Have you heard the word about Passage

The new album debuting the production of Louis Johnson and introducing the best new talent in music today. Passage. "See The Light" and "Power" of Passage. Includes the single "Have You Heard The Word."

On A&M Records and Tapes. Produced by Louis Johnson for Sword of the Spirit Productions

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EDITORIAL

The current trend towards the elimination of the $7.98 suggested list price in favor of $8.98 in the midst of a so-called period of recovery points out graphically one of the major causes of the problems that exist in the music industry today. Last year, in the midst of probably the worst slump in the industry’s history, many bemoaned the fact that product had grown too expensive, that the high price tag was scaring away all but the most ardent fans.

Now, a few prosperous months down the road, prices are edging upwards again. With the elimination of the $7.98 list, can the $9.98 list for “superstars” be far behind? When the industry finally gets to the point of selling $10 albums, how many of the teenagers and young adults who buy the bulk of the records today will be able to afford them?

Such a short-sighted approach can only hurt the industry. With higher and higher prices, more and more customers will stay away from the stores in favor of sitting at home tapping off the radio or someone else's album (which may very well be returned as “defective” after serving its purpose). In addition, the fallacy of basing royalties on the suggested list price will drain off more dollars that can’t be replaced.

It is time for the industry to get its act together. While many may not want to see it, the fact is that the industry can never return to the “good old days” of spend, spend, and then spend some more. What the music industry has to sell is a very fine product indeed, but who is foolish enough to believe that records or tape are more important than food, gas or the rent? It never was that way, and it never will be.

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**NEWS HIGHLIGHTS**

- RIAA figures show dollar value of 1980 record and tape shipments increased while total units declined (page 5).
- Weekend programming shifts emphasis to attracting declining ad dollars for radio (page 5).
- Arguments erupt over Goody evidence as Billy Joel takes stand (page 5).
- Dolly Parton’s “But You Know I Love You” and “You’re Only Dreaming” by Donnie Iris (new and developing artist) are the top Cash Box Singles Picks (page 11).
- “Concerts For The People Of Kampuchea” and the self-titled debut by Fast Fontaine (new and developing artist) are the top Cash Box Album Picks (page 13).

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**TOP POP DEBUTS**

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**COUNTRY SINGLE**

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Weekend Programming Emphasis Is Shifted To Attract Declining Ad Dollars For Radio

by Mark Albert

LOS ANGELES — In the face of recessionary times, broadcasters have begun to juice up weekend programming in the fight to attract diminishing ad dollars. Programmers, especially at AOR stations, have reacted to the challenge of attracting a smaller pool of ad dollars by instituting various types of marketable programs in place of the "throw away" programming of years past.

Sunday programming in particular has been transformed from its former role as a spot for meeting Federal Communications Commission (FCC) requirements for public service for stations to a time to attract more listeners -- in some cases, dozens of listeners per minute.

"Most of The Source's affiliates are AOR FM's, and the recorded live concerts we offer them have proven to be very successful in attracting more listenership and, consequently, more revenue," said Andy Denemark of NBC's The Source.

Robert M. Chambers, vice president and general manager of the ABC Radio Network, corroborated that, "AOR stations are the ones that pay the best, and their sales are usually slower on Sunday, particularly on the local and retail levels. And with the economy depressed, even stations in large markets are scrambling more for the local advertising."

That sort of competition has forced radio stations to alter their programming forms to attract listeners that can be delivered on the weekend.

Concerts Successful

Chambers further explained that through research, concerts have proven to be the most successful vehicle in attracting weekend listenership and revenues. "Concerts, more than music specials that contain interviews as well as music, have far more appeal," he said.

(continued on page 15)
**AGAC Royalties Appeal Set For Spring In D.C.**

**by Earl B. Abrams**

WASHINGTON — Copyright owners and record companies will have a chance to argue their respective positions pro and con on the increase in mechanical royalties during the spring session of the U.S. Court of Appeals for the District of Columbia in Washington.

This was the ruling of that federal court late last month on petitions for an expedited hearing filed by the American Guild of Authors and Composers (AGAC).

The court set April 7 as the deadline for the filing of briefs, May 5 as the date for the presiding judge's decision on AGAC's final filings — responses to the rebuttals. Oral argument could take place immediately thereafter before a three-judge appeals court panel. The judges usually are chosen just before the hearing.

Participating as intervenors are the National Music Publishers’ Assn. (NMPA) and the National Assn. of Recording Merchandisers (NARM).

At issue is last December's decision of the federal Copyright Royalty Tribunal (CRT) raising the royalty payment paid by record companies to copyright owners from the current 2.75 cents a song to four cents a song, effective July 1. Both AGAC and NMPA appealed the CRT decision on the ground that the current date of the boost in mechanical royalties should have been effective Jan. 1, 1981. The Recording Industry Assn. of America (RIAA), and CBS Inc., on the other hand, based their appeals on single position to the edict increasing copyright payments for mechanical reproductions.

Agreeing with the RIAA, NARM's ex-ecutive vice president Joe Cohen said: "NARM joins with RIAA in the belief that the increase awarded by the Copyright Tribunal is excessive. We feel it is incumbent upon NARM, particularly, in the best interests of its members, to point out the adverse impact on the consumer which will result if the increase is allowed to stand.

NARM's request to intervene had been overruled by the tribunal.

**FBI Seizes Illegal Duping Equipment And Tapes In Ohio, Tennessee Raids**

NEW YORK — Approximately $2.2 million in illegal, copyrighted audio equipment and duping tapes was seized by Willoughby Hills, Ohio police, acting after confirmation from the Cleveland office of the FBI on March 25. On the same day, approximately $800,000 worth of equipment used in the production of bootleg records was seized in Nashville, as a result of an ongoing investigation by the FBI's New Haven, Conn. office.

On March 13, the FBI had arrested Keith Turner, doing business as Venture Inc., in Old Saybrook, Conn. and confiscated more than $500,000 in bootleg records, material and equipment. The Nashville operation brings the total seizures to date in the Con-nection of $5 million.

In the Ohio case, police answering a domestic disturbance call involving a Roos-ter, Ohio woman, found a large warehouselike complex in Willoughby Hills, Ohio, made the seizure after contacting special agent Mike Ray at the Cleveland FBI office.

In Nashville, the FBI confiscated 17,800 completed record jackets which were to be used in the sale of bootlegged records that had already been ordered. Also confiscated was equipment, including masters, mothers, stampers and graphics.

**CASHBOX**

The gang at Jack's Roadhouse in Ft. Worth, Texas, and the ubiquitous Ohio, Texas-based favorite son, Capitol recording artist Delbert McClinton, has finally hit the big time for the first time. Delbert developed his own harmonica style and rich blue eyed soul vocal sound at the noted clubs, blue club, and after 20 years of dues paying he's finally getting the attention he deserves.

His wild rhythm and blues rump, "Giving It Up For Your Love," has already graced the top 10 on the Cashbox Singles Chart, and his "Jealous King" LP has soared to the #5 spot on the Pop LP chart.

A favorite of musical firm and honky tonk houses in the South, McClinton has had a long road to hoe as far as commercial success is concerned.

Starting his recording career in 1960, McClinton recorded his first record, a cover of Sonny Boy Williamson's "Wake Up Baby," on Major Bill Smith's LaCam label. Released under the name Mac Clinton, it became the first record by a white singer ever to be played on KNOK, Ft. Worth's black radio station.

Aside from a brief flirtation with glory, playing harmonica on Bruce Channel's '60s hit "Hey Baby," McClinton spent the next 15 years playing rock 'n' blues in the same old beer joints in Texas. In 1970, he threw all caution to the wind and headed for Los Angeles with a recent divorcee and her settlement money. The money and the af-fair didn't last long, but McClinton did manage to hook up with Glen Clark. As Delbert & Glen they recorded two albums for Clean Records that are now regarded as forebears of the progressive country movement.


In 1978 he signed with Capricorn and later, under the guidance of producer John McVie, with the Muscle Shoals band. Last year's "Keep On The Flame" earned him critical accolades, but missed commer-cially.

Now, courtesy of producers Barry Beckett and The Muscle Shoals Rhythm Section and Capitol Records, McClinton's spicy brew of funk/chaunch, blues and rock 'n' roll has finally hit home.
Bob's album with Earl Klugh, "One On One," was just voted a Grammy Award for Best Pop Instrumental Album. And his new live two-record set, "All Around The Town," looks like it's going to be around on the charts for a long time.

But the best is yet to come. CBS has just re-released Bob's first four CTI albums, which have long been unavailable.

So now Bob's new and expanding audience can go back to his beginnings, hear where the music came from and learn why the best keeps getting better.


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New Faces to Watch

The Rings

Beantown aggregation The Rings has followed the well-beaten path of so many by such bands as The Turtles (which the young pop/rock quartet has been favorably compared with) and, more recently, Robin Lane & The Points from the basement recording route to the local Boston club circuit and, finally, the major label ranks. Unfortunately, however, The Rings developed as a group of four very different and distinct performing personalities making up an indefinable whole.

At the core of the band are three songwriters—lead guitarist Mark Sutton, rhythm guitarist Michael Raver and bassist Bob Gifford. According to Gifford, each member of the writing triumvirate brings a unique approach to the recording sound. The end result is that The Rings' self-titled debut LP on MCA Records is peppered with bits of reggae and ska rhythms, shreds of metallic guitar work and poppish vocals.

