibb won for The Bee Gees’ “Love You Too,” and Van Morrison, with whose self-titled album “Wanted” was the tenor of the year, was honored by Stuart K. Hines for his “How Great Thou Art” published by Manna Music Inc.

RCA Chairman Sees 1st Quarter Profit Decline

(Taken from page 12)

RCA’s sales rose to $8.0 billion, with a net profit of $315.3 million in 1980, from $7.5 billion in sales and a $283.8 million net profit in 1979.

The annual report also revealed that RCA Records returned to profitability in 1980, with a slight increase in worldwide sales and profits. In fact, the company reported a strong gain in its domestic sales operations, with the report stating that sales growth was strong in all segments of the industry and that some of its key entertainment activities and a stringent merchandising-rentals policy initiated early in the year.

For a break from the report noted, it had decreased substantially despite a moderate sales increase.

Both revenue and earnings from RCA’s record and tape club declined during 1980.

Rabbit Earns Gold

LOS ANGELES — “I Love A Rainy Night,” the current single by Elektra/Asylum recording artist Eddie Rabbit, has been certified gold by the RIAA.

Still Blowing Strong — Dave Cavanaugh, Capitol Records vice president of A&R, special projects, was presented with a Selmer tenor saxophone for 30 years of service with the label’s a surprise luncheon held recently in his honor.

Playboy’s Annual Poll? — Playboy has always had a reputation as a hip magazine, but with the next edition, it is expected that they will have the annual Playboy Music Poll. This year’s results are just as laughable as ever, with many artists, who haven’t put out albums in years, still ranking high in certain categories. The R&B and jazz categories were amusing (see Rhythm Section for an analysis), and the songwriters category is becoming quite similar to the songwriting feature, with the top songwriters being Michael Jackson and others.

The 90s

The 90s

Westward Ho! — The West Coast played host to some Nashvillians overnight the weekend when RCA participated in the first annual celebration of San Diego’s Mustang Club. Now one of the premiere country clubs south of L.A.’s Palomino, the Mustang Club has been putting on a real party for country music fans. And one of its usual evening’s entertainment was seen by RCA’s Bruce Edwards, as well as L.A.-based promo Carson Schreiber. The RCA contingent was in town to view the anniversary party show that featured three of its most promising new country acts — Sylvia, Dean Dillon and Steve Wariner.

Marc cerner

Westwoods — Look for Geffen Records to sign The Cars big wheel, Ric Ocasek, to a five-record recording contract, and to pick up Mr. Trans Am himself, Sammy Hagar. The Knack will likely remain at the Strand on April Fools Day. The new Joe Walsh LP is entitled “What A Guy Like Me Doing In A Dump Like This,” and it will be out May 1.

Todd Rundgren will produce the new New England album for E.A. — Because of the success of “You Better You Bet,” which was the lead single off the RCA pop band’s debut on the Billboard Hot 100 chart at #5 bullet this week, The Who’s “Face Dances” LP is being rushed release this week. Island will be domestically releasing “The Secret Policeman’s Ball,” in April. The album, a live recording effort at an all-star event in London in March, features Tom Robinson, Neil Innes, John Williams and Pete Townshend doing brilliant acoustic versions of “Drowned,” “Pinball Wizard” and “Don’t Get Fooled Again.”

David Lindsay’s solo debut, “El Razo X (The X-Ray),” is set for a May 4 release. Lindsay, of the English rock group Jethro Tull’s Mickie Thomas and Joe Walsh cohort Joe Vitale) to be in the stores by fall.

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Marc cerner
National Jazz Airplay

**Weeks on Chart:**

1. **WINELIGHT**
   - Technician (ECM 2-1180)
   - Concord
   - 20

2. **TOM BOWIE**
   - 5

3. **VOICE IN THE RAIN**
   - Joe Sample (MCA 5172)
   - 2

4. **ALL AROUND THE TOWN**
   - Tapan Zee/Columbia CMC 37696
   - 3

5. **LATE NIGHT GUITAR**
   - Earl Klugh (Poly/Columbia CMC 37693)
   - 5

6. **MOUNTAIN DANCE**
   - Dave Grusin (GRP/Arta 5010)
   - 11

7. **INHERIT THE WIND**
   - Wilton Felder (MCA 5144)
   - 8

8. **GIVE ME THE NIGHT**
   - George Benson
   - 22

9. **CIVILIZED EVIL**
   - John Lee Hooker
   - 33

10. **IT'S JUST THE WAY I FEEL**
    - Gene Ammons
    - 5

11. **MR. HANDS**
    - Alphonse Mouzon (Warner Bros. 3042)
    - 14

12. **THIS TIME**
    - John Hiatt
    - 33

13. **NARD WRIGHT**
    - (GRP/Arta 5011)
    - 26

14. **ODORI**
    - Ishou Asa (Arts 5194)
    - 16

15. **SAVANNA HOT-LINE**
    - Native Son (MCA-5157)
    - 18

16. **TOUCH OF SILK**
    - Eric Gale
    - 19

17. **GOTHAM GORDON**
    - Columbia CMC 37693
    - 21

**Chart on March 21, 1981**

**Composed of the following playlists:**

- KWR/LOS Angeles, KLCG/Eugene, KMCR/Minneapolis, KUHF/Houston, KCMW/Warrensburg, WUVW/Wilmington, WEMU/Ypsilanti, WBFO/Buffalo, WBST/Boston, WBGW/Newark.

**New adds:**

- Millie Jackson
- Night Mist
- Abba
- Rich Mix
- Side By Side
- Muse
- Stylrene
- Before The Dawn
- Accord
- Rufus & Stevie Perpetual Stroll
- Thriller
- Miles Davis
- Directions
- Columbus
- Mungo
- Dylshire
- Live At Montreux
- Thelonious
- Joe Henderson
- Relaxin'
- At Camarillo
- Contemporary

**Live Under the Sky:**

- V.S.O.P
- CBS Mastersound
- 12C
- 3670
- Producer: David Rubinson

**Idris Muhammad:**

- It's Me and All the Rest
- List: R&B

**Kasha:**

- Sandra
- Thriller
- Bass
- Eddy
- Soul
- Jam
- At 11:00
- Live
- B/O
- Bar

**Jazz Album Picks:**

**Directions:**

- Miles Davis
- Columbia K2 36472
- Producers: Jim Fishel, Joe McEwen and Stan Tenkely
- List: 13.9

**List in the Sixties:**

- Joe Beck
- Frank Butler
- Ron Carter
- Paul Chambers
- Jimmy Cobb
- Billy Cobham
- George Coleman
- Chick Corea
- Joe DeLorenzo
- Gil Evans
- Victor Feldman
- Steve Grossman
- Herbie Hancock
- Dave Holland
- Keith Jarrett
- Elvin Jones
- Benny Maupin
- John McLaughlin
- Hank Mobley
- Art Farmer
- Wayne Shorter
- Frank Institute
- As a program co-sponsored by New York State's Division for Youth and the New York City Youth Board.

**Records Records Records:**

- Columbia and Fantasy/Prestige have gotten new 35.99 mid-lines into the stores. For Columbia, the records are additions to the Jazz Odyssey series, and include "Salute To The Flute" by Herbie Mann.

**Cash Box/March 21, 1981**
ITAs European Seminar For Oct. 10-12
LOS ANGELES — ITA's first European Home Video Seminar has been rescheduled for Oct. 10-12 at the Palm Beach Club in Cannes, France. The seminar will be held concurrently with VIDCOM '81, which takes place Oct. 9-13.

Bernard Chevry, comissaire-general of VIDCOM, has offered the full cooperation of his organization to ITA for its seminar, which will be programmed and structured similarly to the group's annual domestic events. European facilities that will be offered by the ITA included French, German, Italian and English translations of the programs and sessions, as well as a large screen projector.

A program of 15 key executives from U.S. ITA member companies, 15 European executives, and additional executives from around the world, will be featured. Seminar workshops will conclude at 3:00 p.m. each day by allowing exhibitors to travel to the nearby Palais des Festivals, where more than 300 exhibitors will be displaying home video products in conjunction with VIDCOM '81.

Attendance is limited to no more than 350 for the event. For registration information, contact Jack van Leen, ITA Europe, Mekelbeek Laan 2, 5624 KR, Eindhoven, The Netherlands. Telephone: 010-433679. In the U.S., contact ITA's office at 10 West 66th Street, N.Y., N.Y. 10023 or telephone (212) 737-0910.

The 11th Annual ITA Seminar
"AUDIO/VIDEO UPDATE - 1981"
HOME VIDEO WORKSHOPS

9:00 a.m. — Opening Address
"DEREGULATION IN THE '80s"
Abraham A. Riscraft, Esq., Former Senator Chairman: — Moderator: —

Roger Sammon, ICI Americas Inc.
Nick Denton, Reader's Digest

Session 1
"A PERSPECTIVE OF THE HOME VIDEO/CONSUMER RESEARCH"
Andrew Kohut, Gallup Organization

Session 2
"THE BULL MARKET IN HOME VIDEO"
Ted Anderson, Arbitron Research

Session 3
"PROGRAMMING TRENDS/THE INTERACTIVE VIDEO DISC FOR THE CONSUMER MARKET"
Jim Fiedler, president, MCA DiscoVision

Session 4
"SALES PATTERNS/PAST, PRESENT & FUTURE"
Harvey Seslowsky, president, National Video Clearinghouse

Session 5
"VIDEOTAPED INTERVIEWS WITH USERS/THEIR VIEWS OF ALL COMPETING ENTERTAINMENT DELIVERY SYSTEMS"
Bob Pfannkuch, president, Video Group, Bell & Howell Afternoon Workshop

1:30 p.m.

Chairman: — Moderator: —

George Ricci, Columbia Pictures Videocassette
William Madden, 3M Co.

Session 6
"BRINGING THE MAGIC HOME"
Herbert Schlosser, SelectaVision VideoDisc

Session 7
"LEGAL PROBLEMS AND OPPORTUNITIES IN THE HOME AND INSTITUTIONAL MARKETING OF PROGRAMMING"
Ken Winslow, Winslow Assoc.

Session 8
"A NEW, LIGHTWEIGHT 'HEAVYWEIGHT' FORMAT/ITS EFFECT ON OUR INDUSTRY"
Jack Minor, Technicolor Audio-Visual Systems

Session 9
"THE INTERACTIVE/HOME VIDEO AND INDUSTRIAL (a joint presentation)"
Nicholas V. Iuppa, Bank Of America NT&SA
J. Philip Stack, Sony Video Products

Session 10
"NEW DEVELOPMENTS IN TELECOMMUNICATIONS"
Joe Rozien, president, Telegen

March 17
9:00 a.m. — Opening Address
"THE WORLDWIDE VIDEO MARKET"
K.T. Tsuendo, Sony Video Products
Ken Tamaya, Pioneer Electronic Corp.
Samura, Warner Home Video, Inc.

A total of 32 new members joined the organization during 1980, bringing the total number of ITA members to well over 450. In reviewing the growth in membership, Henry Belf, executive vice president of the ITA, stated, "Many of our members have been with us since our inception, but the industry we serve has grown and changed and developed so rapidly that we are constantly getting an influx of new members. We welcome each and everyone and thank our charter members for working with us on a regular basis all these years."

Mag Video Garners 5 New ITA Gold Awards

LOS ANGELES — Magnetic Video, Farmington Hills, Mich., and subsidiaries of 20th Century-Fox Film Corp., has earned five new ITA Golden Videocassette awards, bringing the total number of ITA gold certified awards up to 14 for the company.

The latest titles to be honored include The Stunt Man, 9 To 5, The Longest Day, African Queen and Where Are You When, with noted psychologist Dr. Morris Massey. According to Magnetic Video, What You Were Watching, is the first "library" videocassette to achieve sales of $1 million.

ITAS European Seminar For Oct. 10-12
LOS ANGELES — A total of 12 companies have joined the International Tape/Disc Assn. (ITA) as members since the beginning of 1981. Among the new member companies are Associated Merchandising Corp., Karl Video Corp., Mission Plastics South, Inc.; NBC Enterprises, Inc.; Rainbow Prod.; Trans American Video (TAV) of Nevada; U.S. Pioneer Electronics Corp.; VHD Programs, Inc.; The Vidtronics Co., Inc. and Warner Home Video, Inc.

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A work of art should be rewarded with another work of art.

Introducing the Scotty Award.

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

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

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

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

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

Scotch Recording Tape

Magnetic A/V Products Division

"Scotch" is a registered trademark of 3M.

3M Hears You.
GIVING OUT THE GOLD — ITA executive vice-president Henry Brier (II) was kept busy handing out Golden Videocassette awards in 1980, with 11 bestowed upon manufacturers like Columbia Pictures Home Entertainment for Close Encounters of the Third Kind — The Special Edition. Director of marketing Stephen Basloe accepted the award, which recognizes more than $1 million in audited sales.

RIAA/VIDEO Hands Out Four Platinum, 18 Gold Awards

LOS ANGELES — The first four home video platinum awards have been certified by RIAA/VIDEO, signifying sales of at least 50,000 pre-recorded videocassettes and/or videodiscs with a retail list value of $2 million, in addition to 18 gold awards. Magnetic Video Corp.’s Alien and M*A*S*H, as well as Warner Home Video’s Superman and Ali, garnered platinum honors, while four companies shared in the gold awards, including MCA Videocassette Inc./MCA Videodisc Inc., which took the first six combined videocassette/videodisc citations. Gold awards represent sales of at least 25,000 units with a retail list value of $1 million.


Companies that have earned RIAA/VIDEO gold or platinum awards will receive certificates until an official award plaque is accepted by council. RIAA/VIDEO is presently holding a design competition among art directors of member companies to create an official award for copyright.