Although Baker and Sutton have known each other for several years from their high school memories, The Rings is the first time they have been involved in something as serious as a professional band. According to Sutton, the trio had been discussing forming a band, but it wasn't until a house party arranged for a couple of his friends that the three of them actually formed The Rings.

"The party was going well and we decided to keep it going with a band," says Sutton. "At that time, we added Larry Reid (vocals) and Brian Kidney (drums), and that was the band. We started rehearsing in a basement under a studio, and a few weeks after that we began playing in clubs and making our first record."

The group's latest LP, "We're Out," is a compilation of their first two albums. The album features a mix of original songs and covers, including a version of the Beatles' "Twist and Shout." The album has received critical acclaim and has been well-received by fans.

Phil Seymour

Barboard walking recording artist Phil Seymour recently released his LP, "Me," on the Cash Box chart, and there's no stranger to the pop charts. As the singing drummer of the Dwight Twilley Band, which he formed with his high school friend, Tom Tompkins, he was at the forefront of the new wave of punk rock in the late 1970s and early 1980s.

Seymour's LP features a mix of original songs and covers, including a version of the Beatles' "Twist and Shout." The album has received critical acclaim and has been well-received by fans.

Agent Profile

Norby Walters: Booking This Year's Top Charting R&B Acts

BY Dave Schulpis

NEW YORK — To say that 1981 has been a good year so far for Norby Walters would be slightly understating the case. Up to this time, artists booked by Norby Walters, Assoc., of whom he presides, has been executive, have occupied the top spot on the Cash Box Black Contemporary chart since last December.

Walters cites two major reasons why his company has flourished at a time when the booking business in general has fallen on hard times. First, he had an extraordinary amount of attention to development of a network of venues for his acts to work. Second, he has tried very hard to create new avenues of exposure for his acts.

"Acts today are either superstars or they don't work," says Walters. "The void in between should have an opportunity to develop by auditioning well. We continue to develop a network of venues, some of which, we are not really a book for superstar acts. Superstar, buyers, dollars providing they have a chance to a win on the return on investment.

"What we're doing is bringing the street to the heartland, back to the business," continues Walters, saying, "I never an act to have wait for our country to develop a network of venues to develop in a step-by-step's move. As a former club owner, I know what that is to make the buyer's dollars, and this kind of thinking has been the key to my success I'm enjoying at the moment."

Norby Walters

Prior to that, Walters had spent 20 years after graduating from Brooklyn College with a degree in business as the owner of various garment jobs. Still, using what he calls the "make it profitable" approach, Walters has built a roster of nearly 100 acts.

Then, in 1974, one of the acts, Gloria Gaynor, scored a major disco hit. "I realized then that I could do the same thing with recording acts as I was doing with 100 bars and make more money. And by putting together a network of venues and having artists perform, we were able to keep track of the bars I could successfully handle 75-100 major recording acts," he says.

Disco Prosperity

After scrapping the bar bands, Walters says he "ride the disco peak because I saw it was a new country and the world. It was just an extension of The Twist it got middle class people into the disco and it was a new wave."

"I sensed it was time to make a direct line to R&B music with pop crossover potential," he adds. "I began to go back to the peak. "I sensed it was time to make a direct line to R&B music with pop crossover potential," he adds. "I began to go back to the peak."

Walters began his career as an agent in the music business. "It happened by accident," he recalls. "A restoration LP had to get him to a band and then told me to take a commission after I had brought one."

MCA Counter Sues In John Contact Dispute

(Continued from page 6)

Since the release of the album, Seymour has followed the line-up of his band and gone on the road. In addition to himself and Pitcock, the band features Bill Jost on lead vocals and guitar, and ex-Texan Dave Provoit on bass and drummer Davey Groggins, who played on a couple of the album tracks. "I don't play drums on stage at all," he says, with a sigh of relief, "just a tambourine."
NARM follows the sun to Florida for its convention in 1981. PLAN TO BE THERE! At the Convention? Yes! But more important, PLAN TO BE THERE when your industry emerges from the economic doldrums of the recent past into the warm sunshine of the future. PLAN TO BE THERE in 1982 and 1985, and 1989, when the planning you do today makes you an integral and successful part of that future.

PLAN TO BE THERE when advances in audio technology give this industry a product of superior quality and worth undreamed of in the past.

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

PLAN TO BE THERE when creative tape packaging revolutionizes the merchandising of cassettes, the fastest growing of all industry product.

PLAN TO BE THERE as bar coding of all records and tapes leads the way to professional effective inventory management.

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

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

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

FOR REGISTRATION INFORMATION CONTACT

NARM INC. • 1060 KINGS HIGHWAY NORTH • CHERRY HILL, N.J. 08034 • (609) 795-5555
Levison Named To MD Post At WEA U.K. Label

LONDON — Charles Levison has been named to the post of managing director for WEA Records, U.K., a position he vacated last year by John Frui. WEA U.K. has been in the interim by WEA International president Richard Fruin.

A respected veteran of the British music industry, Levison most recently served as managing director of Arias U.K., which experienced a 200% growth under his leadership. Prior to that, Levison worked with Virgin Records’ New York office and the London-based A&M, Chrysalis and Island Records in the Bahamas.

Fruin resigned from his post as WEA U.K. managing director last year, following the furore that arose in the wake of allegations of chart "hypping" by former WEA employees on the nationally televised World In Action and Newsnight programs. While a subsequent British Phonographic Industry (BPI) investigation revealed that chart "hypping" (attempts to manipulate sales charts by providing reporting retailers with extra promotional goods and other amenities) was not confined to WEA, Fruin vacated his post anyway.

Speaking of his plans for WEA U.K., Levison said: "I intend to develop a small, selective, and targeted list of U.K. heroes who will once again reflect today's enormous growth of creative talent in the U.K. and begin to fulfill the potential previously described. Artistic development will also play a crucial role in expanding the British market for our existing roster of artists."

Prior to his new appointment, Levison was appointed to the position of managing director at Arias U.K., filling the post vacated by Levison. Prior to his previous post he was managing director at Ariola U.K.

Mobile Fidelity Opens 'Original Masterworkings'

LOS ANGELES — Mobile Fidelity Sound Lab has opened Masterworks facility, Original Masterworkings, at the company's corporate headquarters in Chatsworth, Calif. The original Masterworkings facility was built to master Mobile Fidelity Sound Lab's Original Master Recording series. Mobile Fidelity president Herb Belkin said that "due to requests from some labels and artists, we are opening the Original Masterworkings facility to commercial clients on a limited basis."

The room will be staffed by chief engineer Stan Ricker, a noted half speed mastering engineer. The Original Masterworkings facility was designed by Gary Giorgi, vice president of product development for Mobile Fidelity Sound Lab, Stan Ricker and David Baskind. The facility has capabilities of cutting in half speed, real time and digital configurations.

MCA Pacts With Sweet City Label

LOS ANGELES — MCA has pacted with Belkin-Maduri’s Sweet City label to market and distribute the Cleveland-based label’s product. The agreement calls for the handling of four albums annually.

The first single under the new pact is "The Boys In The Band" by La Flavour, which was released March 18. Albums by La Flavour and R&B pop group Carter And Chaneil will be released later this year.

The deal also calls for Sweet City’s own promotion, marketing and sales staff to work in conjunction with MCA. Belkin-Maduri houses companies involved in concert promotion and management, as well as record production.

EMI America/Liberty Label Expands Black Music Marketing Department

LOS ANGELES — EMI America/Liberty Records has expanded its black music department with the appointments of Rusell "Rusty" Moody as national director of R&B promotion and Ted Currier as national director of black music A&R. Moody will oversee the promotion of all black product and has named four regional promotion managers who will report directly to him.

Rusell Moody, formerly with WMOT Records, will be the northeast promotion manager based in Philadelphia, while Allen Johnson, formerly with Arias Records, was named southeast promotion manager based in Atlanta. Handling promotion chores in the midwest will be former Capitol sales department staffer David Rogers, who will be the midwest promotion manager. Capitol sales department staffer Ken Bolden will be the southwest promotion manager based in Dallas.

In his new position Currier will be in charge of artist development tasks for all the twin labels’ black artists.

Moody began his career with Capitol in 1978 as east coast R&B promotion manager before moving to Los Angeles, where he worked as an assistant production/promotions/field director of R&B field promotion. Moody, who will be based at the EMI America/Liberty Los Angeles branch offices, will report directly to the company’s promotion vice president, Dick Williams.

Beginning his career in music as a jazz club manager and promoter in New York, Currier was also a producer of WKTY’s show Studio 92 in 1978, a post he kept until 1979 when he joined WBLS as special music director. Carter, captain of Capitol sales department staff, will be the southwest promotion manager for the new label.

EXECUTIVES ON THE MOVE

Chandler Named At Chi-Sound — Gene Chandler has been appointed executive vice president of Chicago-based Chi-Sound Records. McPherson Named At WCI — The WCI Record Group, Warner Records, this week promoted chief engineer Alan McPherson to technology director to the Record Group. In making the announcement, Warner Bros. Records chairman and president Mo Ostin said: "Al McPherson’s national and international client recognition is his continued work with WCI Record Group’s Stan Cornyn in areas of audio and video research, development of anti-counterfeiting technologies, manufacturing standards development and management of equipment."

Changes At Arista — Arista Records has announced that filling the midst region director’s position will be Burt Levitt, who most recently was Casablanca’s regional manager. Jeff Atkin succeeded Levitt in February.

Wright Appointed At Motown — Don Wright has been appointed national pop promotion director for Motown Records and its affiliated labels. He has worked local regional and national pop promotions for Motown.

Changes At International — International Record Syndicate has announced that Lauren Manduke has been named national director of college promotion, and will be responsible for handling major promotional accounts, overseeing the promotion of all artists and acts, and organizing a dance music department to promote i.R.S. product at a club level. He previously promoted concerts at U.C.L.A.

Chas At His Machine — Frank Rich has hands has announced new appointment as A&R director. His previous positions were coordinator, manager, creative services, east coast, PolyGram Records, Inc. Prior to her current appointment, she was the creative services administrator for Polydor Records, where she was responsible for major promotional accounts, overseeing the promotion of all artists and acts, and organizing a dance music department to promote i.R.S. product at a club level. She previously promoted concerts at U.C.L.A.

Outwater Named At Warner Bros. — Ed Outwater has been appointed manager of studio operations at Warner Bros. Records’ Los Angeles. He joined Warner Bros. last July as manager of A&R promotion.

Changes At Arista — Andrew M. Goldberg has been promoted to northeast regional manager, Arbitron Radio Station Sales. A year and a half ago, he joined Arbitron as an account executive for WTIC Radio in Hartford, Connecticut where he served as an account executive for two years.

Epic Apothecary at Metromedia — Chris Hansen has announced the appointment of John Hansen as the new head of Epic’s new Internet video department at Metromedia.

Kevin At His Machine — Kevin Sabin has been appointed assistant promotion manager for Epic Records.

Sabin Named — Distribution by Dave has added to the sales staff Pat Sabin of Longmont, Colorado. She was associated with IBM in the sales division.
**NEW AND DEVELOPING ARTISTS**

**SINGLES**

**DONNIE IRIS** (Carousel/MCA MCA-51093)  
**YOU'RE ONLY DREAMING** (BMA Music Co., a div. of White Carpet Records, Inc. — ASCAP) (M. Ave-sec, D. Ierace, A. McClain, M. L. Hones, K. Valen- 
tine) (Producers: M. Ave-sec)

The former Jaggers member came along with one of the pop/rock surprises of the year with the Top 25 single "Ah! Leah!" A hard act to follow by any standard, Iris has nevertheless come up with another irresistible mixture of grit, fuzz toned rock guitar and multi-layered vocals. A killer pop hook.

**ALBERT HAMMOND** (Columbia 11-60510)  

Hammond, who first hit the top of the pop charts in 1973 with "It Never Rains In Southern Californ- 
ia," makes a pleasantly surprising come-back on this richly produced mid-tempo pop/ MOR ballad. A stellar side crew, including backing singers Jenn- ifer Warnes, Wendy Waldman and Nicollette Lar- son, assist here.

**SPANDAU BALLET** (Chrysalis CHR 2473)  
**TO CUT A LONG STORY SHORT** (Copyright Control) (G. Kemp) (Producer: R.J. Burgess)

U.K.'s Spandau Ballet has been at the forefront of the "new romantic" musical trend in its homeland, along with genre granddaddies Brit- travox, and this is the cut that catapulted the band to the Top Five of the British charts. Like Visage, trend contemporary Spandau Ballet relies heavily on electronic instrumentation for its dance-oriented atmosphere.

**KELLY MARIE** (Coast to Coast/Roadshow 256 02092)  
**FEELS LIKE IM IN LOVE** (Desert Rain Music, Ltd. — ASCAP) (R. Dorset) (Producer: P. Yellowstone)

Disco dead? Not according to Kelly Marie, who is surrounded by a busy arrangements of horns, syn- 

**HITs OUT OF THE BOX**

**DOLLY PARTON** (RCA PB-12200)  
**BUT YOU KNOW I LOVE YOU** (3:16) (TRO-Denvon Music, Inc. — BMI) (M. Settle) (Producer: M. Post)

**DOTTIE WEST** (Liberty 1404)  
**WHAT ARE WE Doin' IN LOVE** (3:01) (Chappell Music/Sailmaker Music — ASCAP) (R. Goodrum) (Producers: B. Maher, R. Goodrum)

**MICHAEL JACKSON** (Motown M 1512F)  
**ONE DAY IN YOUR LIFE** (4:08) (Jobete Music Co., Inc. — ASCAP) (S. Brown III, R. Armand) (Producer: S. Brown III)

**TOTO** (Columbia 11-01059)  

**JEFFERSON STARSHIP** (Grunt/RCA JTA-12213)  
**FIND YOUR WAY BACK** (3:49) (Lunatunes — BMI) (C. Chaquico, T. Borsdorf) (Producer: R. Nevison)

**TIMMY THOMAS** (Martin MARX-3348)  
**ARE YOU CRAZY!?** (Part I) (3:37) (Happy Stepeh Music — BMI) (Timothy, I.J. Kitts) (Producers: F. Stonewall, H. Stone)

Taking his cue from a Richard Pryor line from the film Stir Crazy, Thomas serves up a funk-o-rounded affair here with "Yeah We Got" repeated over and over in the man- 

**LEON REDDINE** (Emerald City EC 7326)  
**Seduced** (2:40) (Warner-Tamerland Publishing Corp./Precedent Music Ltd. — BMI) (G. Tigo- 

**MILLIE JACKSON** (Spring SA 643)  
**I Had To Say It** (4:38) (Double Ak/Shun Music Co./Kaynette Music, Inc./Possie Music Corp. — BMI) (M. Jackson, B. Shapiro) (Producer: M. Jackson, R. Shapiro)

She had to say it and she does it. The outspoken Millie Jackson is bleeped several times here for radio purposes on this hard core rapper that's really a humorous take-off on the genre. 

**TOM JONES** (Mercury 76100)  
**Darin'** (3:15) (September Music Corp./Yellow God Music, Inc. — ASCAP) (O.S. Blandemer) (Producer: B. Justis)

The Welsh crooner is back once again with a real- 

**Cash Box/April 4, 1981**

**REVIEWS**

**REVIEWS**

**NEW AND DEVELOPING ARTISTS**

**STANLEY CLARKE and GEORGE DUKE** (Epic 19-01062)  
**Sweet Baby** (2:46) (Mycenae Music — ASCAP) (G. Duke) (Producers: S. Clarke/G. Duke)

The work of bassman Stanley Clarke and keyboardist George Duke should be familiar by now to most contemporary jazz and even R&B af- 

tionados. Now, the two make their bid for pop and A/C crossover with a lushly produced, mid-

tempo ballad.

**LARSEN-FEITEN BAND** (Warner Bros. WBS 0792)  

Buzz and Neil get down into a brooding funk/rock mood here, as Feiten kicks out the jams with some positively nasty lead guitar licks, creep- 

-
Arguments Erupt Over Groovy Evidence; Joel Takes Stand

(continued from page 5)

Tape, Audophile, Midline Sessions Set For NARM

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) has advertised the coming of the 1981 midline sessions scheduled for a review of the NARM show and an exhibit of the products they will feature. The show, to be held at the Los Angeles Convention Center and sponsored by the NAMM, will run from April 15 to 17.

Los Angeles Times reporter, “The Sound of Tomorrow” series, will conduct a separate seminar on April 14, where the different audophile technologies and products will be featured. The sessions will include presentations by manufacturers, distributors, and retailers, and will be open to the public.

Audophile Session

Advanced audio technology and the resultant product will be reviewed during a seminar titled, “The Sound of Tomorrow.” The seminars will cover a wide range of topics, including the latest developments in high-end audio equipment, as well as the role of the audio industry in the future of home entertainment.

HE NO POP-EYE — Kid Creole and the Coconuts, who recently released their album, “The Best of Both Worlds,” have been invited to perform at the “Pop-Eye” awards show, which takes place at the Los Angeles Convention Center on November 15.

The show will feature performances by a variety of artists, including Blondie, Wham!, and Madonna. The event is hosted by John Lennon, who is also a judge in the competition.

SNIFTS ‘N SNORTS — Bruce Springsteen, who has been involved in a number of recording projects, has taken a break from his touring schedule to record a new album. The album, entitled “The Promised Land,” features contributions from星星 (“Working on the Highway”), as well as other guest artists.

Cash Box photo by Jeff Zemek

EAST COASTINGS

This MUSIC OF BUSINESS — The Beach Boys and manager Jerry Schilling have split. Schilling will handle the solo career of Beach Boy Carl Wilson while the group will be handled by Jerry Weintraub. In addition to the widely reported Country Man records split, the Beach Boys have also released a new album, “No Place Like Home.” Blackwell is also commemorating the film vehicle for Grace Jones.

HISTORY NOW SHOOGZ — Ringo Starr and CBS have split up just a week before the release of his new album, “Ringo.” The album, which features contributions from George Harrison and Paul McCartney, did not sell as well as expected.

The album, recorded in Los Angeles, contains material written by Starr and his new band, Ringo’s All-Starr Band. The album was produced by George Martin, who also produced the Rolling Stones’ “Let It Be” album.