Sales audits on all awards are certified by the Recording Industry Assn. of America (RIAA)-hired independent CPA firm, Gelband, Breslauer, Renner & Feldman. Any company or company division that manufactures or is licensed to manufacture and/or market prerecorded video programs for the home entertainment market is eligible to apply for RIAA/VIDEO gold or platinum award certification. For further information, contact Stephen Traiman, executive director, RIAA/VIDEO, 1633 Broadway, N.Y., N.Y. 10019. The telephone number is (212) 765-4330.

Horowitz Named VP, Programming For Magnetic Video Corp.

LOS ANGELES — Seymour Horowitz has been named vice president of programming for Magnetic Video Corp., home video software subsidiary of 20th Century-Fox Home Entertainment. In his new post, Horowitz will be responsible for directing the development of new programming for the company, in addition to searching for new creative programming concepts.

A 30-year television programming veteran, Horowitz has served as the programming director of ABC-owned and operated stations during the course of his career. He first took a programming directorship at KGO-TV in San Francisco in 1961. In the course of his San Francisco tenure, Horowitz served as president of the S.F. chapter of the Academy of Television Arts and Sciences, 1962-1963. He moved to WXYZ-TV in Detroit in 1967 to serve as program director.

From 1973 to 1975, Horowitz held the program director’s position at WABC-TV in New York, later serving as vice president of programming for all the ABC-owned TV stations.

Horowitz will be based at Magnetic Video’s Manhattan offices in New York. The firm is based in Farmington Hills, Mich.

Gould Steps Down As Video Corp. Chief Exec.

LOS ANGELES — George Gould, chairman of the board of the Video Corp. of America, has resigned his post as chief executive officer of the firm, effective June 30, 1981. Alfred Markin, current president and chief operating officer of VCA, will succeed Gould.

Gould, who will continue to serve as chairman of the board for the Video Corp. of America, cited personal circumstances, involving a family medical problem, as his reason for leaving.

After originally working with CBS Television as a producer/director, Gould left the network in 1957 to the first independent videotape production studio in the U.S. He formed the Video Corp. of America in 1968 and has served as its chief executive officer since its opening.

Business And Industry Video Workshops

March 16
Morning Workshop
Claude G. Broussard, National Science Foundation
Stanley Hankin, Dir., ETA TV, U.S. Dept. of Labor

Session
“COMPUTER GRAPHICS/TELECONFERENCE/OFICE AUTOMATION SYSTEMS”
Alan Pallier, AUI Data Graphics

Session
“The Uses of Digital Still Storage Systems in Non-Broadcast Applications”
Mary Byrnes, Videodisc Consultant

Session
“EXPLOSIVE GROWTH OF SATELLITES FOR SPECIALIZED PROGRAMMING”
Martin Roberts, Satellite News

Combined Home/Business Video Workshop
George Ricci, Columbia Pictures Videocassette
William Madden, 3M Corp.

Audio Workshop
March 16
Morning Workshop
Paul Adams, American Sound Corp.
Aaron Wasserstrom, Magnetic Media Corp.

Session
“CHILDREN’S MARKET”
Bob Pavia, Disney/Blond Recordings

Session
“MEDICAL MARKET”
Claron Oakley, Audio/Video Digest Foundation

Session
“SUCCESS AND MOTIVATION”
Bill Kenyon, Success Unlimited

Session
“WHO RETAILS AUDIO AND HOW — A SURVEY OF AUDIO TIMES”
Richard Eckstut, Audio Times

Afternoon Workshop
“God & Glamour”
Jacque Fleischmann, Cetic Gayas, Inc.
Hugh Wallace, RKÖ Tape
A lot of recording tapes sound good the first few times they’re played. But after a few hundred plays, many end up sounding dull and lifeless.

What can happen is, the oxide particles that are bound onto tape loosen and fall off, taking some of the music with them.

At Maxell, we’ve developed a binding process that helps to prevent this. Once oxide particles are bound onto our tape, they stay put. And so does the music.

It’s this kind of engineering that’s helped make Maxell so easy to sell.

And when a tape is this well made, not only do you profit from it, but so do your customers.
Ex-Label Staffers Turned Indie Relocate With Success

(continued from overleaf)

The support others.

Lenny Scafetti offered a second key factor in pursuing an independent operation: “My survival depends on my not doing what the majors are doing,” said Scafetti, who held positions at Motown, Sire and Arista and is now a partner in Rockpool Promotions, Inc., an independent production company. “My company won’t be successful if I try to come up with formula hits. Encourages Indies

“Historically, the majors have never made things happen,” he stated. “Just look at Atlantic in the ’50s, Elektra in the ’60s and Stiff or Sire in the ’70s. Record company attitudes encourage people to go out and be independent.” Still, he said, he will shop the tapes he produces to the major labels because “I’m trying desperately not to start my own record company. I have too much fun in the studio to want to get involved in that.”

Mark Josephson and Steve Stoff agreed with Scafetti. Both, after being laid off by RCA Records, started companies geared to the indie product — Josephson becoming a partner in Rockpool Promotions, Ltd., a marketing firm that specializes in dance-rock DJs at clubs and radio stations, and Stoff co-owning New Music, which nationally distributes independently pressed new wave and disco records. Both Josephson and Stoff were able to get a head start in exploiting a new area that offered opportunities for the small entrepreneur, but we’re not as yet generating the type of sales figures that attract the majors.

“We thought, when we started Rockpool, that we’d be sweating it financially less than we are,” said Josephson. “But we found out that running a pool is necessarily a low margin enterprise. Maybe we could charge the DJs as much as we could get for our service,” he reflected, “but we just don’t feel it would be the right thing to do.”

Tip Sheet Started

Because Rockpool has found that “our information is more valuable in a lot of ways than our service,” it started publishing the “masses of information we receive from our reporting clubs and stations” as a tipsheet, which they felt was yet another unique service that could eventually result in greater profitability.

In addition, Josephson recently explored another unusual concept when he organized and arranged a promotional effort that tied in concert, radio and in-store appearances on the east coast by two new British acts, Colin Newman and Bauhaus, without any American record company affiliation. He also explored more possibilities along these lines in the future.

New Music has experienced a slow but steady growth since entering into the independent distribution ranks as an outlet for labels and one-stops that were too small for other indies to handle. According to Stoff, “They started dealing out quantities of 200-500 pieces, but now we’re taking orders from 500-2,000. We’re also beginning to extend some of the bigger accounts up to 500 credits, whereas in the beginning we did everything C.O.D.”

More Fragmentation

Both Norman and Josephson spoke of the growing fragmentation of the industry into various music markets in which different distribution, marketing and promotion approaches are used. “For one market you might have one procedure, and all of a sudden, you’re working with a different style of music and you have new terms, new deals, new dating, new programs and new ad structures,” Norman commented. “We also have to learn to speak the different languages that accompany each. Now I’m able to talk to either large distribution systems or mom and pop stores and be aware of their concerns and the tools needed to bring about success.”

Josephson added that “the majors are not yet willing to admit that there is a fragmentation into specialties because the whole idea goes against the way branch distribution systems operate.”

While sales figures for an indie operator may seem low compared to the volume handled by any of the majors, the operating costs of these new companies are small enough to make such totals profitable. When asked what they had learned to avoid from their experience at the majors, a majority of the independents pointed to wasteful extravagances they had seen and remarked that their own businesses are being run more efficiently (which, they said, is proof that much marketplace is getting crowded, there is still work to be had because “majors have limited themselves in many instances and many markets so that their people can’t handle all the functions they now have. Indies decrease the workload for the affiliated promotion people and also act as a less-biased conduit of information to radio stations.”

Scafiti’s company, with massive cutbacks in most areas of the industry, aside from the area of promotion, there is hardly a surfeit of indies around, a fact that surprised some of the independents. Joe Raines, who had managed regional promotion for Atlantic and 20th Century-Fox in the eastern states, said he has been told of dependent promotion, production and music publishing, “I think what I’ve done should be the normal path for music business employees, but most people who get laid off have either turned to related fields or left the music business entirely,” Raines said. “The market is out of the music business and then leave the field entirely because you’ve lost your job just seems ridiculous to me.”

For Raines’ point of view, especially valid in the sales field, where the tendency was to enter other fields rather than seek music industry positions with different companies. The head of a New York-based record company, who asked not to be identified, told Cash Box that of the stack of resumes he’d received from qualified out-of-work business veterans, almost none were in the sales field. “I guess,” he said, “we’ve been able to illustrate the difference between selling records and selling shoes.”

Still, for those dedicated enough to attempt to make the leap into the music industry as an independent, the long hours and occasional hard times seem to be worth it. Said Ruth Carson, “I believe the American Express card and the prestige of being attached to a well-known company name, but right now I wouldn’t trade what I’m doing for anything.”

Brooklyn Based Record Company Is Formed

NEW YORK — The Sound of Brooklyn (TSB) Records has been formed. Initial coordinators are Barney Goldberg, the Night People and “Can I Take You Home” by Mel Sheppard. The production and record company offices are located at 368 Fulton St., Brooklyn, N.Y. 11216. The telephone number is (212) 636-1401.

American Airplay Bows

LOS ANGELES — American Airplay, a new radio format, has been formed by industry executive Sammy Kaplan. A research-oriented firm, Airplay features a national, multi-format approach to provide a fresh alternative for radio stations. The firm’s offices are located at 6464 Sunset Blvd., Suite 935, Los Angeles, Calif. 90028. The telephone number is (213) 866-8100.

LIMELIGHT ANNIVERSARY — Atlanta’s hot nightspot, Limelight, recently celebrated the club’s first anniversary with a star-studded party. Among those who were in attendance (l-r): Grace Jones, Village People’s Randy Jones and the Ritchie Family and Divine with Christine Jorgenson. Cash Box photos by Victoria Lefcourt.
Quello Opposes Nine kHz AM Spacing by Mark Albert

LOS ANGELES — James Quello of the Federal Communications Commission (FCC) has reversed his feelings in support of reduced AM channel spacing from 10 to nine kHz, providing proponents of the issue with their most serious opposition to date. Quello made the announcement at a recent state association meeting held by the National Assn. of Broadcasters (NAB) in Washington D.C.

Commissioner Quello told Cash Box that when the FCC first deliberated on the proposal in 1979, the Carter administration strongly supported reduced spacing on the belief that it would benefit current and prospective broadcasters.

“At that time,” Quello recalled, “I concurred with the vote, which legally means I went along with it, but with reservations. I did write dissenting comments then in my capacity, which the Canadian government quoted later at the Region 2 (Western Hemisphere) meetings held in Buenos Aires last March.

Malsa To Sell Ad Time For Weedcock Group.

LOS ANGELES — Los Angeles-based Weedcock Group has contracted Jack Malsa & Co. to represent their radio network in the sale of time to advertising agencies and clients throughout the United States and Canada.

The arrangement between Weedcock and Malsa is effective immediately.

Weedcock currently services over 200 radio stations nationwide with weekly programs Inside Music, hosted by Charlie tuna, and Country Report, hosted by Ron Martini. The company has also produced hour-long specials such as New Horizons, based on Willie Nelson’s new career as a film personality; Coal Miner’s Daughter, based on Loretta Lynn’s autobiography, Smokey and the Bandit II, and, most recently, The Legend of Jesse James, based on the A&M album project of the same name.

Jack Malsa & Co. currently represents radio stations in key national and regional markets through offices in New York, Chicago, Detroit, Atlanta, Dallas, Los Angeles, San Francisco and St. Louis.

Deadline Extended For AM Stereo Comments

LOS ANGELES — At the request of Motorola, one of five manufacturers competing to have its system approved by the Federal Communications Commission (FCC) as the single system to be used for AM stereo, the FCC extended the deadline for reply comments on the issue from March 9 to March 23.

Cash Box/March 21, 1981
March 21, 1981

# MOST ACTIVE

APRIL WINE • THE NATURE OF THE BEAST • CAPITOL ADDS: None; HOTS: WBLM, KSJO, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and South.

BADDINGER • SAY NO MORE • RADIO CORDELS-ATLANTIC ADDS: None; HOTS: WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and all others.

PAT BENATAR • CRIMES OF PASSION • CHRYSALIS ADDS: None; HOTS: WHQ, WMMS, WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and all others.

THE BOOMTOWN RATS • COLUMBIA ADDS: None; HOTS: WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and all others.

JIMMY BUFFETT • COCONUT TELEGRAPH • MCA ADDS: None; HOTS: WHQ, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: My Jab, Growing Older, Title; Sales: Moderate to fair in all regions; weakest in East.

J.J. CALE • SHADES • SHELTER/MCA ADDS: None; HOTS: WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Fair in West; weak in all others.

SALES: Fair in West; weak in all others.

THE JIM CARROLL BAND • CATHOLIC BOY • ATCO ADDS: None; HOTS: WIBZ, WHQ, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Too Late, People.

SALES: Weak in Midwest; fair in all others.

# MOST ACTIVE

ERIC CLAPTON • ANOTHER TICKET • RSO ADDS: WIBZ, KNX, HOTS: KINK, WBLM, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Major breakthroughs in all regions.

SALES: Major breakthroughs in all regions.

THE CLASH • BANDISTARI • EPILOG ADDS: None; HOTS: WBAB, WBN, WIBZ, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: Hitsville, Police, Magnificent.

SALES: Fair in all regions; weakest in South.

PHIL COLLINS • FACE VALUE • ATLANTIC ADDS: None; HOTS: WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and all others.

ELVIS COSTELLO & THE ATTRACTIONS • COLUMBIA ADDS: None; HOTS: WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, PREFERRED TRACKS: None; Sales: Hold On, I Got You.

SALES: Breakouts in Midwest and all others.