A posthumous release of Starr’s “Yesterday and Today” album will be made available in the fall. The album features live performances from the original lineup of the Beatles, as well as a new version of “Yesterday.”

Cash Box photo by Jeff Zemek

BLUE SUEDE ‘N WHOLE WHEAT — Mr. T, who has been touring with the Blue Suede Boys and the Whole Wheat Horns, will release a new album, “I’ll Be Around” on April 15.

Cash Box photo by Jeff Zemek

BULLETIN BOARD — We picked up the best vibes at a music biz office this year at Columbia Records on March 15, when the head of Andrae and Arthur, who led the A&M Records label, asked for a meeting with the label to discuss the company’s plans for the future.

The meeting, which included executives from Atlantic, Elektra, and Warner Bros., was intended to review the company’s current state and plan for future growth.

The meeting ended with the executives agreeing to pursue a variety of initiatives, including the formation of new record labels, the development of new business relationships, and the exploration of new revenue streams.

Cash Box photo by Jeff Zemek

(continued on page 20)
HITS OUT OF THE BOX

ALBUM

CONCERTS FOR THE PEOPLE OF KAMPUCHEA — Various Artists — Atlantic SD 2-700 — Producer: Chris Thomas — List: 13.98

Recorded in late December of 1979 at a London concert to benefit the starving refugees of Kampuchea (Cambodia), this live album just might represent the greatest collection of British talent ever assembled on one stage. Feisty performances by The Who, Pretenders and Elvis Costello highlight this stunning two-hour set of the skilled production and engineering talents of Chris Thomas and Bill Price, every one of these Hammersmith Odeon sets is a high quality effort. The album also contains very strong musical efforts by The Clash, Rockpile, concert organizer Paul McCartney and a whole slew of British rock's royalty.

DIRTY DEEDS DONE DIRT CHEAP — AC/DC — Atlantic SD16033 — Producers: Vanda and Young — List: 8.98

Until now, this 1976 recording stood as the AC/DC album that got away, never seeing release in the U.S. However, thanks to the success of "Back in Black," Americans can hear this band of Aussie hellions in its rawest and most raucous state. The late great Bon Scott was handling vocal chores then and the band was sporting a little different line-up, but Angus Young's guitar riffs were still musically akin to being hit upside the head by Dirty Harry's magnum 44. and AC/DC's X-rated lyrics were even more prevalent. Top cuts include such blues classics as "Big Balls" and "Squealer."

BLIZZARD OF OZZ — Ozzy Osbourne — Jet JZ 36812 — Producers: Osbourne, Kerslake and Rhoads — List: 8.98 — Bar Coded

The cover of Ozzy Osbourne's debut LP is a dead give away for the music, as "Blizzard of Ozz" sounds like their Black Sabbath circa 1970. The material is better produced and more contemporary, but it's still as ominous and overpowering as old Sabbath. A veteran British metal quartet featuring riffs only extraordinaire Randy Rhoads and former Uriah Heepster Lee Kerslake, they have a sound that legendary Osbourne whine. Top tracks are "Crazy Train," "Suicide Solution" and "No Bone Movies."

CARL WILSON — Caribou NJZ 37010 — Producer: James William Guercio — List: 8.98 — Bar Coded

The Beach Boys strag line from home base on this tight R&B tinged rock effort. Fine production helps the singer-guitarist through a nice set of bottom driven straight ahead rockers and summery ballads. Beach Boys fans will find familiar material to old tracks like "Leaving This Town" and "The Trader." Side one rocks convincingly, but side two features some subdued gems including "Hurry Love" and the Disney Girls-styled "Seems So Long Ago."

LIVE IN TASMANIA — John Fahey — Takoma TAK 7089 — Producer: Peter Noble — List: 8.98 — Bar Coded

Fahey's third worldly, acoustic folk/jazz guitar stylings may remind some of the work of Brazilian guitar folk/jazzist Egberto Gismonti. And although Fahey's work leans more to the western and bluesy side of the Atlantic, relying more heavily on simple melody and rhythms, the guitarist achieves a soothing level of transcendentalism. However, on "The Approaching Of The Disco Void," Fahey sufficiently displays his command of polyphonic and atonal counterpoint. AOR and adventurous jazz audiences should give a listen.

MARMALADE — G&P Records GP 1001 — Producer: Jrn Campbell — List: 7.98

The old "Reflections In My Life" crew has regrouped and sound in fine fettle on their debut for G&P Records. Their resilient harmonies, sweet pop hooks and Brit bubblegum sound is every bit as engaging as it was in their heyday during the late '60s. Better suited for the pop-A/C market now, the band should find success with "Oh Susie," "Good Luck To You" and "Lady Jane." Nostalgic and soothing.

NEW AND DEVELOPING ARTISTS

PASSAGE — A&M SP-4851 — Producer: Louis Johnson — List: 7.98 — Bar Coded

Brothers Johnson bassist Louis Johnson mines new territory, Contemporary Christian fusionwise, with the group Passage. And while this ain't on this beautifully crafted LP is spiritually guided, it still has that unmistakable progressive R&B/soul funk sound of The Brothers Johnson. Louis has recruited with Valerie and his brother Richard Heath for the effort, and they're joined, along with a passel of fine studio musicians, on "Stranger with the Word in an arresting new fashion.

CAT TRICK — Lauren Wood — Warner Bros. BSK 3517 — Producer: Peter Burnett — List: 7.98 — Bar Coded

The cover, showing a great photo of Wood with emerald green cat's eyes, hints that this is no ordinary LP, and it proves to be one of the A/C highlights of the year. Wood's composing talents have been discovered by Cher and Nicole Larsson already, but her fetching blue eyes soul-style sounds akin to a female Michael McDonald, and adult pop programmers should go for Wood hook, line and sinker. Top tracks are "What I'd Give For Love" and "Is There Anybody Here"


The Cretones proved that it could write some pretty nifty pop tunes last year with Linda Ronstadt recording two brisk numbers called "Man About Town" and "Real Love." But the group's first album drifted into obscurity and it was passed over as just another A.L. wave band. "Snap! Snap!" shows that this foursome can write and play like the best of them. The New-york-meets-So.-Cal-soft-rock style really comes across on songs like "Love Is Turning," "I Can't Get Over You" and "Hanging On" make this a gem.

HITS OUT OF THE BOX

CONCERTS FOR THE PEOPLE OF KAMPUCHEA — Various Artists — Atlantic SD 2-700 — Producer: Chris Thomas — List: 13.98

SANTANA — Columbia FC 37158 — Producer: Devadip Carlos Santana — List: 8.98 — Bar Coded

Santana proves once again that he is one of popular music's most accomplished and captivating guitarists, as he returns to the heavy percussive latin rock sound of his "Abraxas" days after his last jazz excursion. Songs like "Winning" and "Changes" show he can still stay contemporary, but the majority of "Zebop!" stands as a vehicle into that hypnotic Latin style of yesteryear. Songs like "Hannahell," "El Papa Re" and the inspired instrumental work on "American Gypsy" and "I Love You Much Too Much" illustrate the fact that Santana pioneered is still as infectious as ever.

BARRY & GLODEAN — Barry and Glodean — Zebra Gold FZ 37054 — Producer: Barry White — List: 8.98 — Bar Coded

The Godfather of spoken soul teams up with wife Glodean for his latest effort, and it turns out to be his strongest LP effort in years. White finally has a partner for his pillow talk, and the unusual conversation heats up a lot faster with the constant repartee. The LP is also more percussive and downright soulful than his most recent offerings, as exemplified by songs like "I Want You" and "This Love." Alternating between steamy love odes and stringified up-tempo tracks, "Barry and Glodean" becomes a bold new transition in this famed R&B crooner's career.

FEATURE PICKS
Majors Monitor New Preview Unit In Tower Test

Los Angeles — The Comiline Corp. of Bellingham, Wash., in conjunction with the New York-based Media Communications Inc., has developed Soundbar, self-contained, free standing record preview and private listening device. Designed for in-store promotional use, the Soundbar currently comes in two models: a 12-section sampling unit for larger retailers and a more compact, single station device. Each model has the capacity of preview selections from 12 different LPs, via a switchable, pushbutton-controlled, individual amp and speaker system, over individually attached headphones.

The circular, six-foot diameter Soundbar is available at the recently opened Record Bar Records’ Sunset Blvd. store here following similar tests at the Musicland outlet in Northridge, Calif., and Sam Goody’s New York. According to Judd Schutt, vice president of Comiline, the device utilizes a standard 4-track record cartridge for each LP preview as part of a 12 stack install. Each cart runs in a continuous 10-minute loop, automatically shutting off at a cue mark.

As part of its current test, Comiline is featuring recently released LPs by both new and established artists on the Soundbar, although the program has not yet reached any sale or leasing arrangements with record labels or radio stations as yet.

“We’ll be taking the Soundbar down to the NARM convention in Florida to create a 12-section sampling unit for larger retailers selling the idea,” noted Comiline’s Schutt. “We want to be flexible in marketing the device, as it can be used a number of different ways.

“The retail outlets themselves could possibly buy or lease the machines and offer on-station to the labels, or perhaps the labels would subsidize the use of the machine in full. On the other hand, there could be a number of avenues for cooperative uses between local radio, the labels and the stores, as each cartridge can be custom designed.”

Several major record companies are monitoring the effectiveness of the Soundbar, with taking preliminary orders and counts of the LPs featured and stocked in the bins above each listening station. Each station rack has space for up to 35 copies of each album previewed, and according to one label sales representative who has been keeping tabs on the bin sales, the machine has been very effective in selling product by newer artists.

“I’ve been asked to track sales from the

Chappell Bows New Print Format With Police Folio

Los Angeles — Chappell Music Co. is in- 

cluded in the release of the first mini-folio of four songs from The Police’s platinum selling "Synchronia Mondatta."" 

Distributed by the Hal Leonard Publishing Corp., exclusive distributors for all of Chappell’s print product, the Police’s first mini-folio, "A Pop Chappell," contains a mini-printing of four songs that retails for $2.95. The four songs included are the hit singles "De Do Do Do, De Do Da Da," and "Don’t Stand So Close To Me," plus "Canyon in A Coalmine" and "Driven To Tears."

In making the announcement about the new Chappell, Chappell president Irwin Robinson said, "Given the current economic climate, Chappell feels that new creative approaches to printing music to be found in to attract buyers and stimulate the marketplace. The first innova- tion in mini-foiling, which is introducing this mini-folio, which includes four songs for $2.95.

Robinson went on to say that the mini- 

folding is a great way to get the public interested in the edge in the industry, where single sheets are rising and some companies are charg- ing in excess of $5 for a single. It has been proved that when one has added another new Chappell idea, the practice of gatefolding sleeves, is also proving of great convenience to the user.

AFM President Opposes Cutbacks In NEA Funding

Los Angeles — American Federation of Musicians (AFM) president Victor W. Fuen- 

teaiba last week told the House Subcom- 

mittee on Interior Appropriations in Washington that no reductions should be made in funding to the National Endow- 

ment for the Arts (NEA).

Fuentesiba, who is also general vice 

president of the Department for Professional Employees of the AFL-CIO, said that the proposed reduction in federal funding to the NEA — from $158 million to $188 million — would mean that the NEA’s 660 employees, representing 1,164 arts organizations in the U.S., would lose their livelihoods thousands today and in future generations.

"NEA serves to strengthen the cultural heritage of our society, as it represents peoples and tastes of diverse backgrounds," Fuentesiba added during his address to the committee.

He said that musicians rely on a steady income and that steady income to music- 

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Weekend Programming Shifts To Draw Declining Ad Dollars

(continued from page 3)

greater appeal to the teens, and they are the targeted audience for an AOR.

Syndication firms have also become a prime source for special long form programming. Whether it’s marathon rock programs or talk shows based on special 52-hour Silver Anniversary of Rock and Roll, Westwood One’s 48-hour special, Rock Years, or weekly programs like the Dr. Demento Show, which airs on more than 150 stations every Sunday evening, programmers are finding these types of programming to be viable marketing tools that can be promoted to listeners and advertisers during the week.

Weekend Movers

Many stations do try to cultivate a more active listening audience on Sundays with music specials, concerts or countdowns. But on the other hand, today’s news and public affairs programs are becoming just as important in attracting listeners, who may not hear the station at one time they were simply throw aways. Programs such as The Source magazine show, The Source Report, and ABC’s In the News are all very successful for stations. WBCN’s Berardini said that his station’s radio magazine, Boston Sunday Review, which airs every Sunday morning from 8 a.m. to noon, was voted as the #1 talk show in town by the Boston Globe Readers Poll.

Yet, many public interest groups are concerned that if radio deregulation goes into effect, broadcasters will draw public service programming in favor of more commercials or music.

“I wouldn’t change or drop our Boston Symphony Orchestra for anything,” Berardini stated. “It has become a major part of our image. Many broadcasters, unfortunately, see these types of affairs shows as a burden and an expensive endeavor. To a point it’s true, because you need people to gather the information and produce and present it properly. But these programs have become very vital to us. People today need to be informed and FM broadcasters need to become full service stations to the listeners that comprise the older demographics that have grown up with the station. If these information shows are done haphazardly, just thrown together then they will become what they used to be on Sunday — garbage, throw away programs. Listeners won’t tolerate the time.”

Sandusky Taps Brooks To Head Radio Division

LOS ANGELES — Toney Brooks has been named president of the radio division of Sandusky Newspapers. Brooks is replacing Eric Hauerslein, who recently resigned. He will also take on the additional responsibilities of executive vice president and general manager of Sandusky’s KBPI/Denver.

Brooks comes to Sandusky from Kansas City, where he was KZAM-A & AM/690/950 FM/Seattle, and KDDB/KQD/Phoenix, which were sold to Sandusky by Hauerslein over two years ago. The company will also own KWFU/Tucsan pending FCC approval.

DID YOU KNOW — Make up your own mind. Blondie’s “Rapture” may contain a word that the FCC would probably take exception with, but then again, it’s not stretched from time to time. Yes, it’s one of those seven words that George Carlin eloquently spoke of something about digital manipulation. … There really is a radio station in the world. I mean, all the letters are there in Dallascity. Now, here’s the one that is, and a 1,000 watt country-friedtimer that has had these calls since September 1979. … WBCN/Boston recently celebrated its 13th anniversary as a progressive rock station and the same time WBRU/Providence, Brown University’s commercial radio station, is also celebrating its 13th year as a progressive rocker. WBRU, which is staffed by Brown students, also has the distinction of being the oldest continuing college radio station. … Some first hitting air waves in the world.

FOR YOUR INFORMATION — Continuing with anniversaries, KOME/San Jose just celebrated its first 10 years of professional AOR broadcasting throughout the San Francisco Bay Area. Feb. 1, 1971 was KOME’s first day on the air, so on Feb. 1 this year, the station is holding its first air cuts from the top of the Nielsen ratings for the past 10 years. KOME is also throwing parties for its listeners all year, first the celebration at The Cellar, where video tapes of Red Stewart, Fleetwood Mac and Blondie were shown and then a trip to the left coast. …

KNX-FM/The WINELINE — Soft rock album-oriented KNX-FM/Los Angeles was recently presented with special “Wineline” plaques by Elektra/Asylum local promotion manager, Roy Smith (c) to acknowledge the station’s addition of Gregory Warner Jr.’s single “Just The Two Of Us,” from his “Wineline” LP. Receiving the plaques are PD Michael Sheehy (I) and MD Dave Hall.

NEW SYNDI SHOW — Playboy Enterprises and syndication firm Westwood One are co-producing The Playboy Advisor, a weekly series of 10 90-second features taken from the pages of Playboy Magazine’s popular column. The series is targeted towards the 18-34 year-old demographic and is guaranteed to encompass only those subjects deemed appropriate for radio air play. The new program will be hosted by Eric Chase and produced by Karen Hart.

HANDS ON THE WATER — BBC Radio has put together a new documentary series called The Producers. The series of 12 one-hour shows is to be distributed worldwide and will feature record producers such as Todd Rundgren, George Martin, Richard Perry, Tom Dowd, Roy Thomas Baker, and John McFee. The shows will also surface in the guise of a book published by BBC Radio.

NETWORK NEWS — Look for Chuck Renwick to become executive vice president, network development, NBC Radio. Renwick, who is national director, network radio, NBC, has done a great job with The Source and is looking like NBC Radio could be just the right spot to help realize the NBC’s intention of developing multiple platforms. Also look for a vice president/general manager to be appointed to both The Source and the NBC Radio Networks. According to NBC, based on Arbitron data company, Fall 1980 with Fall 1979 for persons 12+, 6 a.m.-midnight, Monday through Sunday, its FM group, consisting of WNYT/New York, WKS/ Washington, D.C., WKQX/Chicago, and KYW/San Francisco, has generated the largest audience growth among any major FM group in the country over the past year. NBC’s studies reveal an increase of 518,200 listeners, with three of the four stations among the top five in their respective markets. WKQX is ninth in its market. In a related matter, the NBC FM Group has retained the services of Trout & Ries Advertising to expand their national advertising on their respective markets. Trout & Ries is the firm that conceived the “Radio: It’s Red Hot” campaign for the Radio Advertising Bureau (RAB). … The ABC FM Network kicked off its 1981 Source data with a live special on March 28. The Mutual Broadcasting System has expanded its Dallas operation and opened a national sales office there with John Butler named as vice president and Southern sales manager.

NEW JOBS — Joe Parish was named vice president and general manager at WPLJ-FM/New York. Parish, who comes to the ABC owned FM outlet from the network’s San Francisco AOR KFSP, replaces Mick Trigona, who recently resigned to join KIKK-Rocker in Denver as programming manager.

”Little John” Smith was named manager of programming, promotions, and public relations at WKXO/Rochester … Bill Gamble has returned to WEFM/Chicago as well as his post of national PD for General Cinema Corp. … More resignations, as Harry Nelson has vacated his PD post at KSLJ/St. Louis, and Jim Herron, PD and morning man at WAVY/Washington, D.C. has also resigned. Herron will be the new general manager at KATI/Oakland. … Doug Fridolf has been named promotion director for the Drake-Chenault syndication company. …

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Mark Albert
### #5 Most Added

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist(s)</th>
<th>Format</th>
<th>Network(s)</th>
<th>Region(s)</th>
</tr>
</thead>
</table>
| Cold Chisel • East • Elektra | Phil Collins | WWWM, WWNW, WBB, WWS | The Air | South in regions; strongest in West and Midwest.