JOE ELY • MUSTA NOTTA GOTTA Lotta • MCA ADDS: KNX, KNJ, WWWM, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: None; PREFERRED TRACKS: None; Sales: None.

SALES: Just shipped.

THE FABULOUS THUNDERBIRDS • BUTT ROCKIN' • CHRYSALIS ADDS: KNX, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Just shipped.

SALES: Fair to weak in all regions.

FLYWOOD/Add/• LIVER • WARNER BROS. ADDS: None; HOTS: WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


ELLEN FOLEY • SPIRIT OF ST. LOUIS • CLEVELAND INTL/EPIC ADDS: WMMS, HOTS: WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


THE FEET • HEAVY MENTAL • AMERICA ADDS: WIBZ, WHQ, WWWM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


FRANKIE & THE KNOCKOUTS • MILLENIUM/RCA ADDS: WIBZ, WHQ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


IAN GOMM • WHAT A BLOW • STIFF/EPIC ADDS: KNX, WIBZ, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA ADDS: None; HOTS: WMMS, KNX, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


JOURNEY • CAPTURED • COLUMBIA ADDS: None; HOTS: WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


THE KING Bee • THE BIG ROCK • RSO ADDS: None; HOTS: WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


KROKUS • HARDWARE • ANGOLARISTA ADDS: WIBZ, KNX, WWWM, WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


JOEY JEST & THE BLACKHEARTS • BAD REPUTATION • BOARDWALK ADDS: WIBZ, WHQ, KNX, WWWM, WMMS, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


JIMMY PAGE • WATER • WARNER BROS. ADDS: None; HOTS: KNX, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


JIMMY PAGE • WATER • WARNER BROS. ADDS: None; HOTS: KNX, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


3 JIM LENNON/YOKO ONO • DOUBLE FANTASY • GEFFEN ADDS: None; HOTS: KNX, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


LOVERBOY • COLUMBIA ADDS: None; HOTS: KNX, WWWM, WHQ, KMGN, WWWM, KNWB, KKJZ, WWFM, WMMS, WHQ, KZGW, WQCR, WHQ, KQWB, KMGN, PREFERRED TRACKS: None; Sales: Hold On, I Got You.


LISTED ALPHABETICALLY BY ARTIST
**WCCC, ADDS:**

- KZEL, KEME, WOUR, WLR, WAAF, KROQ, MEDIUMS: WBAB, WBLC, WBWS, WBCN, WKLO, WMYT, WBLM, WBCN, WMYT, WBLM, PREFERRED TRACKS: A Stranger, Keep On, Tough Guys.

**SALES:**
Fair in all regions; weakest in Midwest.

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**Randy Meisner • One Song for Epic**

- Adds: None. HOTS: WBLC, WSHE, KBPI, WMYT, WBCN, WMYT, WBLM, PREFERRED TRACKS: Hearts, Whistle.

**SALES:**
Weak in West; moderate in all others.

---

**NAZARETH • The Fool Circle • AM**

- Adds: None. HOTS: None. MEDIUMS: WBAB, KBEL, KZEL, KEVY, KEME, WOUR, WLR, WBCN, WMYT, WBLM, PREFERRED TRACKS: Let Me Go.

**SALES:**
Fair in South and West; weak in others.

---

**#10 Most Added**

**Ted Nugent • Intenities in 10 Cities • Epic**

- Adds: KNRC, WABZ, WZAT, WZLC, WZM, WQOZ, WAFQ, WMQG, KMGN, VLVW, MEDIUMS: WBAB, WSHE, KBPI, WMYT, WBCN, KLOL, WWLM, WABX, KWST, WBLM, PREFERRED TRACKS: Open.

**SALES:**
Major breakouts in all regions; strongest in Midwest.

---

**Outlaws • Ghost Riders • Arista**

- Adds: None. HOTS: WBLC, WBAB, WMM, KME, WCCW, WIBZ, KLOL, KJSO, WQRO, WAFQ, KMGN, KMET, KMGN, KMET, WMYT, WBLM, PREFERRED TRACKS: Riders, Angels, Horse.

**SALES:**
Moderate in all regions.

---

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


**SALES:**
Fair in West; weak in all others.

---

**The Plimsouls • Planet/Elektra**


**SALES:**
Good to moderate in all regions.

---

**#7 Most Added**

**The Police • Zenyatta Mondatta • A&M**

- Adds: None. HOTS: KWST, KMGN, KMET, WMYT, WBAB, WBCN, KZEL, WMM, WLS, WSHE, KZEL, KEME, KMET, WMYT, WBCN, WMYT, WBLM, KMGN, PREFERRED TRACKS: Don't Stand, De Do Do, Driven, Canary.

**SALES:**
Good to moderate in all regions.

---

**Rainbow • Difficult to Cure • Polydor/Polycraft**


**SALES:**
Moderate in all regions; strongest in West.

---

**#4 Most Active**

**Red Speedwagon • Hi-Fiidelity • Epic**

- Adds: None. HOTS: WBLC, KWST, WABZ, WIBZ, KMGN, MEDIUMS: WSHE, WWLM, WIBZ, WBCN, WMYT, WBCN, WMYT, WIBZ, WSHE, KZEL, KEME, WMYT, WBCN, WMYT, WIBZ, WSHE, KZEL, KBPI, PREFERRED TRACKS: Seaside, 30 Seconds.

**SALES:**
Good in all regions.

---

**Buckingham/Sneap • The River • Columbia**

- Adds: None. HOTS: HOTS: WBLC, KWST, KMGN, WSHE, WIBZ, WWLM, WIBZ, WBCN, WMYT, WBCN, WMYT, WIBZ, WSHE, KZEL, KEME, WMYT, WBCN, WMYT, WIBZ, WSHE, KZEL, KBPI, PREFERRED TRACKS: Sade, Point Blank, Cadillacs, Ramrod, Dress.

**SALES:**
Good to moderate in all regions.

---

**Steve Winwood • Arc of a Diver • Island**

- Adds: None. HOTS: None. MEDIUMS: WBAB, WBCN, WMYT, WBCN, WMLD, PREFERRED TRACKS: I Will Follow, Out Of Control.

**SALES:**
Weak In South; fair in all others.

---

**#1 Most Added**

**Styx • Paradise Theater • A&M**

- Adds: None. HOTS: None. WMLD, WIBZ, WSHE, WIBZ, WBCN, WMLD, PREFERRED TRACKS: Hold On, First Time.

**SALES:**
Moderate to fair in all regions.

---

**#2 Most Active**

**James Taylor/Adad Love His Work • Columbia**

- Adds: None. HOTS: None. MEDIUMS: WIBZ, WBCN, WMLD, WBAB, WMLD, PREFERRED TRACKS: Her Town.

**SALES:**
Major breakouts in all regions.

---

**Special • Wild-Eyed Southern Boys • A&M**

- Adds: None. HOTS: None. MEDIUMS: WIBZ, WBCN, WMLD, PREFERRED TRACKS: Hold On, First Time.

**SALES:**
Moderate to fair in all regions.

---

**Pat Travers • Polydor/Polycraft**

- Adds: WMLD, KWST, KMGN, WSHE, WSHE, WMMS, KROQ, PREFERRED TRACKS: New Age, M. Ill.

**SALES:**
Just shipped.

---

**#4 Most Added**

**Robin Trower • B.L.T. • Chrysalis**

- Adds: None. HOTS: WBLM, WIBZ, WMLD, WIBZ, WMLD, WIBZ, WMLD, WIBZ, WMLD, PREFERRED TRACKS: Open.

**SALES:**
Moderate breakouts in all regions.

---

**#5 Most Active**

**Bruce Springsteen • The River • Columbia**

- Adds: None. HOTS: HOTS: WBLC, KWST, KMGN, WSHE, WIBZ, WWLM, KMET, WWLM, KMGN, WBLM, PREFERRED TRACKS: Fade, Keep On, Tough Guys.

**SALES:**
Good to moderate in all regions.

---

**#7 Most Added**

**Stevie Nicks • Gaucho • MCA**


**SALES:**
Good to moderate in all regions.

---

**Rod Stewart • Foolish Behaviour • Warner Bros.**

- Adds: None. HOTS: None. MEDIUMS: WIBZ, WSHE, KZEL, KEME, WBCN, WMLD, PREFERRED TRACKS: Special, Gimme Wings, Passion, Dance.

**SALES:**
Moderate to fair in all regions; weakest in Midwest.

---

**#8 Most Added**

**XTC • Black Sea • Virgin/RSO**

- Adds: WSHE, HOTS: None. MEDIUMS: WIBZ, WBCN, WMYT, WKLO, WQRO, WMLD, PREFERRED TRACKS: Generals.

**SALES:**
Fair in Midwest; weak in all others.
<table>
<thead>
<tr>
<th>#</th>
<th>Last Week</th>
<th>This Week</th>
<th>Week's On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1981</td>
<td>1</td>
<td>WOMAN JOHN LENNON 10</td>
</tr>
<tr>
<td>2</td>
<td>10</td>
<td>2</td>
<td>RAPTURE BLONDIE 8</td>
</tr>
<tr>
<td>3</td>
<td>16</td>
<td>3</td>
<td>KEEP ON LOVING YOU REO SPEEDwagon 17</td>
</tr>
<tr>
<td>4</td>
<td>15</td>
<td>4</td>
<td>9 TO 5 DOLLY PARTON 16</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>5</td>
<td>THE BEST OF TIMES STYX 9</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>6</td>
<td>CRYING DON McLEAN 9</td>
</tr>
<tr>
<td>7</td>
<td>9</td>
<td>7</td>
<td>CELEBRATION KOOL &amp; THE GANG 21</td>
</tr>
<tr>
<td>8</td>
<td>10</td>
<td>8</td>
<td>HELLO AGAIN (LOVE THEME FROM THE JAZZ SINGER) NEIL DIAMOND 8</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>9</td>
<td>KISS ON MY LIST DARYL HALL &amp; JOHN OATES 9</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>10</td>
<td>TREAT ME RIGHT PAT BENATAR 10</td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>11</td>
<td>THE WINNER TAKES IT ALL ABBY 18</td>
</tr>
<tr>
<td>12</td>
<td>11</td>
<td>12</td>
<td>THE TIDE IS HIGH BLONDE 19</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>13</td>
<td>I LOVE A RAINY NIGHT EDDIE RABBITT 20</td>
</tr>
<tr>
<td>14</td>
<td>16</td>
<td>14</td>
<td>WHAT KIND OF FOOL BARBRA STREISAND &amp; BARRY GIBB 8</td>
</tr>
<tr>
<td>15</td>
<td>17</td>
<td>15</td>
<td>HEARTS ON FIRE RANDY MEISNER 9</td>
</tr>
<tr>
<td>16</td>
<td>20</td>
<td>16</td>
<td>MORNING TRAIN (NINE TO FIVE) SHEENA EASTON 6</td>
</tr>
<tr>
<td>17</td>
<td>19</td>
<td>17</td>
<td>DON'T STAND SO CLOSE TO ME THE POLICE 7</td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>18</td>
<td>WHILE YOU SEE A CHANCE STEVE WINWOOD 7</td>
</tr>
<tr>
<td>19</td>
<td>15</td>
<td>19</td>
<td>A LITTLE IN LOVE CHILL OUT 15</td>
</tr>
<tr>
<td>20</td>
<td>22</td>
<td>20</td>
<td>FADE AWAY BRUCE SPRINGSTEEN 7</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>21</td>
<td>JUST THE TWO OF US GROVER WASHINGTON 7</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
<td>22</td>
<td>AHI LEAHI DONNIE IRIS 15</td>
</tr>
<tr>
<td>23</td>
<td>24</td>
<td>23</td>
<td>LIVING IN A FANTASY LEO SAYER 9</td>
</tr>
<tr>
<td>24</td>
<td>27</td>
<td>24</td>
<td>SOMEBODY'S KNOCKIN' TERRI GIBBS 10</td>
</tr>
<tr>
<td>25</td>
<td>29</td>
<td>25</td>
<td>ANGEL OF THE MORNING JUICE NEWTON 5</td>
</tr>
<tr>
<td>26</td>
<td>34</td>
<td>26</td>
<td>I CAN'T STAND IT ERIC CLAPTON 4</td>
</tr>
<tr>
<td>27</td>
<td>37</td>
<td>27</td>
<td>DON'T STOP THE MUSIC YARBROUGH &amp; PEOPLE 8</td>
</tr>
<tr>
<td>28</td>
<td>38</td>
<td>28</td>
<td>GAMES PEOPLE PLAY THE ALAN PARSONS PROJECT 16</td>
</tr>
<tr>
<td>29</td>
<td>39</td>
<td>29</td>
<td>PRECIOUS TO ME PHIL SEYMOUR 10</td>
</tr>
<tr>
<td>30</td>
<td>36</td>
<td>30</td>
<td>BEING WITH YOU SMOKY ROBINSON 5</td>
</tr>
</tbody>
</table>

**Prime Mover**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week's On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>35</td>
<td>JUST BETWEEN YOU AND ME</td>
<td>APRIL WINE</td>
<td>7</td>
</tr>
<tr>
<td>36</td>
<td>LOVE TO TIDE</td>
<td>THE HIGH</td>
<td>28</td>
</tr>
</tbody>
</table>

**Hit Bound**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week's On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>39</td>
<td>HER TOWN TOO</td>
<td>JASON TAYLOR &amp; J.D. SOUTHER</td>
<td>2</td>
</tr>
</tbody>
</table>

**Cash Smash**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week's On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>43</td>
<td>WALKING ON THIN ICE</td>
<td>YOKO ONO</td>
<td>4</td>
</tr>
</tbody>
</table>

**New Top 40/AC Band**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week's On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>55</td>
<td>TURN ME LOOSE</td>
<td>LOVERBOY</td>
<td>7</td>
</tr>
</tbody>
</table>

**Cash Box Ra**

**Elvira**

(MCA-51004)

NEW TOP 40/AC Band

FROM THE SOON TO BE RELEASED ALBUM

**FANCY FREE**

ON

.CMA RECORDS

PRODUCED BY RON CHANCEY
## Last this week

| No | Song Title | Artist | Radio Stations
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>72</td>
<td>Keep This Train a-Rollin'</td>
<td>The Doobie Brothers</td>
<td>WQXR, WBBQ</td>
</tr>
<tr>
<td>74</td>
<td>Guilty</td>
<td>Barbra Streisand &amp; Barry Gibb</td>
<td>WBBQ, WKBW</td>
</tr>
<tr>
<td>85</td>
<td>Flash's Theme Aka Flash</td>
<td>Queen</td>
<td>WQXR</td>
</tr>
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</table>

## 86 Right Away

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>86</td>
<td>Right Away</td>
<td>Hawks</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

## 88 Games

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>88</td>
<td>Games</td>
<td>Phoebe Snow</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

## 89 Love You Like I Never Loved Before

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>89</td>
<td>Love You Like I Never Loved Before</td>
<td>John O'Banion</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

## 90 Somebody Special

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>90</td>
<td>Somebody Special</td>
<td>Rod Stewart</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

## Looking Ahead

### If I Was A Dancer

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>48</td>
<td>If I Was A Dancer</td>
<td>Rolling Stones</td>
<td>WBBQ, WKBW</td>
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</table>

### Hooked on Music

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>49</td>
<td>Hooked on Music</td>
<td>Mac Davis</td>
<td>WBBQ, WKBW</td>
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</table>

## Hit Bound

### You Better You Bet

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>59</td>
<td>You Better You Bet</td>
<td>The Who</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

### The Party's Over

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>60</td>
<td>The Party's Over</td>
<td>Journey</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

### Too Much Time On My Hands

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>61</td>
<td>Too Much Time On My Hands</td>
<td>Styx</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

### Medley: Yesterday Once More/Nothing Remains The Same

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>62</td>
<td>Medley: Yesterday Once More/Nothing Remains The Same</td>
<td>Spinners</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

### Take It On The Run

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>63</td>
<td>Take It On The Run</td>
<td>R.E.O. Speedwagon</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

### Running Scared

<table>
<thead>
<tr>
<th>No</th>
<th>Song Title</th>
<th>Artist</th>
<th>Radio Stations</th>
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<tbody>
<tr>
<td>64</td>
<td>Running Scared</td>
<td>The Fools</td>
<td>WBBQ, WKBW</td>
</tr>
</tbody>
</table>

## Garland Jeffreys

### "96 Tears"

**Garland Jeffreys** makes his escape to top 40 radio with his new smash single "96 Tears" (1981). From his hit album "Escape Artist". 

*Garland Jeffreys* is a popular American rock musician who was known for his energetic stage presence and unique blend of rock, reggae, and soul music. His hit single "96 Tears" was a commercial success, reaching the top of the charts in 1981. Jeffreys' music often featured themes of rebellion, freedom, and personal expression, reflecting the spirit of the late 1970s and early 1980s rock music scene. The song "96 Tears" became a defining moment in Jeffreys' career, helping to secure his place as a prominent figure in the rock and roll landscape. Garland Jeffreys is still active in the music industry, continuing to tour and release new material. His music continues to inspire fans and influence contemporary artists, cementing his status as a legend in the rock music genre.
Nominees Named For 16th Annual "Hat" Awards Show

(continued from page 8)

of the Year and the Country Nightclub of the Year will be announced during the broadcast.

The final nominees for "Hat" awards are:

Entertainer of the Year — Barbara Mandrell, Willie Nelson, Dolly Parton, Eddie Rabbit and Kenny Rogers.

Top Vocal Duet — Lacy J. Dalton, Crystal Gayle, Emmylou Harris, Barbara Mandrell and Dolly Parton.

Top Vocal Group — Alabama, Charlie Daniels Band, Lyle Lovett & The Gatlin Brothers, Oak Ridge Boys and Statler Brothers.


Top New Vocalist — Ed Bruce, Leon Everette, Don King, Johnny Lee and Steve Wariner.

Top New Female Vocalist — Kim Carnes, Terri Gibbs, Reba McEntire, Sissy Spacek and Sylvia.

Single Record of the Year (award presented to artist(s), producer(s) and record company) — Coal Miner's Daughter (soundtrack on MCA), Greatest Hits (Rogers on Liberty), Song of the Year (Williams on MCA), There's a Little Bit Of Hank In Me (Charley Pride on RCA) and Urban Cowboy (soundtrack on Capitol/Asylum).

Motion Picture of the Year (award presented to producers) — Coal Miner's Daughter, The Gambler, Honeysocks and Rose, To Five and Back.

Executive producer of the telecast is Dick Clark.

12th Country Radio Seminar Offers Diverse Topics

(continued from page 9)

by Jennifer Bohler

NASHVILLE — In the midst of one of its healthiest years ever, country radio representatives gathered at the Hyatt Regency here March 12-14 for the annual Country Radio Seminar, which this year attracted an estimated 425 participants from across the United States and parts of Canada.

Though past seminars have striven to be educational tools for the medium, this year’s took on a more academic air, with an emphasis on excellent and informative panel topics and panelists.

“Looking at the agenda, you’ll see that we are devoting a lot of time to the business of country radio,” seminar chairman Kim Pyle told Cash Box. “I think, in the beginning, the seminar was designed primarily for programmers, and a lot of issues that concerned them were not addressed.”

COUNTRY

Arrest Solved Money J"Honeymoon and "Luesha"

JUNE 23 — Police arrested a man in connection with the break-in for a red and white gingham dress, the “money J” and a set of false teeth. The man, who was wearing a red and white gingham shirt, was seen entering the store with a man wearing a red and white gingham hat. According to police, the man and woman were seen leaving the store with a red and white gingham dress.

Gortikits Hits New Royalty Rate At Publisher’s Meeting

(continued from page 7)

created on albums in the future.

His reasoning for the first part of this prediction was based in the part of the rule that included the royalty rate, which was reduced by 5 cents for each additional cent earned. In the case of a song that has been on the charts for 20 weeks, half of the earnings would then be split between the songwriter and his publishers. The rate would lose 5 cents for every additional 25 per cent the song had been on the charts, and 4 cents for the next 25 per cent.

Fewer Songs

The economics of the songwriting industry, he said, would also have an effect on the number of songs that would be included on albums. Because of the overall cost factor, he predicted that the number of songs included on albums would decline over the years.

Though the bulk of Gortikits’ speech was spent discussing the changes to the royalty rate, he also touched on the conditions that could lead to a decrease in the amount of money that songwriters and publishers receive. He stressed that the most important condition for the decrease in songwriters’ earnings is that the amount of songs that are written and performed will decrease. When the amount of songs that are written and performed decreases, there will be fewer songs to write about and perform, which will decrease the amount of money that songwriters and publishers receive.

In the case of the songwriting industry, the amount of songs that are written and performed decreases when the amount of songs that are written and performed decreases. When the amount of songs that are written and performed decreases, there will be fewer songs to write about and perform, which will decrease the amount of money that songwriters and publishers receive.

Warner Bros. Launches Major Marketing Push

NASHVILLE — The Warner Bros. Records country music division is launching a major sales, merchandising and marketing campaign on behalf of some of its top country artists, including Emmylou Harris and T.G. Sheppard. The campaign, entitled the "Warner Bros. Spring Country Program," was set to run March 16 through April 10.

The campaign includes extensive advertising, including radio and print ads, point of purchase, and a variety of merchandise, including items made from custom-made and limited edition merchandise. The campaign is spearheaded by Harris, Sheppard and other key artists, and the program will scale up through 10 new releases by Sheppard and John Anderson, as well as selected titles from Harris' $9.98 LP catalog.

Warner Bros. is also releasing a special country sampler for in-store listening, entitled "People Who Made Our Country Great," which will feature tracks by Dolly Parton, the Bellamy Brothers, Anderson, Sheppard and Harris. Aside from offering special, custom-made and limited edition merchandise, the program will also offer other marketing aids.

Johnny Cash and Billy Sherrill

CELEBRATING A SONG — Chappell Music in Nashville recently hosted a $1 party for songwriter Rocky Boyle and Jerry Gillespie in celebration of their #1 song, "Do You Love Me As Good As You Look," which was recorded by the Bellamy Brothers. The $1 standing roomonly party was held at ASCAP/Nashville's offices and was back row (l-r): Henry Hunt, Chappell; Rocky Boyle, songwriter; and Frank Jones, Warner Bros. Nashville. Pictured seated are Bourke and Gillespie.

April 1963 when Cash released "Ring of Fire," which put him back on the top of the charts. And in 1969, with the release of "A Boy Named Sue," he expressed his biggest hit yet, becoming the first artist to ever win five of the coveted Country Music Assn. (CMA) awards in one year.

From that point until 1976 and the release of "One Piece At A Time," Cash had many nationally charted records, but none of them sold more than three times passed before Cash again experienced a #1 record. "Ghost Riders In The Sky," which attained the position on the Cash Box Country Singles chart the issue of Aug. 4, 1983.

Although initial response to the single has been quite favorable, it should be further enhanced by the video Cash and Nashville-based Celebration Prod. recently completed. The project, which officially launched the video production company into the business, and required a 30-man crew, was assembled by the company’s principals Jim Martin and Randy Hale.

The storyline of the song follows a pool shark who unknowingly challenges his long lost son to a match. Filming was done in a WWII pool room, located in Lebanon, Tenn.

Cash will include the film in his upcoming Spring television special, as well as part of his live concert show.
"Of all the dreams I ever had come true, this is the best one of all—cutting an album of Merle’s songs.”

—JOHNNY PAYCHECK

**Mr. Hag Told My Story**

Johnny Paycheck's classic tribute to his favorite singer/songwriter. Featuring guest appearances by Merle Haggard and the Strangers, and including these hit selections, "I Can't Hold Myself In Line," "Yesterday's News Just Hit Home Today," "Turnin' Off A Memory," and "I'll Leave The Bottle On The Bar."

Produced by Billy Sherrill
Alice doesn't love here anymore.

Bobby Goldsboro's hot new single that offers a unique play on words.

From the album Bobby Goldsboro

Produced by Larry Butler

On Curb Records and Tapes

Curb Records is distributed by CBS Records

- 1981 CBS, Inc.

Z56-70052

 Representation: ICM
8899 Beverly Boulevard
Los Angeles, Calif. 90048
213/550-4000

Management: Management III
5744 Wilshire Boulevard
Beverly Hills, California 90212
213/550-7100

Bobby Goldsboro
HITS

NOEL (Super Productions Record SP 642)
Lucky Me (2:41) (Foxtail Music/Sir Dale Music — ASCAP) (Neil Haughey)

Newcomer Noel has a fresh, clear voice, not unlike Anne Murray, and she's not afraid to experiment with vocals. This first attempt shows good potential, so really keep an eye open for the follow-up. With a little stronger material, she could really shine.

JACK GRAYSON and BLACKJACK (Koala KOS 331)
Magic Eyes (2:48) (Hinsdale Music — BMI; Tamar Music — ASCAP) (John A. Gray, Jack Grayson and Ted Purvin)

Excellent production and a sound reminiscent of an old Bobby Vee tune make Jack Grayson's latest release a good chart contender. This consistently finds a place in the lower half of the charts, and the release may vault him over to the Top 50.

GAIL DAVIES (Warner Bros. WBS-49664)
It's A Lovely, Lovely World (2:13) (Acuff-Rose — BMI) (Boudleaux Bryant)

GLEN CAMPBELL and TANYA TUCKER (Capitol P-4986)
Why Don't We Just Sing Tonight (3:05) (ATV Music — BMI/Webleck Music — ASCAP) (J. Parker/H. Shannon)

LACY J. DALTON (Columbia 11-01036)
Solace (3:15) (Allege Music — BMI) (L.J. Dalton/M. Sherrill)

MEL TILLIS (Elektra E-47166)
A Million Old Goodbyes (3:14) (Buzz Cason Music/Angel Wings Music — ASCAP) (Buzz Cason/Steve Gibb/Bobby Russell)

EARL THOMAS CONLEY (Suntec/E-75761)
Fire & Smoke (3:12) (Blue Moon Music/April Music — ASCAP) (Earl Thomas Conley)

ED BRUCE (MCA 51076)
Evil Angel (2:53) (Fourth Floor Music/Hot Kitchen Music — ASCAP) (Jesse Winchester)

FEATURING PICKS

GARY STEWART (RCA PB-12203)
Let's Forget That We're Married (2:39) (Cedarwood Pub. — BMI) (J. Lewis, G. Stewart, S. Tackett)

BILLY SWAN (Epic 19-51000)
Do I Have To Draw A Picture (2:32) (Earl McGrath Music — ASCAP/Missing Finger Music — BMI) (B. Swan, G. Clark)

BURRITO BROTHERS (CBS/Curb ZSE-01101)
Does She Wish She Was Single Again (2:31) (United Artists Music — ASCAP) (R. Leigh, M. Blackford)

ALBUM REVIEWS

MUSTA NOLTA GOTTA LOTTAA — Joe Ely — South Coast/MCA-5183 — Producers: Mike Brown and Joe Ely

List: 7.98

For a good slice of Texas circa 1981, Joe Ely's latest album can't be beat. The Texas man takes the best elements of 50s rock 'n roll and progressive country and mixes them together to create his own unique style of music. Texans claim to be the absolute leaders of good times, and this album is definitely at the head of the pack as far as good time music is concerned. A few suggested cuts include "Dam Of My Heart," and "Hold On."