### #8 Most Active

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<tr>
<th>Track Title</th>
<th>Artist(s)</th>
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<th>Network(s)</th>
<th>Region(s)</th>
</tr>
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</table>
| The Cretones • Snap! Snap! • Planet/Elektra | Various | WWWM, WWNW, KCZ | The Air | To air in all regions; strongest in East and Midwest.

### #1 Most Added

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<th>Track Title</th>
<th>Artist(s)</th>
<th>Format</th>
<th>Network(s)</th>
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</table>
| Walk On the Weak Side | Various | WWWM, WWNW, WBB, WWS | The Air | The Air in LA, KZEL, KROQ, and KBPI regions; strongest in East.

### #3 Most Added

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<th>Track Title</th>
<th>Artist(s)</th>
<th>Format</th>
<th>Network(s)</th>
<th>Region(s)</th>
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</table>
| Great Buildings • Apart From The Crowd | Various | WWWM, WWNW, KCZ | Radio Stations | West in regions; strongest in West.

### #6 Most Active

<table>
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<th>Track Title</th>
<th>Artist(s)</th>
<th>Format</th>
<th>Network(s)</th>
<th>Region(s)</th>
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</table>
| They Touch | Various | WWWM, WWNW, WBB, WWS | The Air | Fair in all regions; strongest in East and Midwest.

### #9 Most Active

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist(s)</th>
<th>Format</th>
<th>Network(s)</th>
<th>Region(s)</th>
</tr>
</thead>
</table>
| Journey • Captured | Various | WWWM, WWNW, WBB, WWS | The Air | Moderate in all regions; strongest in East.

### #1 Most Added

<table>
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<th>Track Title</th>
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<th>Network(s)</th>
<th>Region(s)</th>
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| Walk On The Weak Side | Various | WWWM, WWNW, WBB, WWS | The Air | Fair in Midwest and West; weak in others.

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| They Touch | Various | WWWM, WWNW, WBB, WWS | The Air | Fair in all regions; weakest in West.

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**April 4, 1981**

**Cash Box Rock & Roll**

**Listed alphabetically by artist**
Bum Radio Report April 4, 1981

# 9 MOST ADDED

SANTANA • ZEBOP • COLUMBIA
ADDS: KZAM, KNCN, WQQ, WWWW. HOTS: None.}

# 2 MOST ADDED

PHILLIP SEYMOUR • BOARDWALK
ADDS: None. HOTS: KZAM, WQQ, WWWW, KBPI, WKB, KEMP, KBPI, "PERFECT TRACKS" Open.}

SALES: Moderate to fair in all regions; strongest in West.

# 10 MOST ACTIVE

THE POLICE • ZENYATTA MONDATTI • A&M
ADDS: None. HOTS: WBAB, KOME, WMMS, KEZY, KZEW, WIB, KLWQ, Wib, KZQK, KJQ, KROJ, "PERFECT TRACKS" Don't Stand, De Do Do. Driven.}

SALES: Good to moderate in all regions.

# 5 MOST ACTIVE

2 RED SPEEDWAGON • HINFINITY • EPIC
ADDS: None. HOTS: WLVQ, WGRQ, WBLM, KSHE, KBPI, KMET, KMGN, WWWW, KJQ, WJQ, WBB, KOME, KZAM, KBPI, WIB, WSSA, WLOW, WKBQ, KAME, WIB, WSSA, WLOW, WKBQ, KAME, WKQ, "PERFECT TRACKS" None.}

SALES: Moderate in all regions; strongest in West.

# 3 MOST ACTIVE

JOE DODGSON • HEALING • BEARSBURG
ADDS: None. HOTS: WIB, WQQ, WWWW, WWWMQ, KBPI, WIB, WLOW, WKBQ, KAME, "PERFECT TRACKS" None.

SALES: Moderate in Midwest; fair in others.

# 7 MOST ACTIVE

RUSH • MOVING PICTURES • MERCURY/ POLYGRAM
ADDS: None. HOTS: WGRQ, WKBQ, WLOW, WKBQ, KAME, "PERFECT TRACKS" None.}

SALES: Good to moderate in all regions.

# 4 MOST ACTIVE

1 STYX • PARADISE THEATER • A&M
ADDS: None. HOTS: WGRQ, WBB, KBPI, KBPI, KMET, "PERFECT TRACKS" None.}

SALES: Good in all regions.

# 4 MOST ACTIVE

JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA
ADDS: None. HOTS: WBB, KBPI, "PERFECT TRACKS" None.}

SALES: Good to moderate in all regions; weakest in Midwest.

# 3 MOST ACTIVE

78 SPECIAL • WILD-HEYED SOUTHERN BOYS • A&M
ADDS: None. HOTS: WKBQ, WLOW, KAME, "PERFECT TRACKS" None.}

SALES: Good in all regions.

# 2 MOST ACTIVE

STEVE WINWOOD • ARC OF A DIVER • ISLAND
ADDS: None. HOTS: WBB, WLOW, WKBQ, KAME, WLOW, "PERFECT TRACKS" None.}

SALES: Good in all regions.

# 1 MOST ACTIVE

TOTO • TURN BACK • COLUMBIA
ADDS: None. HOTS: WGRQ, WBB, KBPI, KMET, KMGN, WWWW, KJQ, KBPI, WIB, "PERFECT TRACKS" None.}

SALES: Good in all regions; weakest in Midwest.

# 4 MOST ACTIVE

PAT TRAVERS • RADIO ACTIVE • POLYDOR/ POLYGRAM
ADDS: KMET, HOTS: WBB, KBPI, "PERFECT TRACKS" None.}

SALES: Good in all regions; strongest in Midwest.

# 8 MOST ADDED

ROBIN TROWER • B.L.T. • CHRYSALIS
ADDS: None. HOTS: WGRQ, WGRQ, WLOW, WBB, "PERFECT TRACKS" None.}

SALES: Good in all regions; strongest in West.

# 4 MOST ACTIVE

GINO VANNELLI • NIGHTWALKER • ARISTA
ADDS: None. HOTS: WBB, WLOW, WBB, "PERFECT TRACKS" None.}

SALES: Good in all regions; weakest in South.
### Cash Box / April 4, 1981

#### Top 100 Singles

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<td>63</td>
<td>50 I MISSED AGAIN</td>
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<td>61 A LITTLE IN LOVE</td>
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<td>62 (JUST LIKE) STARTING OVER</td>
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<td>63 SAME OLD LANG SYNE</td>
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<td>67</td>
<td>64 (GHOST) RIDERS IN THE SKY</td>
<td>OUTLAWS</td>
<td>12 W</td>
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<td>65 SAY YOU'LL BE MINE</td>
<td>CHRISTOPHER CROSS</td>
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<td>69</td>
<td>66 IT'S MY JOB</td>
<td>JIMMY BUFFETT</td>
<td>28 W</td>
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<td>DOTTIE WEST</td>
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<td>68 RIGHT AWAY</td>
<td>HAWKS</td>
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<td>BADFINGER</td>
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<td>71 LOVERS AFTER ALL</td>
<td>MELISSA MANCHESTER/PEABO BRYSON</td>
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Arguments Erupt Over Goody Evidence: Joel Takes Stand

(continued from page 6)

Goody and Pickwick. Martin Cullen, executive director of management information systems at Gramm, also questioned about how the company's computer programs and records were generated and maintained and how the monickers, which were generated during the period of October 1977 to December 1979, which was referred to extensively in later testimony.

Royalties manager Manuel Engelis brought in a list which purported to reprise the contract that was to be made between January 1977 and March 1980. It showed that Goody received 60% of all sales. Goody received 194,000 LPs, 8,720 cassettes and 22,505 8-tracks of 12-string albums and 17,000 8-tracks of Grease—all free. However, close scrutiny showed that he didn't include a substantial number of additional free goods given under a "sales-incentive" program. He would not give further questions of Cullen showed as well there were at least several numbers of all the items mentioned free were not included in the printouts sheets.

On March 25, Holmes filed a motion with the court to dismiss Count I. In the dismissal, the RICO (Racketeer Influenced and Corrupt Organizations) count against the Goody corporation, arguing that a corporation can't be a "person" as used in that statute (which applies to individuals). Further, the corporation was not compensated in any way by the government. Judge Platt has not yet ruled on the motion.

Joel Testifies

Billy Joel's appearance in court brought an outburst of the reports from local and national media. When questioned by Martin Gold, Joel was unable to describe the song "Goody's" on which the lead singer Martha Johnson to come to the forefront, logically defining the character and context of most of the band's songs. The shyer, less dynamically dominated passages tend to reveal the group's weaknesses in aden-dance, the Muffins' strong point.

The first of the youthful unity's four shows here painlessly outscored "how thin the Muffs's" sound gets at times, particularly in "Echo Beach" and "Indecision," everything could coalesce into an all-out rhythmic hop. In these masterfully passive band seemed to come alive and move onstage as a whole, providing a genuine, secure potential as a swinging new pop outfit.

Much of Johnson's songwriting seems autobiographical, as was most readily apparent during the compositions "This Year" (a diaries-type recounting of the band's past year with Martha's own personal anec-dotes), "Goodbye" (a song that lends itself to the band's atmospheric renderings provided an appropriate background for his performance), and "I Can't Detach the Same Time Captivating.

Unfortunately, the middle part of the set didn't do much for the restlessly shimmering choir, and the band seemed to fade into the background vocalist Jean Wilson, brings a simple yet fluid playing style to the group. There were moments of note, as well with Tim Gane's quick, clipped rhythms. Gane's brother, Mark, could be slightly more aggressive on guitar, providing more chord changes in the quick time that is lost there seems to be compensated for by Andy Haas' smoldering sax work (a highlight) and Carl Fine's light keyboarding.

NEA Funding

(continued from page 4)

NEA Funding acknowledged that private and corporate donations are substantially used to support the arts. In his statement, the funding for the arts demands governmental assistance.

Regarding the historical practice in many European nations of citizens privately supporting the arts, Fuentesela told the subcommittee members "that the governments of these nations have long since assumed funding the arts."

The AFM president indicated that federal funding of the arts, through NEA's matching grants, has done much to stimulate private donations to the arts. He said that the proposal to the establishment of the NEA in 1965, private donations to the arts only increased from $191 million to $258 million. Fuente-sela pointed out that in the 15 years since the agency's birth, private donations to the arts totaled more than $3 billion.

The NEA does "helping to establish the prosperity enjoyed by the arts when private philanthropies are encouraged or the National Endowment for the Arts," Fuentesela added.

In conclusion, the hearing unscienti-fied the public's desire for continued maximum funding for NEA and to recent studies that indicate the public would support additional taxes to maintain and expand the agency.

"Now is the time for Congress to acknowledge that demand with your continued support of the National Endowment for the Arts," he said.
Excellor Country Unit Coming On; Inks With Sunbird

NASHVILLE — With just more than five months of operation behind it, the country division of the late Minneapolis-based Excellor Records is coming on strong, with album and/or single product on the market by Musical Youth, David Hurd, Hall & Oates, Nashville's Hazzard and the Concrete Cowboy Band, with additional releases scheduled from Canadian artist Carroll Baker, who signed with the label in November 1980. Additionally, the label recently paced for a long-term distribution agreement with Nashville-based Dancing Bear Records, who calls for Excellor to distribute Sunbird product through its independent distribution network.

Excellor actually debuted on the market in June 1980 with its well-received “Chimpunk Funk” album. According to label vice president and general manager Don Johnson, development of the country division of the label began in October 1980, following extensive research into the viability of creating such a unit.

“We have our own market research and the experience our people have in the business, we determined that a country label could be a success,” Johnson said. “We think country will continue to grow and take a bigger and bigger share of the total marketplace.”

Outlining the game plan of the label, Johnson said the primary thrust was to gradually sign 12-15 artists, each particularly chosen in terms of "where they musically are in their careers."

“We are striving to do is to give priority to each particular artist in his or her respective category,” he said. “A category, developmental artist or country singer. We don’t want to have more than two people in any particular category. It’s important that we sign artists who have a tremendous amount of potential, but just can’t get enough attention from the record companies. By very carefully picking our artists, we can create a good and successful relationship with them.”

To give its artists added exposure, Johnson said the label is planning a show case for mid-April, most likely in Dallas. Additionally, he said, Excellor is currently considering office space to open a branch in Nashville.

TRUE GRIT — Billy Bob Barnett (i) and Spencer Taylor (c), principals of Billy Bob’s Texas, recently purchased the eye patch worn by John Wayne in the film "True Grit" for $14.00 at a City of Hope charity auction. The patch will be on display in the VIP Room of the club when it opens its doors April 1. Pictured with Barnett and Taylor is Israel Freeman, chairman of the City of Hope charity auction.

CMA Radio Survey Finds Number Of Country Stations Is Still Increasing by Jennifer Bohler

NASHVILLE — Keeping up with the country music boom that began in the late-70s, the total number of radio stations in the U.S. and Canada programming country music jumped 20.6% during the past year, with the number of full-time country stations jumping 16.3%, according to a Country Music Assn. (CMA) survey released last week. Surveying approximately 7,500 radio stations, the CMA found that the total number of stations programming country jumped to 2,907 from 2,403 in 1980, with the number of full-time country stations increasing by 1,785 from 1,534 last year.

According to the survey’s more specific breakdown, 142 stations are now programming country music 12-15 hours a day, as opposed to 92 in 1980; 232 are programming country 8-11 hours daily, compared to 170 last year; 484 are programming 5-7 hours daily, compared to 407; and 264 are programming four hours or less daily.

Derby Fest, Old Country To Feature Country Acts

NASHVILLE — With Spring’s arrival, more and more theme parks and special events venues have begun scheduling warm weather concerts, including the Kentucky Derby Festival in Louisville, Ky. and Bush Gardens The Old Country in Williamsburg, Va.

The Derby Country Kick is the latest addition to the annual Kentucky Derby festivities. Scheduled for April 26 at Freedom Hall in Louisville, the concert will feature Merle Haggard, Johnny Paycheck, Hank Williams, Jr., Lacy J. Dalton and Asleep At The Wheel.

“All of the groups featured in this superstar line-up are anxious to be a part of the Derby festivities, and they’ve got stories to sing and tell,” said Don Blackburn of Blackburn Promotions, the show’s promoter. Also co-sponsoring the five-hour Derby Country Kick will be WMZQ Radio.

The Old Country’s spring concert series will kick off April 19 with Harry Chapin, who, like the rest of the artists scheduled to appear throughout the series, will perform two late afternoon performances each Sunday. Mel Tillis is scheduled for April 26; Artie Guthrie and Pete Seeger for May 3; Debby Boone, May 10; Dr. Hook, May 17; the Dick Clark Rock ‘N Roll Revival, May 24; and Johnny Cash on Memorial Day, May 25.

The Old Country’s weekend concert series will continue throughout the summer and fall with over 25 concerts scheduled.

NSA ELECTS OFFICERS — The Nashville Songwriters Assn. International (NSAI) recently elected officers for 1981-82. Pictured standing are (l-r): Wayland Holyfield, first vice president, Don Wayne, treasurer; Paul Richey, Sergeant-at-Arms; and Michael Kosser, secretary. Pictured seated are (l-r): Maggie Cavender, executive director of NSAI, and Randy Goodrum, the new president.

Meet For Fan Fair Softball Teams Set

NASHVILLE — All companies interested in having a team participate in this year’s Fan Fair Softball tournament (June 8-9) should send a representative to the tournament eligibility meeting at the Broadcast Music, Inc. (BMI) Nashville office, April 8, at 5:30 p.m.

The tournament, co-sponsored by the Country Music Assn. (CMA) and the Grand Ole Opry as part of the 1981 Fan Fair festivities, will again be held at Cedar Hill Park June 8-9.

Teams in two divisions — men’s and women’s — will participate for trophies. Games will be played according to official ASA softball rules. Teams should be made up of persons who drive the majority of their incomes in the music business; and each team must field at least three artists of “national stature” to be eligible to compete in the tournament.

Eligibility requirements will be discussed at the April 8 meeting, and team representatives will have the opportunity to sign their companies’ teams up on the tournament roster forms.

WKDA-AM Bows New Gospel Music Program

NASHVILLE — Country radio station WKDA-AM recently premiered a gospel music show titled “Music City Sanctuary Band,” a program featuring a blend of all contemporary and traditional styles of gospel music. Don Butler, executive director of the Gospel Music Assn. (GMA) will act as host, air personality and program director during the pilot series of the show, which airs exclusively on WKDA in Nashville from 10:00-11:30 a.m. Monday through Friday.

Artists scheduled to be featured include Andrae Crouch, Reba, Cynthia Clawson, The Hawkins Family, The Kingsmen, The Blackwood Brothers, The Speer Family, Bobby Jones and New Life and Barry McGuire.

‘Home’ TV Special To Aid Grand Ole Opry Trust Fund

LOS ANGELES — Over two dozen performers — including Country Music Hall Of Fame members Roy Acuff, Chet Atkins, Johnny Cash, Minnie Pearl and Kitty Wells — will appear on the CBS-TV special Country Comes Home April 1 from 9-11 p.m. that will be taped at the Grand Ole Opry House in Nashville, the special is designed to benefit the Opry Trust Fund, the 16-year-old fund established to aid the neediest country music performers. In addition to the Country Music Hall Of Fame members, other key performers in the special include Loretta Lynn, son David on the Oscar-nominated film, Coal Miner’s Daughter; George Jones, winner of this year’s Grammy for Best Male Vocal and the 1980 Country Music Assn. (CMA) Male Vocalist of the Year; Tammy Wynette; Tanya Tucker & Glen Campbell and The Statler Brothers.

Also appearing will be Hoagy Carmichael; June Carter Cash and her sisters Anita and Helen; Ray Charles; Roy Clark; Larry Gatlin and The Gatlin Brothers, Bill Anderson, Alabama; Bobby Bare; Crystal Gayle; a three-time winner of the Academy of Country Music outstanding female vocalist award and two-time CMA nominee for the same award; Doug Kershaw; Charlie Rich; Hank Williams, Jr. and Jeanie C. Riley.

Hank Williams Tribute

One of the highlights of the show will be a tribute to Williams’ legendary father. Although Hank Williams died more than a quarter century ago, he remains as popular as ever.