MUNDO EARWOOD — Mundo Earwood — Excelsior XLP-88005 — Producers: Jay Ritter and T. Cray

Earwood's first album release for the Minneapolis-based Excelsior label insinuates a definite progression for the singer/songwriter. His soft country approach on tunes like "Softer Place To Fall" and "Angela" give an overall romantic, ballad feel. Other cuts to note include "I'll Still Be Loving You" and his current single, "Blue Collar Blues." This album could be the breakthrough vehicle needed to propel him to the top.

FROM HOUSTON TO YOU — David Houston — Excelsior XLP-88005 — Producers: Steve Vining and Tillman Francis

List: 7.98

Houston's vocals on this album bear quite a resemblance to the Slim Whitman style. Houston's smooth, yodeling quality that last year recaptured for Whitman super star status he has previously enjoyed in the United States. But while most of Whitman's album selections are of the sentimental nature, Houston graps a healthy cross-section of honky tonk tunes and solid country ballads.

THE COUNTRY COLUMN

TRIPLE THREAT — Emmylou Harris has much cause for celebration. In addition to sharing a Grammy with Roy Orbison, she saw three more albums join her "Elite Hotel" as gold certificates: "Luxury Liner," "Profiles/ The Best of Emmylou Harris" and "Blue Kentucky Girl." Harris also will guest on the Midnight Special/ March 20, when a special video on her current single, "Mister Sandman," plus "I Don't Have To Cry," will be shown. She will also appear on the RPM column in April 11 and celebrate her birthday April 2.

REMINDER — ASCAP's seminar on Estate Planning is scheduled for March 17 at 10:00 a.m. at its Nashville office.

PRIDE IN GREAT BRITAIN — Charley Pride will kick off a 14-day tour of England, Ireland, and Scotland March 21. Foreign fans will be able to see Pride, whose upcoming album is titled "Roll On Mississippi," in London at the Apollo, the Theatre Royal in Norwich, England, and the Congress Theatre in Eastbourne, England, as well as a few other cities.

QUEEN OF COUNTRY — The Queen of country music, Kitty Wells, is scheduled to make a cameo appearance in the semi-documentary tribute to country music. Country Roads Home on CBS-TV special that will air April 1. A special segment of the program will trace the evolution of Wells' "I Wasn't God Who Made Honky Tonk Angels," a 1952 recording that secured the legendary singer's #1 position on the charts.

Emmylou Harris

ELVIS #1 — From the archives of RCA to the #1 position on the Country Singles chart — that's what the latest Elvis Presley release, "Guitar Man," has done. And this achievement marks the first Presley recording to top the charts since the singer's death in 1977. Think about it.

ON THE ROAD AGAIN — Ernest Tubb, who is in his fifth decade of road work, is in the midst of yet another massive tour of the United States. In 1980, the Troubadour logged over 200 concert dates, and he is already well on his way to matching that mark this year. A belated Happy Birthday to Mr. Tubb, who recently celebrated his 68th as a sold-out concert in Spring, Tex.

GOT TO START SOMEPLACE — Congratulations to the Piggys on the impending completion of their 1981 self-tagged "World Tour," which covered such places as Franklin, Murfreesboro and, of course, downtown Nashville. In fact, the Piggys will be playing Can- trelle Mays' Opry House in the midst of this tour. The group also has added a Harrison 2624 console with Allison 65K automation.

Congratulations to the National Entertainment Journalists Assn. (NEJA) for presenting an excellent program on the film industry in the state of Tennessee. Jerry Reed, Dan Miller and Pat Ledford also did an excellent job of presenting the positive aspects of a healthy film industry in the state.

CONDOLENCES — Our sincere condolences to the family and friends of television director Alan F. Angus, who died in Nashville March 5 of a heart attack. The 48-year-old Newport, England native had become quite a familiar face around town as the head of the S. Nashville United Enterprises, and his previous work in the early 70s on The Johnny Cash Show on ABC-TV. Angus is survived by his son, Steve, a daughter, Karen, and his wife, Lorette.

George Burns and John Denver will team once again when Burns makes a special guest appearance on Denver's March 30 NBC television special, which will precede the Academy Awards. Denver will provide backing vocals when Burns sings "I Wish I Was Eighteen Again" and "Old Bones." But the Denver and Star First Generation recording artist Stonewall Jackson will play a six-month engagement when the world comes to Knoxville, Tenn. in the guise of 1982 World's Fair. Prior to that, Jackson will have a spring album release on his label, which will feature some of his old hits as well as new material. The album was produced by Pete Drake.

Jennifer bahler

Cash Box/March 21, 1981
THE COUNTRY MIKE

PARK CITY TO MERGE WITH KATZ — Park City Communications, a Bridgeport, Conn.-based broadcasting firm, has announced it intends to merge with New York-headquartered Katz Broadcasting. Katz is a new wholly-owned subsidiary of Katz Broadcasting Agency, Inc., the country’s leading radio and television representative firm. Contracts are presently being prepared for Park City Communications and its four stations — WZNE-FM/Torrington; WWAF-FM/Manchester; WMH-J FM/920-AM/Manchester; and WAGJ/1490-AM/Manchester. The KFKX-FM/1470-AM/Birmingham, Ala. — to merge and form the nucleus of the new group. Katz will also acquire KWN FM/Tulsa. Dick Ferguson, president of Park City Communications, will assume the presidency of the new group, an employee-owned operation. The merger is presently pending approval by the FCC. No change in formats of the involved stations is anticipated.

PERSONALITY PROFILE — When Jeff Fain attended Dale Carnegie in Miami, his idea was to center around practicing law, probably as far as you can get from broadcasting. But after discovering a law practice and spending several years in law enforcement training, as well as a stint with the FBI, Fain decided he would go into radio. Fain has established himself as a writer. His first published novel, The Burning, is receiving very positive acclaim, and two more are on the way. Fain’s most recent effort, The Earthling of Jack Raines, is based on supernatural occurrences involving a country music DJ, with cameo roles of today’s country superstars. Watch for it.

CHANGES AT THE MIKE — One-thousand watt WQOT/Savannah, Ga., formerly owned by Bob Powers, has been sold to Dale Karocostas and Hugh Wheeler. Accompanying the change in ownership is a change in the programming format. WQOT has been previously owned and operated by WSGA/Savannah, will take over the reins from Maxwell Gregory. Those who wish to contact Gregory may call him at (912) 232-6505.

TLM Williams, former music director of WPA/Atlanta, has been appointed to the same position at KOKA/Atlanta. Mike Hankey, a veteran of WFM, has been appointed music director of the Yokela country station.

Michael H. Mallace has joined the staff at KNX/AM & FM/Phoenix in the newly created position of research director. Mallace’s broadcast experience includes a position with KUPD/Phoenix as music coordinator, entailing conducting and supervising research under former program director John Sebastian.

Operations director of KOMO/Seattle, Allen B. Ross, has announced the addition of Chuck Robson to the line-up of country’s 13 air personalities. Robson will fill the afternoon, 3-6 p.m. slot, vacated by Craig Davis who has found a new home with CBS Radio-owned KMIX/Seattle.

Bob Faulkner has been named local sales manager for recent country convert WWWM/Fort Wayne, Ind., a subsidiary of Shamrock Broadcasting Co. Inc. Faulkner is an 11-year veteran of the broadcasting business, most recently serving as sales manager for KWST-FM/Los Angeles.

BOXCAR WALTER TALKS WITH CLEVELAND, SPURS PROMOTION — While in town for his recent appearance at Cleveland’s Urban Cowboy Saloon, Feb. 25, Boxcar Walter paid a visit to Radio 14, WHK, where he was a featured guest on jock Gary Deen’s morning show. WHK received such a positive listener response, it followed up with a “Boxcar Willie Sound Alke Contest” which went over so well, that the station bought in. For two weeks, between 3 p.m. and 7 p.m., listeners were given a chance to call in and sing a certain Boxcar Willie tune. Winners received “Boxcar” albums to make them aware of the need for more practice.

CASH BOX CONDOLENCES — Cash Box joins the industry in mourning the death of John Gray, music director at KSFY/KSFY/Modesto, Calif., who succumbed March 10 to a heart attack. Gray will long be remembered as a most respected, compassionate man, whose friendship will be sorely missed.
Adkins Reaches Top Through Personal Distribution, Promo

by Tom Rowland

NASHVILLE — Mike Adkins, a new gospel singer, leads another Purcell gospel group, including the 700 Club band. While on the PTL Club, and since, has guested on 10 major Chris- tian albums, including the 700 Club band. While on PTL, a coast-to-coast program based out of Charlotte, N.C., Pat Boone called in and offered to distribute Adkins' product. Although many would probably seek to dodge, Adkins felt it wise to keep "Thank Word Appoints First Regional Promo Directors"

NASHVILLE — Dan Johnson, Word's vice president of marketing, records and music, recently announced the appointments of Doris Purcelli and Brad Burkhard as regional managers for the label. The appointments represent a first for the gospel music industry, where promotion has traditionally been performed at the national level.

Duties of the promotion people will include the handling of record promoters, one stops, religious and secular radio, youth groups, churches, campus organizations, newspapers and television. Purcelli comes to Word with credentials in advertising, sales and promotion. She worked in sales for KMOX-AM & FM and worked as a traffic reporter in St. Louis in advertising as an ad executive with Katz and Assocs., and, prior to coming to Word, she worked in record promotion with EMI/Liberty in St. Louis, Minneapolis and Seattle.

Burkhard is a native of Atlanta, Ga., and a telecommunications graduate from the Un- iversity of Georgia. While a student, Burkhard worked as a college promotion representative for ABC and A&M Records. Before coming to Word, Burkhard was a local promotion man for A&M in San Francisco and Phoenix.

Purcelli will be based in Seattle, Wash., covering the Northwest section of the country. Burkhard's territory will be the Southeast, operating out of Atlanta. You For The Dove" on his independent Mike Adkins label. "We felt like the Lord said the album was for the general public, so we had to do our part to make sure that the album was made in a way that was right for the general public," he reasons. "Now, we're able to do a lot of things; we preach and distribute our records through the mail, we have a news- paper, and and all sort of things. It gives us complete freedom. We're not under someone else's auspices, and they can't decide what we need to do. To that end, we have to go there — not that they wouldn't be right on, but it's wonderful hav- ing the impact of the music we choose for our audience.

Even though Adkins decided to decline the offer, the exposure created quite a stir, and the album began to move. It entered an independent gospel chart in the third quarter of 1980, and by December, it was in the Top 40 on the gospel chart. It currently rests at the #2 position. "Manager Deserves Credit"

The office staff, which began in February 1980 with one person, grew to five employees by January 1981, and Adkins esti- mates that sales of the LP have reached 125,000. It is quite exciting, but he is also quick to credit his "manager" for the achievement. "I'm surprised, but not surprised. I say that not because of my abilities, but simply because I realize that God is ever bit as great as I ever heard he was. I'm not surprised that he can do this kind of stuff. I'm surprised that it hap- pened to me in particular — but He really is my manager, and He's the best. I know that they keep the "down-home" and corny, but the truth." In his early years, Adkins pursued a career in the front pop field. He left college to travel with a rock band, and, after a year of cross country touring, he wrote a song that brought a three-year contract with RCA. He then pursued a career in the field, but never had any real success. He cited a number of influences that ac- counted for their decision to choose the song and its message. "We felt it was something that would fit into our way into "Thank You For The Dove" and his latest release, "He Is Near." He relates that he was guided by Southern Gospel-themed "We need this kind of thing" and a lot of different rock 'n' roll singers — especially Elvis Presley.

Adkins also cites the fact that Adkins Prod. has spread internationally, too. He recently completed a trip to Indonesia and plans a visit to The Netherlands in July. He hopes to find some acceptance at that time on Euro- pean stations that are willing to program English-speaking artists.

Adkins is continuing his efforts in the future to develop internally-directed crusades and a video gospel program.

ALBUM REVIEWS

FOR THE BRIDE — John Michael Talbot — Sparrow BWR 22021 — Producers: Dan Collins — List: 7/98 Talbot keeps impressive company on this album, joined by the National Philharmonic Orchestra of London. Talbot's rich, mellow vocals are enhanced by the association, as the lush string arrangements provide a background that's neither weak nor overpowering.

ONE IN A MILLION — Stephanie Booshaad — Newspax NP 33090 — Producers: James Barden and Brown Bannister — List: 7/98 Booshaad's "One in a Million" has been revamped and re- released by Newpax in an eye-catching new album jacket. What's inside is as pleasing to the ear as the outside is to the eye. Booshaad's abilities as a songstress becomes apparent with this few measures and notes on a crystal clear by the last note of the 10 self-penned tunes. Ranging in style from a traditional "Let Your Faith Do The Walking" to a rousing, rockin' "Climb! Home To You." FAMILY PORTRAIT — John and Vicklly Witty — Word WSB 8846 — Producers: John and Vicklly Witty — List: 7/98 This Christian comedy? Indeed. John and Vicklly Witty prove that it's just as easy to convey a message through laughter as it is through song. The Witty's poke fun at religion with a homespun charm that circumvents blasphemy. Without stop- ping on toes, "Dillied and Donna Dibble" tell the saga of a nagging wife trying to get her husband to go to church — a theme suitable for any denomination.
BLACK CONTEMPORARY

TOP 75 A L B U M S

1. CAPTAIN BAND III
   2. THE TWO OF US
   3. HOTTER THAN JULY
   4. IMAGINATION
   5. STONE SLAM
   6. WINELIGHT
   7. CELEBRATION
   8. THREE FOR LOVE
   9. MAGIC
   10. ALL AMERICAN GIRLS
   11. SKYPORTER
   12. AS ONE
   13. HOUSE OF MUSIC
   14. WITH YOU
   15. TOUCH
   16. AUTOAMERICAN
   17. ARETHA FRANKLIN
   18. TRIUMPH
   19. JERMAINE
   20. TURN THE HANDS OF TIME
   21. THE IBEYI BROTHERS
   22. GAUCHO
   23. TO LIVE AGAIN
   24. VOICES IN THE RAIN
   25. I HAD TO SAY IT
   26. AT PEACE WITH WOMAN
   27. GOLDEN TOUCH
   28. FACE
   29. LOVE IS... ONE WAY
   30. FEEL
   31. SHADIES OF BLUE

32. Posh
   33. The Dramatic Way
   34. KANO
   35. This Is My Dream
   36. Switch
   37. Irons in the Fire
   38. Dirty Mind
   39. Greatest Hits
   40. Party Till You're Bothered
   41. I'm Getting the Wind
   42. Give Me the Night
   43. The Boys Are Back
   44. Outlaws
   45. Connections & Disconnection
   46. Y zappt
   47. Better Days
   48. Carnaval
   49. Diana
   50. Joy and Pain
   51. Sweet Sensation
   52. Shine On
   53. Tennyson
   54. Hurry Up
   55. Feel
   56. Shades of Blue

SWITCH ON — Motown recording artists Switch recently visited KGFJ-AM in Los Angeles to thank the staff for its support. The group says it is planning a summer tour across the country. This will be R&B promotion manager, Motlow, Jody Sims, Phillip Ingram and Eddie Fruelien of the group; J.B. Stone, KGFJ program director; and Sam Watson, Motlow local promotion. Picture seated are (l-r): George Moore, KGFJ disc jockey; and Scooby Doo, KGFJ staff.

THE RHYTHM SECTION

ALL-AROUND GIRLS — The budding success of Collition/Atlantic recording family Sister Sledge is a reflection of the quarter’s hard work and maturation in the music industry. These days it is not enough to write and perform your own material on vinyl; in order to reap the fullest creative and financial benefits of their skills, more and more artists are moving toward self-production as well. While this is certainly no earth-shattering revelation, when four sisters, whose vocal styles and likes vary, manage to collectively co-produce their own output, that puts a black on the monetary scenario for Sister Sledge is a step toward more artistic freedom. On their current “All-American Girl” LP and title track, which is #6 bullet on the Cash Box B/C Singles chart, the sisters were aided in production by Narade Michael Walden, who, according to sister Joanie Sledge, “made the recording session fun and was beautiful about letting us stretch-out and handle some of the production work.” Joanie said the sisters learned a great deal from watching and listening to the Chic production team of Nile Rodgers and Bernard Edwards produce their “We Are Family” LP, whose title track became a B/C chart topper in 1979. And while the group gained national attention when the 1979 World Series champion Pittsburgh Pirates adopted the song as its anthem, Sister Sledge was capturing another entirely different audience with its own version. According to Joanie, the Las Vegas act does not resemble other live performances or necessarily reflect the contents of their albums, but instead exposes another level of their skills, another avenue by which the talented family can improve and control their creativity. Gaining more control over the whole production, which can produce a detrimental or disastrous front many times, is an added bonus, and the Sledge offer a solo project excursion which each sister has contemplated. “Sister Sledge as an entity is a priority, but we each want to grow individually because we do have different tastes,” said Joanie. “Going out and working on our own projects is something we all would like to do, it’s not detrimental to the group.”

ARE YOU BLUE? — Inevitably one wonders who’s spooking who when it comes to the recently published annual Playboys’ Magazine Readers’ Poll. Are we to assume that a majority of the prestigious men’s magazine’s sophisticated readers actually think that the Blues Brothers had the best R&B album last year and were the best R&B group of 1980 and 1981? It’s never a two-number list: who has one pop hit single in 1979, goes into professional hibernation LP-wise and then returns to the fray for a solid hit and will most likely appear on the Playboys’ 1980 Reader’s Poll for best female jazz vocalist? Why, Rickie Lee Jones, of course! While we realize that this is a reader’s poll and that consumers certainly and rightfully should expect to see their favorite acts stay so far from reality. This is not to say, though, that the poll was a total washout. For example, it was heartening to see that Bob Marley and his Wailers topped the #4 honors in the best R&B group category, cementing their place behind the Blues Brothers. Another encouraging readers’ choice was selection of Joan Armatrading as the #3 R&B female vocalist, behind runner-up Diana Ross and category winner Donna Summer.

AIRWAYS — George Ware, head of the Black Music Assn.’s (BMA) radio division and Black Radio Advisory Council (BRAC), recently announced that the second in a series of regional seminars under the theme of “Crisis In Black Radio,” will be held in Cleveland, Ohio at Cuyahoga Community College and that programmers, DJs and other radio personnel from the surrounding cities are invited to attend. Covering topics ranging from “The Impact of Communications in Society” to “Cable Radio as an Alternative,” the first of the seminars was held last November in New York. According to Ware, there is a “lot of fear, scuttlebutt and hysteria” about the condition and future of black radio, but “little information.” He added that “all of the problems in black radio are not political problems, but structural or professional problems” which can be addressed through the expertise of mem-

MULTI-TRACKED — Quest Records president Quincy Jones recently began producing tracks on the label’s first release for the WEA-distributed company by Patti Austin. Work is in progress at New York’s Media Sound Studios with Richard Tee, Chris Parker, Anthony Jackson, Eric Gale, Ralph MacDonald and Bob James. Music will be recorded in New York before Jones returns to Los Angeles where he will record Austin’s vocals. Columbia Records’ artist Kenny Franklin was recently in the Fantasy Studios mixing his upcoming LP. … Fantasy/Hornet artists Slyvester recently finished work on his forthcoming spring release, which will appear as a Patti Austin /Harvey Fuggs , PEP’s Teddy Pendergrass recently commenced work on his next album at Sigma Sound Studios in Philadelphia, with Ken Gamble and Leon Huff producing.

Michael Martinez
Strong Dollar Slows Orders

The strengthening of the American dollar against foreign currency has also been exerting a marked influence on exporters, regardless of size or volume. Customers, particularly in Europe, have been canceling back or cancelling orders as the value of the American dollar rises.

Strong Dollar Export Firms

Polestar Hingle, Hampton Small

Don't rely on the limit of imports. One Euro-

pean country turned around 100%. But for

pany has a $50 million deal in place, high

Germany is in a mild recession. The last

things they have, and $50 million in buying

records. There is no question that their

business has gone back.

One of the buyers who has had to adjust as

customers has ceased buying altogether, based partially upon the

strength of the dollar. 

Stratford's Fletcher pointed out: "We feel there are other people

who could do the job for you, but aren't because of the dollar. Some of

my customers come out and say they are

the strengthening of the dollar orders

are somewhat smaller, with some ac-

counts cutting their new release orders in

half.

"Business has started to pick up in

the last month," noted Cardinali's Dammar.

But that's really been a result of the

troubles of Records Shack and Sam Boyd's,

rather than a weakening of the dollar.

New business is coming in bits and pieces,

and something that had 'lost interest are

coming back."

But, ultimately, continued uncertainties

about their paymasters, financial market

costs have resulted in tighter credit con-

trols and more apprehensive purchasing

by overseas accounts.

Slower

"Those few customers to whom we do

give credit have slowed down somewhat

in their purchasing. Ed Cudahy's 

saw

not necessarily the customer's fault. Some

of the banks overseas have become

nostrous for playing the currency rates. A

customer could have been a bank for

voices, and the bank would hold it for weeks.

We've had this experience in the past. 

But the strengthening of the dollar has

slowed payments somewhat, and conse-

quently, we have to keep a closer watch on

our customers."

Town Hall's Renick reported that that

company has "one or two pre-paid ac-

counts, and everybody else is on sight draft or

O/O's. The majority of our customers have
done this."

"We did not give credit. We have

very few accounts, and those are only the companies we've been dealing with for 25

years."

"Everybody's tight on credit," record

Export's head of finance, Jim McCarthy

said. "And our customers are being much

more careful about what they buy, often

buying only what is pre-paid. Many of the

European distributors that used to

 speculate on new releases simply aren't

doing that anymore. Everybody wants to

keep their business in hand."

Island's Blackwell Will Issue One Plus One Tapes In U.S.

(continued from page 6)

U.S. industry may have something to do

with what he called a "sluggish" attitude

toward the situation from Warner Bros. "I

have certain elements of record buying there,

but they're in a difficult situation because

part of the RIAA, they don't want to go up

against everyone else."

Still, he said, didn't think Warner Bros.

would ultimately refuse to distribute the

One Plus Ones. "I think they're a good com-

pany and are sensitive to the requirements of

the artists and labels they make deals with,

he stated. "Even if they won't do it for

themself, they'd do it for rights. After all, they

know it's Island's neck that's on the

line."

Asked by Cash Box about the current

feeling toward the One Plus One situation at

Warner Bros., Lou Dennis, vice president,

director of sales, said, "We are observing

the situation in England before making an

decision in America."

Blackwell claimed he had not yet heard

any reaction to the One Plus One idea from

the blank tape manufacturers. "We made a

deal with BASF to manufacture the

cassettes for England. They have a reputa-

tion for quality, and we felt that we needed

their credibility," he said.

Blackwell also revealed that in order to

stop the quality of his cassettes and lower the

price considerably at the same
time, Island was forced to reduce its profit

margin per tape. Therefore, he said, the

company is depending on increased

volume to pick up the slack. He believes,

that within the future, the volume business

will be in cassettes."

Island expects that the One Plus One

concept will at first be viewed warily by the

consumer, whose experience with

prerecorded cassettes may not have been

a happy one. To prevent resistance on this

level, Blackwell said he would lower the quality

of the graphics on the One Plus One from
color to black and white. "One of the best

ways to overcome consumer wariness is to

package it so that it looks like that money is

being saved on the graphics. Today people

are more into the functional aspects of a

product than the cosmetic," he stated.

"No Extra Cost"

"It doesn't cost anything to do it," he

relented. "The whole problem is that the

record business hasn't concerned itself

with this kind of thing, they've just thrown

the cassettes out and charged the same or

more than a record without supplying what

people want. Then they're surprised when

they don't sell."

Blackwell's merchandising innovations

are not confined to the area of records and
cassettes, however. Recently, he undertook

his first major efforts in the CD production

project, Countryman, a film that will deal

with reggae. "At the moment I'm not sure

how I'm going to distribute it," he admitted,

"but I am sure I'm going to release it on

videocassettes first. This will be something

new for us. At that time I will get support

from the stores in promoting a totally new

film on a retail level before it's been seen in

a theater, but when you try to do something

new, you always meet some resistance."

Blackwell plans to release the soundtrack — half Bob Marley, half various reggae artists — on Island simultaneously with the videocassette and, of course, the One Plus One cassette version.
**INTERNATIONAL DATALINE**

**Italy**

MILAN — After Fall 1980, record and tape sales in Italy are rising again. The opinions of the retailers are more optimistic following the traditional Christmas sales of 1980 sales (which rose about 15% compared to the same period in 1979) and of the new impulse given to the market by the Sanremo Festival. The two Sanremo winners (Alice with "Per Eriss," on EMI, and Loretta Goggi with "Maledata Prima vera," on WEA) reached the top two positions in Italy's singles charts in only one week. Other Sanremo releases — "Sara Perche Ti Amo," by the group Raffaello, on WEA, and "Teresa," by new dance, Gioca Jouer, presented by DJ Claudio Cecchetti on the new Hit Mania label (distributed by Fonit Cetra) — are rising high.

CBS started its own distribution system in Italy on March 1, Previously, the company distributed recording artist CCO-MSGeragine Musical.

The Sony group has established its own company in Italy. Sony Music A/S. The president is Emilio Baruffi, and the vice president is Shinichi Takagi.

Antonio Cocco, formerly head of pop international development at PolyGram, has been named A&R manager at Panarace. A new label, Lettera A, was born near Vittorio Emanuele II, in Rome.

Among the recording artists are Bernardo Lafone, Franco Mecchi and Roberto Reali.

marco de luigi

**Japan**

**Tokyo** — Record sales here dropped to 14.4 million units during January, down 28% and 8%, respectively, from the previous month and the same month last year according to Takemoto Shoboh, president of the Japan Phonograph Record Assn. (JPPA). Sales revenues of 12.7 billion yen ($83.4 million) were also down—dropping 40% compared to the prior month and 9% from the same month last year. Tape sales reached 5.8 million units during January, down 32% from the same month last year, but up 6% from the same month last year. Sales revenues for tapes, however, dropped to 7.9 billion yen ($39.2 million), decreasing 36% and 6%, respectively, from totals of the prior month and the same month last year.

Total sales for Warner/Pioneer during the fiscal year ended Nov. 20, 1980, reached 14.8 billion yen ($74.1 million) a 6% increase over the previous year. Records accounted for 11.5 billion yen in revenues, while tapes accounted for 3.3 billion yen, according to Kichiharu Sawa, president of the company.

**Norway**

LILLESTROM — CBS Records of Norway will handle the Ariola and Arista labels, effective Jan. 1, 1981. This will give CBS a number of new artists to work with — names like Boney M., Alan Parsons and Sky are already well known.

Barbra Streisand’s "Guilty" LP and the "Woman In Love" single have been among the most popular records in Norway last year, and CBS Records has received a platinum disc for the album.

**WHERE IN THE WORLD**

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

The Glenn Miller Orchestra is currently on its annual tour of Japan. The 23-date tour, which includes stops in Tokyo, Yokohama, Kyoto, Osaka, Kobe and Nagasaki, will conclude April 15.

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-Isenburg, Munch, Ludwigshafen, Nurnberg, Appenweier and Ludwigsburg.

Warner Bros. recording artist Rod Stewart will embark on a 14-date tour of Japan in support of his "Foo Hoolish Behaviour" LP. The tour will run from April 25-May 16.

**INTERNATIONAL BESTSELLERS**

**Japan**

**TOP TEN 45s**

2. Michinocki Twilight — "Chains — Epic/Sony
3. Pegaso No Ano — "Casiopea — CBS/Sony
4. Sneaker Bruce — "Makisho Kondo — VRC
5. Koyi No Bonchi Sheet — "The Bonchi — For Life
6. Okuura Ofu — "Miyako — Epic
7. Koyi Tol — "Toshiko Tawara — Century
8. Tsukasa Ofu — "Yokohama Ginpae — King
9. Slow Na Bugi Ni Shitokure — Yoshitaka Minami — CBS/Sony

**TOP TEN LPs**

1. We Are — Of Course — Toshiba/BM
2. Music Box — You and Me — King
3. Turn Back — Toto — CBS/Sony
4. Sora & Bolo — Yumisutayu — Toshiba/King
5. Bucchigi — Yokohama Ginpae — King
6. Eyewax — "Eye — Toshiba/King
7. Happy Date — The Noises — Epic/Sony
8. Koguma — "Koguma — King
9. Concert Pour Une Jeune Fille Nommez Joa — "Talma — Richard
10. Natural Road — Hidari Gisagani — CBS/Sony

**Italy**

**TOP TEN 45s**

1. Una Bella — Various artists — CRI
2. She’s Gone — "Doris & The Pinks — Phonogram
3. Marzoratoio — "Mio Amico — Ariola
4. M.C. Lerro — "Anno 1931 — Polydor
5. You Could Read My Mind — "Voila Wills — Ariola
6. Imagine — John Lennon — EMI
7. Rock This Town — "Stray Cats — Ariola
8. Sign Of The Times — "Andre van Duyne — CBS
9. I’ll Kick Off — "Bryan Jones — Hughes
10. In The Jo Tongu — "Nar Collins — WEA

**TOP TEN LPs**

1. M.C. Lerro — "Anno 1931 — Polydor
2. She’s Gone — "Doris & The Pinks — Phonogram
3. Keiko Takeshita — "Tenshi — Toshiba/King
4. Diverse Bando — "Metallica — Ariola
5. You Could Read My Mind — "Voila Wills — Ariola
6. Imagine — John Lennon — EMI
7. Rock This Town — "Stray Cats — Ariola
8. Sign Of The Times — "Andre van Duyne — CBS
9. I’ll Kick Off — "Bryan Jones — Hughes
10. In The Jo Tongu — "Nar Collins — WEA

**United Kingdom**

**TOP TEN 45s**

1. Jeepers Creepers — "Teddy & The Kings — CBS
2. Hanging On The Telephone — Various artists — CRI
3. Play That Funky Music — "Hammond & The Midnight Travelers — CBS
4. Shout — "The Isley Brothers — CBS
6. I Can’t Help Myself — "Four Tops — CBS
7. You Keep Me Hangin’ On — "The Supremes — CBS
8. Backstreet — "Soprano — CBS
10. Shylock — "The Incredible String Band — CBS

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8. Backstreet — "Soprano — CBS
10. Shylock — "The Incredible String Band — CBS

**Cummings, Petty, Wonder Top CRIA February Awards**

TORONTO — The "Best Of Burton Cummings" on CBS, Stevie Wonder’s "Hotter Than July" on Quality and Tom Petty’s "Damn The Torpedoes" on MCA topped the February certifications of the Canadian Recording Industry Assn. (CRIA) with double-platinum records, signifying sales in excess of 200,000 units. In addition, there were nine platinum and eight gold albums, plus three platinum and two gold singles.

Platinum album certifications, signifying sales in excess of 100,000 units, went to Kate Bush’s "Lionheart" on Capitol; Raffi’s "More Singable Songs" on Troubadour; The Rovers’ self-titled LP on Attic; "Hotter Than July," and Diana Ross’ "Diana" on Quality; Steeplechase’s "Meanwhile Back in Europe" on WEA; Paul Piche’s "A Qui Appart Le Beau Temps" on Kebec Disc; Nana Mouskouri’s "Come With Me" on Grand Entertainment; and Walter Carlos’ "Switched On Bach" on CBS.

Gold album certifications, signifying minimum 50,000 units, went to Bush’s "Never For Ever" and Steeplechase’s "Drugstore Cowboy" on WEA, "Hotter Than July," and "Diana," and "The Four Seasons" on Quality; Jim Crocean and Ber- nardi Cloud’s "Tete A Tete" on Kebec Disc; Talking Heads’ " Remain In Light" on WEA; and the "Fank Mills Album" on PolyGram.

The singles certifications were dominated by Diana Ross, whose "Upside Down" on Quality received both platinum (500,000 units) and gold (75,000) awards, with "I’m Coming Out/Upside Down" also garnering gold. The Rovers’ "Wanna Be A Cowboy" also qualified for platinum certification.

**MIDEM Will Shorten Convention To Six Days**

PARIS — The annual MIDEM International convention will be shortened from seven days to six days next year, according to concert promoter Bernard Chevy. Scheduled for Jan. 22-27, 1982, the 16th MIDEM will again be held at the Palais des Festivals.

The decision to shorten the international convention came as a result of "general request" by this year’s participants, according to a statement issued by the MIDEM Organization.

**Bonus, RCA U.K. Pact**

LOS ANGELES — Bonus Records of Melville, N.Y. has signed a distribution deal with RCA U.K. First product from the deal will be the single "Body Music" by One On. The deal also includes an option on an album.

Cash Box / March 21, 1981
WHAT'S IN-STORE

THE LUCK OF THE IRISH — National Record Mart in Pittsburgh ran a special St. Patrick’s Day promotion entitled “The Pot Of Gold Giveaway.” The grand prize in the drawing was a gold album plaque from Columbia Records and Bruce Springsteen inscribed with the winner's name. In addition, the grand prize winner also received five albums that have reached gold status, one Irish band lunch ham, brisket and winners from the Armour & Company in Pittsburgh and, lastly, a $50 gift certificate for dinner at Houlihan’s Irish Pub, also in Pittsburgh. There were 23 runners up who received five albums that went gold the promotion was backed by radio spots on WOVE and full-page print ad in the Pittsburgh Post, the promotion ran for a week and a half and customers registered to win at neighborhood National Record Marts. There were similar promotions running in four other Marts in the Ohio and West Virginia markets.

TWO TO PARADISE — Rolling Stone Records & Tapes of Phoenix, Ariz., in conjunction with radio station KUPD-FM 98, A&M Records and A&M recording artists Styx, ran a special promotion entitled “Styx Paradise Contest,” “Win A Trip To Disneyland,” that coincided with the group’s appearance at the Phoenix Memorial Coliseum. The winner received two plane tickets to Los Angeles, where he or she spent a weekend at the Disneyland Hotel with all expenses paid. To be eligible, contestants were required to fill out an entry blank at point-of-purchase in the store. Rolling Stone in-stores included display and promotion. Over 2,000 entries were registered.

THE CAVAGE PATCH — Cavages Records in Buffalo, in conjunction with radio station WBEN-FM (Rock 102) and Epic Records, is running a "One More Song Mystery Jukebox Contest." In first prize, a person will win a stereo, a year’s supply of "Lions And Bicycles," and a "Rocky Mountain High" concert package. The second one will win a turntable. The first 10 LPs will be played in the first 10 songs. These entries can be mailed directly to the radio station. This promotion is backed by radio spots and in-store displays and the grand prize winner will receive a jukebox.

THE DOCTOR’S APOTHECARY — The live remote from the window of Radio Doctors & Records, Ltd. (Milwaukee) to the "Cabbage Patch Kids" was broadcast from the shop. The winning albums involved were Dr. Seuss and the "Cabbage Patch Kids." This promotion was co-sponsored by radio station WXMS 99.9. In the Raleigh, N.C. store, Record Bar joined a local country club in an Eddie Rabbitt look-alike contest. Prizes included Record Bar gift certificates, Rabbitt’s LP, "Horizon," which was on sale at three of the stores, and a $10 cash prize in the other. In Durham the customer with the best reason for wanting a phone conversation with Linda Clifford won a call from Clifford and a $20 gift certificate from General Telephone Co., compliments of Capitol Records. Clifford’s LP, "I’m Yours," was on sale at the Durham Record Bar, and the "Beauty and the Beast" contest at the Charlotte, N.C. Bar. The winners won an all-expense paid 95-hour visit to Bermuda and $95 in spending money in an April Wine "Nature of the Beast" promotion. Record Bars in Charlotte, N.C., Philadelphia, and Atlanta participated. In participating stores, customers were asked to name the prize in a local promotion of Neil Diamond’s "The Jazz Singer" at the Record Bar. And again in Durham, the two Bars joined with a local radio station to promote "The Jazz Singer" in a "Search for the Winner" promotion. Customers were asked for the album that included the movie clip. The theater. And lastly in Chapel, N.C. Wolfie & Tweeter, a local stereo store, recently offered customers a free LP or tape from the Record Bar each month for a year with the purchase of a stereo system. The manager of the store offered gifts the certificates are being redemned by a very few customers. The Record Bar includes a "Beauty and the Beast" contest at the Charlotte, N.C. Bar, to which winners won a free LP, a $10 gift certificate, and a "Rocky Mountain High" concert package. The winner also won a call from Linda Clifford, the contestant who won a call from Clifford and a $20 gift certificate from General Telephone Co., of Capitol Records. Clifford’s LP, "I’m Yours," was on sale at the Durham Record Bar, and the "Beauty and the Beast" contest at the Charlotte, N.C. Bar.

MY LIFE IN THE BUSH OF GHOSTS • BRIAN ENO AND DAVID BYRNE • SIRE SRK 18009 Breaking out of: Los Angeles, San Francisco, Sacramento, Seattle, Denver, St. Louis, Cleveland, Milwaukee, Chicago, Boston, New York, Oklahoma City, San Antonio.

ALBUM BREAKOUTS

B.L.T. • ROBIN TROWER • CHRYSALIS CHR 1324 Breaking out of: Dallas, Oklahoma City, Houston, San Antonio, Memphis, Nashville, Dallas, Austin, Charleston, St. Louis, Chicago, Milwaukee, Indianapolis, Cleveland, Buffalo, New Haven, New Angeles, Denver, San Francisco.

ESCAPE ARTIST • GARLAND JEFFREYS • EPIC JE 36983 Breaking out of: New York, Boston, Hartford, Los Angeles, Detroit, Nashville, Dallas, St. Louis, Detroit, Memphis, Chicago, Charleston, Atlanta, Nashville.

FEELS SO RIGHT • ALABAMA • RCA AHL1-3930 Breaking out of: Atlanta, Nashville, Memphis, Charleston, Charleston, New Orleans, Houston, Dallas, Oklahoma City, Kansas City, Denver.

SEVEN YEAR ACHE • ROSANNE CASH • COLUMBIA JC 36985 Breaking out of: Dallas, Oklahoma City, Memphis, Atlanta, Nashville, St. Louis, Indianapolis, Cleveland, Portland, Denver.


PARTY TIL YOU'RE BROKE • RUFUS • MCA 5159 Breaking out of: Chicago, Milwaukee, St. Louis, Detroit, Philadelphia, New York, Atlanta, Memphis, New Orleans.

MERCHANTISING AID: 2x2 Cover Blowup, Back Cover Poster, Logo Flats.

IN-STORE MERCHANTISING AID: 2x2 Cover Blowup, Back Cover Poster, Logo Flats.

INTER-GALACTIC BASH AT GOODY'S — Members of the Inter-Galactic Peter Allen Fan Club visited the A&M recording artist at a recent in-store held at one of the New York City Sam Goody outlets. Allen, in town to perform a series of concerts at Radio City Music Hall, was also promoting his latest LP, "Bi-Coastal."
Gauselmann-Automaten Acquires Nova Apparate Of Hamburg, Germany

CHICAGO — The German-based Gauselmann-Automaten Group has acquired the internationally prominent import and export company Nova Apparate GmbH Co. KG, Hamburg, effective March 1. One of the leading firms in the European coin machine trade, Nova Apparate was until now solely owned by its founder A. W. Adickes who, due to his advanced age, decided to give up the company. The proceeds of the sale will be transferred to the Karla and Alfred W. Adickes Foundation, to be used for charitable purposes.

Nova is one of the pioneers in the field of amusement machines, starting in the early fifties with the importation of equipment into Germany for the growing leisure industry and subsequently into many other European countries. Nova is sole importer of Rock-Ola phonographs and vending machines in Europe (excluding the Benelux countries).

Trade Association Is Formed For Distribris

Los Angeles — The Amusement and Vending Machine Industry Assn. (AVMDA), a trade group devoted to the interests and welfare of distributors of coin operated equipment, has organized an importers group to be known as the American Importers Assn. (AIAM). The new organization, which is to be non-profit, was incorporated as a non-profit organization in Chicago on March 4. The formation marks the first time.THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. ANGEL OF THE MORNING JUICE NEWTON (Cape/4976)
2. I CAN'T STAND IT ERIC CLAPTON AND HIS BAND (RSD/106)
3. I LOVE YOU NOBODY LARRY HAGMAN (BGR/11054)
4. BEING WITH YOU SMOKY ROBINSON (Tamla/Motown T5303)
5. WALKING ON THIN ICE YOKO ONO (Geffen GFE 46683)
6. HER TOWN TO JAMES TAYLOR AND J.D. SOUTHER (Capitol/11-60514)
7. WHO DO YOU THINK YOU'RE FOOLIN' DONNA SUMMER (Geffen GFE 46964)
8. TIME OUT OF MIND STEELY DAN (MCA/51082)
9. IT'S A LOVE THING THE BEE GEES (Soul/21-125)
10. YOU BETTER BE THE ONE WILLY NILE (Warner Bros. WBS-46680)

TOP NEW COUNTRY SINGLES

1. SOMEBODY LED ME AWAY LORETTA LYNN (MCA/51084)
2. HEY JOE (HEY MOE) MOE BANDY & JOE STAPLES (Columbia 11-60508)
3. THE DAHLIA JANIE FRICK (Capitol/11-60509)
4. ALICE DOESN'T LIVE HERE ANYMORE BOBBY GOLDSORE (CBS/Curt 256-70052)
5. ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA/12178)
6. BILL BELL--I'M NOT THE CAPTAIN (RCA/12181)
7. I LOVED 'EM EVERY ONE T.G. SHEPPARD (Warner/Curt WBS-46690)
8. JUST A COUNTRY BOY REX ALLEN, JR. (Warner Bros. WBS-46682)
9. DON'T SHOOT STRAIGHT (LIKE THEY USED TO) TAMMY WYNETTE (Cap 19-51051)
10. I DON'T THINK LOVE OUGHT TO BE THAT WAY REBA McENTIRE (Mercury/Frogly 37040)

TOP NEW B/C SINGLES

1. TAKE IT TO THE TOP KOOFL AND THE GANG (De-Lite/PolyGram DE 1024)
2. AI NO CORRIDA QUINCY JONES (A&M 23509)
3. RAPTURE BLONDIE (Checking End 2486)
4. NEVER GONNA GIVE YOU UP PATRICE RUSHEEN (Elektra E-47113)
5. WHAT TWO CAN DO DENICE WILLIAMS (Arc/3 Columbia 11-60040)
6. NEVER GONNA GET YOUR LOVE RUFUS MCA 51070
7. PRAISE MARVIN GAYE (Tamla/Motown T-53429)
8. WHEN LOVE CALLS ATLANTIC STARR (A&M 2112)
9. YOU'RE LIVING IN MY HEART (RCA/96-25045)
10. CALL IT WHAT YOU WANT BILL SUMMERS AND SUMMERS HEAT (MCA 51073)

TOP NEW A/C SINGLES

1. MISTER SANDMAN EMMYLOU HARRIS (Warner Bros. WBS-49684)
2. HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
3. SUKIYAKI A TASTE OF HONEY (Capitol P-4953)
4. LIVING IN A FANTASY JESSIE SAYER (Warner Bros. WBS-49657)
5. HOW SOUT SCHOON Jared (Columbia 11-11433)

CASH BOX SURVEY

Despite Obstacles, Most Ops
450 Per Play Pricing

by Camille Compas

CHICAGO — Faced with skyrocketing costs and dwindling profit margins, most operators today agree that 50 cents per play pricing is a concept whose time has come.

But think 50 cent play is a must," said Ken Thom of Western Automatic Music here. "The cost of operating is climbing at such a rapid rate that if the operator is to stay in business, give good service and provide modern, new equipment, he has few alternatives for meeting expenses and maintaining his business.

But despite a near unanimous consensus that now is the time to raise the price per play on amusement games to 50 cents from 25 cents, operators who have experienced with the new pricing structure on location report mixed results. Player resistance, stiff competition for locations and reluctance on the part of some operators to price increases of any kind were cited as the major obstacles to widespread implementation of 50 cent play.

Successful With Pibells

Jim Trucano of Black Hills Novelty Co. in Gillette, Wyo., is a strong proponent of 50 cent play. "If it's an amusement-type game, we put it out at 50 cents," he said, adding that Black Hills has used 50 cent play with great success since the introduction of Bally's "Silverball Mania" pingame more than a year ago. "I felt there were a few significant features on Silverball Mania that

Bally Promotes Scheer, Barber achieve their present position of leadership and make this even more so.

Becky Scheer as president of the Special Markets and Products Division. "The promotion," Mullane said, "was part of a restructuring of divisions of Bally, the world's leading manufacturer of gaming and amusement equipment.

Scheer has been with the Bally organization for 14 years, most recently as director of marketing. Prior to that, he served as the vice president for Midway Manufacturing Co., a wholly-owned subsidiary of Bally.

"Mr. Scheer's new responsibilities will include a dedicated effort by his division to analyze, define and create new markets for either our existing products or new products that will fit a new market's needs," Mullane continued. "This worldwide effort will help position Bally for successful entry into markets that offer the company the greatest opportunities for future growth," Mullane said.

Scheer, a graduate of the University of Illinois, prides himself on his long and successful record in helping Bally achieve its present position of leadership and make this even more so.

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Out of this world entertainment.
New 'Pink Panther' Multiple-Ball Pingame Is Released By Gottlieb

CHICAGO — "Pink Panther," Gottlieb's new multiple-ball pingame, is currently being shipped to distributors. In announcing the release of the new model, Marshall Carter, vice-president-marketing, stated, "We feel 'Pink Panther' makes the most imaginative use yet of the multiple-ball feature with some really unique design twists. Our more traditional engineers have energized the game's ball action by adding super power to the mechanical elements of the playfield, resulting in a dazzling frenzy of action that players will find stimulating.

"Achieving a balance between hyper-action and skill shooting is a difficult task, but our designers have pulled it off," Caras continued. "For one thing, the multiple-ball feature, which has been so difficult to attain for the average player in previous games, is now achieved with considerably more frequency. This has widened the appeal of this feature tremendously."

As play proceeds, players immediately discover that they can activate the captive holes by completing the Pink Panther target banks. When both balls are captured, the third ball releases both captive balls by passing over any top roller.

During the multiple-ball, players try to roll diamonds by hitting the nine spot targets on the black drop targets. A "diamond" scoreboard is featured on the backglass, showing "the player's total" and the "total to beat." Special is awarded if the player's total exceeds the total to beat. The player's higher total then becomes the new total to beat.

Gottlieb's marketing group, including the Eastern and Western regional sales managers, Jim Newlander and Jim Phillips, recently met in Chicago for an intensive two-day review of the game and a discussion of promotional plans for a communications blitz, acquainting the coin industry with this remarkable new flipper game.

"As every operator knows," concluded Caras, "there is a wide variety of games available in the field today, as well as tremendous competition. The test period has shown quickly and dramatically that Pink Panther is going to be one of the top games in 1981, and we are, needless to say, very gratified."
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*Reach new profit heights! *
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MANUFACTURERS EQUIPMENT

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

PINBALL MACHINES

BALLY
Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Myth (8/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateboard (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
GAME PLAN
Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)
GOTTLIEB
Roller Disco, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b., (4/80)
Panthers (8/80)
Counterforce (3/80)
Star Race, w.b., (9/80)
James Bond (10/80)
Time Line (11/80)
(1/81)
Pink Panther (3/81)
STERN
Big Game, w.b., (3/80)
All (4/80)
Seawitch (5/80)
Cheetah, w.b., (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)
Free Fall (2/81)
WILLIAMS
Gorgar (1/80)
Laser Ball, w.b., (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w.b., (9/80)
Alien Attack (10/80)
Black Knight (12/80)

VIDEO GAMES (upright)

ATARI
Monte Carlo (4/80)
Asteroids Cabinet (6/80)
Missile Command (8/80)
Missile Command Cabinet (6/80)
Battalion (11/80)
Battalion Cabinet (11/80)
CENTURI
Engie (10/80)
Engie Maxi (10/80)
Phoenix (1/81)
CINEMATRONICS
Taloum (3/80)
Rain (3/80)
Star Castle
EXIDY
Bandido (1/80)
Taloumrunner (2/80)
Tarantula (2/80)
Specter (1/80)
GAME PLAN
Intruder (2/81)
GOTTLIEB
No Man's Land (12/80)
New York, New York (2/81)
GREMLIN/SEGA
Monaco GP (2/80)
Milh Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Diggin' (7/80)
Carnival (8/80)
Transquiler Gun (8/80)
Moon Creata (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (3/51)

CHICAGO CHATTER

Game Plan's sales incentive promotion, on the factory's current "Intruders" video game, proved to be a very successful endeavor, as we learned from marketing vice president Ken Anderson. The promotion offered a trip to Las Vegas, based on the number of Intruders sold by distributors (20% of the trip was earned for each six machines). And there were instances where distributors qualified for more than one package. The trip price included airfare, accommodations at the Dunes Hotel, food, etc.—plus some pocket money. Anderson, along with Game Plan president Jack McCullough, enthusiastically promoted the group and along the winners represented on the trip were: Hanson Distg., McGuire & Distg., Birmingham Vending, Beto Pacific, Bay Coin, J-Mak Distg., Empire Distg., R.H. Belam, Coastal Games, Culp Distg., Coin Machine Distg., Inc., Peich State Distg., Mountain Coin Distg., Bradley Distg., Divine Sales, Festive Sales, Columbia Coin, United Distg., Royale Inn and Lincoln Canada, Inc. A great time was had by all.

"With "PAC MAN" selling at such a phenomenal pace, it is any wonder that Midway's director of sales Larry Berke has been just about glued to the phones. Everybody wants the game and, at the point, Midway is heavily backed over ordering yet trying very hard to meet the demand. What's more, Berke told us the recently released "Rally-X" is also starting to show signs of being a hit. And here there's the sense that it's currently being shipped sample shipped to distributors. Need we say that this too, is a much sought after game (and that's putting it mildly). … Incidentally, on March 10 Larry and his lovely wife, LaVerne, celebrated 33 years of marriage. Cash Box telecasts the happy couple and best wishes for many more years of happiness together.

BALLY'S FIELD SERVICE CHIEF Bernie Powers has been huddling with Midway's service manager Andy Ducay in a program for the planned service managers seminar, to be sponsored by the factories over a three-day period in the near future. Event is an industry first, Powers said, and will be open to distributors on a worldwide scale. More details later… Meanwhile, Bally's Anne Aarstad recently conducted a school at Empire Distg. in Green Bay, Ed Schmidt of a school in conjunction with the multi-factory seminar sponsored in Hawaii by Advance Automatic Sales, and Powers will be running a school March 19 at Greater Southern Distg. in Atlanta.

EASTERN FLASHES

Business is very good at Bally Northeast-Dodham, where the spotlight still seems to shine brightly on video game and pinballer toylike "Pac Man," Williams' "Space Invaders," Phoenix's "Force One," and Stern's "Terminator." "Pac Man" continues to cash in on its "Berzerk," to name a few. However, as Bob LeBlanc pointed out, a turnaround in pinball sales is becoming more apparent, thanks to such hot new models as Bally's "Xenon" and "Flash Gordon" and Williams' "Black Knight"—all of which have some exceptional new products to get things moving again. LeBlanc also noted that ops are very cheerful about what they're buying these days, meaning the hit syndrome is becoming even more prevalent. Buyers are going strictly for hit merchandise—and they're buying it in numbers. Bob was in attendance at the recent American Pinball Operators Two-day-Bally-Midway service seminar is scheduled at Bally Northeast in late April, with schools also planned for the Syracuse and Buffalo branch offices.

CALIFORNIA CLIPPINGS

Cash Box wishes to congratulate C.A. Robinson's Ira Bettelman on his appointment as president of the newly formed Amusement and Vending Machine Distributors Association. Meanwhile, on the homefront, Ira tells us that C.A. will be getting shipments of "Asteroids Deluxe," by the end of the month. He also says that the distributor has been getting samples of Midway's "Rally-X" and "Gorf," and that combined with "Pac-Man" they look like a good 1-2-3 package. Bally's "Flash Gordon" pin and Stern's "Berzerk" are also causing quite a bit of excitement on Pico Blvd. About "Flash Gordon," Bettelman comments that, regardless of the difference of opinion over pins being a strong seller, there is room in the market place for one of the best pinball games to come along in years.

HAD A BRIEF CONVERSATION with Betson Pacific's Oscar Robins who, like many other distributors, is saying that his company's biggest managers problem is the supply problem of video games. "Even Atari and Midway, the two biggest manufacturers, are having trouble keeping up with the demand," insists Robins. Also enjoying an upswing at Betson is Robin as he says he notices more than a run on Rock Ola phonographs lately.

INDUSTRY CALENDAR

March 26-29; Florida Amusement Vending Association; annual conv.; & trade show; Sheraton Twin Towers, Orlando, Fla.
April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Ariz.
May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.
May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Kutscher's Country Club; Monticello, N.Y.
June 4-7; Music Operators of Texas; annual meeting, Houston.
June 5-6; Wisconsin Music Merchants Assn.; annual conv.; holiday Acres; Franklin, Wis.
July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.
Despite Obstacles, Most Ops Continue (continued from page 42)

locations, including large metropolitan areas. "But without the sales, we will not be accepted," noted Van Brackel. "Player resistance is our greatest obstacle."

Trucano, on the other hand, believes he has solved the problem of negative player reaction to 50 cent pricing. "When I tell people that the only way we can continue to meet our overhead cost is by raising the price of our games, they say 'what about the average Joe? We can't afford it.'"

"We accepted Jerry Zagg's departure with great regret because he has been a valued partner of NAMA and the Wisconsin state council," commented NAMA chairman John B. Edgerton, Jr., in announcing the changes. He pointed out that Zagg was not only a valued partner of directors and their term is for the current year.

Ralph Sanese is a former president of the Ohio Automatic Merchandising Assn., a NAMA council, and has been a NAMA director for the past three years. He serves on the NAMA executive and public relations committees.
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Kris Kristofferson at his best.
Featuring the current single,
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