“My daddy’s songs, I am certain, are as recognizable and as welcome today as when he had them,” said Hank Jr. during the taping of the show, and “their beauty is that you don’t have to explain them. They only have to be sung to bring them to life again.”

Country Comes Home executive producer Joseph Cates said he was able to assemble such a star-studded roster of talent because the show was benefitting the trust fund. “These are entertainers who identify closely with them,” said Hank Jr. during the taping, “and the beauty of it is that you don’t have to explain them. They only have to be sung to bring them to life again.”

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Weeks 9 18 44
KENNY 23 7 38 5 7
KEEP 35 22 36 25 18 3
CRY 17 ROWDY 28 25 29 24 4
30 10 24 38 39 40 22 3
AM 31 4 1 3 11 22 15 4 4
41 29 20 30
LOVE 25 HORIZON 20 3
9 35 5 5 34 7

Weeks On 3/28 Chart
10 24 38 39 40 22 3
AM 31 4 1 3 11 22 15 4 4
41 29 20 30
LOVE 25 HORIZON 20 3
9 35 5 5 34 7

John Anderson.
A natural country fact.
His new album: John Anderson 2. Featuring the single,
"I'm Just An Old Chunk Of Coal (But I'm Gonna Be A Diamond Someday)."

WBS 49699
Produced by Tony Wilson.
On Warner Bros. records and tapes.

John Anderson.
She's been first in your hearts, now you've put her first in the charts.

Sylvia

DRIFTER Sylvia's first #1 single is now her first album.

Also including: "Tumbleweed" "The Matador" "It Don't Hurt to Dream"
SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

SAM JO COLE (Elektra E-47 127)


Cole's debut single is a remarkably cohesive blend of soulful, R&B-infused tunes and country-tinged production, compliments of Dixie Gamble-Bowen and Jimmy Bowen. Elektra doesn't have many Nashville-based female vocalists, but the quality of this one should more than make up for lack of quantity.

HITS OUT OF THE BOX

ELVIS PRESLEY (RCA PB-1256)

You Asked Me To (2:58) (Baron Music - BMI) (W. Jennings, B. J. Shaver)

FEATURE PICKS

E.Z. PICKINS (Hilding America H-777)

America's Gone Country (2:45) (Argonaut Music - BMI) (M. Price)

TOM JONES (Mercury 75100)

Darlin' (3:15) (September Music Corp./Yellow Dog Music - ASCAP) (O. S. Blamendere)

RANDY BARLOW (Paid PAD-133)

Love Dies Hard (2:55) (Frebar Music Co. - BMI) (F. Kelly)

GARY GENTRY (Elektra E-47122)

I Sold All of Tom's Songs Last Night (2:44) (Troll Music - BMI) (G. Gentry, S. Hall)

DEBBIE CLARK (Kari 118)

Never A Night Goes By (2:50) (Jack & Bill Music - ASCAP) (J. Foster, B. Rice)

LINCOLN COUNTY (Soundwaves SW-4629)


MARTY COOPER (Unlimited Bold Z6-01013)

Ten Dollar Room (2:58) (Martin Cooper Music - ASCAP) (M. Cooper)

GARY SMITH (T-3745)

Taking No Chance (3:00) (Red Rose Publ. - ASCAP) (P. Hunt, M. Taylor)

J.W. THOMPSON (NSD 86)

Take These Chimes From My Heart (3:09) (Milenue Music - ASCAP) (F. Rose, H. Heath)

ALBUM REVIEWS

ROLL ON MISSISSIPPI — Charley Pride — RCA AHN-1 3905 — Producers: Jerry Bradley and Charley Price — List: $8.98 — Bar Coded

It's been a year since Pride's last album release—"There's A Little Bit Of Hank In Me." But judging from the quality of this album, Pride and producer Jerry Bradley spent the time wisely, selecting excellent material, including "You Beat Em All," "Ghost-Written Love Letters," "Make It Special Again" and the title track. An interesting note: this album marks the end of a five year teaming between producer Bradley and Pride for at least one album. Pride's next album is scheduled to be produced by Norro Wilson.

I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN — Joe Stampley — Epic FE 37055 — Producer: Ray Baker — List: 8.98 — Bar Coded

When Stampley puts his mind to it, he can record some of the most commercially palatable tunes in country music today. The focal point of any Stampley/Ray Baker collaboration is the singer's vocals — Stampley has an incredibly keen sense for turning a phrase just the right way. He may be best known for his honky tonk forays, but it is the slower-paced efforts that steal the show here. Exceptional cuts include "All These Things," "Give Me The Green Light" and the title track.

CONCRETE COWBOYS — The Concrete Cowboy Band — Excel XLP 88007 — Producers: Steve Vining and Ed Keeley — List: 7.98

The Concrete Cowboy Band is actually a group of some of Nashville's finest session musicians and vocalists banded together in a fine 14-piece unit, bent on presenting some of the classics of country and western music in a highly polished fashion. Some of the tunes included on the album are "Rocky Top," "San Antonio Rose," "Cotton Eye Joe," "Louisiana Man," "Faded Love" and "Texas (When I Die)." This is an excellent album to add to a collection of country classics.

THE COUNTRY COLUMN

ROYAL AMERICAN PRAISES — Though the overt indications of mass patriotism seem to have ebbed somewhat with the release of the American hostages by Iran, there is still an undeniable feeling of pride in our country in general. The release of Billy Joe Royal's ("Who Is Like You? Sweet America," which marks the 60's artist's debut on Kati Family Records, could get the banners waving again. Royal, you may remember, is credited with such '60s classics as "Cherry Hill Park," "Down In The Bood-" and "Hush," just to name a few. Royal's been keeping a pretty low profile in Atlanta the last few years, and only recently returned to the studio, with Atlanta Rhythm Section alumnus Robert Nix at the helm. The result was an album appropriately titled "Billy Joe Royal." Royal is, of course, more rock/pop-than-country artist (those that really matter these days?), but his latest single was shipped to country and pop formatted stations. When the singer was in Nashville a couple of weeks ago, he spent some time recording a new album for RCA. Joe Galante, Jerry Bradley and Dave Wheeler, Collins, in his own unique fashion, presented the three RCA executives with a "belly dancer"-gram. Three red faces thanked Collins for his thoughtfulness.

STUDIO TRACKS — In Woodland Studios in Nashville, Brenda Lee is beginning work on her new MCA album with producer Ron Chace. Les Ladd and Rick McCollister are engineering and doing the tracks. The Oak Ridge Boys are overdubbing vocals for their upcoming MCA album. "Rounders" is one of the first tracks to be recorded. Ladd and Martin are engineering for George and the Lucky Riders, a country group from Munich, Germany. cut a single at Woodland with engineers David McKinley and McCollister.

GIBBS AT DISNEYLAND — MCA artist Terri Gibbs will begin a three weekend date at Disneyland May 1. Meanwhile, she's still packing them in at the Radison in Nashville.

BAD LUCK STREAK IN PENSACOLA — Warner Bros. artist T.G. Sheppard recently had an ink run of bad luck in Pensacola, Fl. It was bad enough that all his cash was stolen, but the thieves also decided to take a very special ring Elvis Presley had given him some years ago. Of course, the sentimental value alone made the ring priceless.

ALL IN THE FAMILY — One of the hottest duos of the year, David Frizzell and Shelly West, will have an album out on Warner Bros. in April. Appropriately titled "Carrying On The Family Names," the follow-up single to their current hit "You're The Reason God Made Oklahoma," will be the debut single on MSA. Joe Nichols will also be celebrating his third album, "The Texas State O' Mind." The album will also contain a tribute to Lefty Frizzell titled "Lefty." On her own — independent promotion person Debbie S. Gibson has left Nationwide Sound Distributors (NSD) to form her own company, DSG Enterprises. Gibson, who spent six years with NSD handling national country promotions, will offer independent promotion and artist development. DSG Enterprises will locate is in 2429 Inga Street in Nashville. The telephone number is (615) 226-3058.

7 TO 1 AT 33 — Did you know that if you play Dolly Parton's single "9 To 5" at 33 instead of 45, it sounds like Ray Stevens singing the first tune instead of Parton? Thanks to KX104 DJ Coyote McCullough for pointing that out on his morning show.

WATSON ON THE ROAD — MCA artist Gene Watson is set to do some concert dates with Conway Twitty (some say Watson is Twitty's favorite singer). With dates already under his belt (March 21 in Jacksonville, Fla. and 22 in Charleston, SC.); Twitty and Watson will be heading for Lakeland, Fla. April 3 and Savannah, Ga. April 4.

COME IN EUROPE — Continuing its series of live broadcasts from the Tennessee Performing Arts Center in Nashville, Radio Luxembourg recently aired concert performances by Charly McClain, Don King, Terri Gibbs and Bill Anderson. Pictured backstage after the broadcast are (l-r) Bob Stewart, Radio Luxembourg DJ; Chic Doherty, MCA marketing vice president; King, Anderson, Gibbs, and Wes Gray, president of Nashville Radio Workshop.

Gene Watson

Jennifer Bohler

Cash Box/April 4, 1981
CONGRATULATIONS
HANK JR!

1st
Elektra/Curb Records'
#1 Single "Texas Women"
E-47102

1st
#1 Single "Texas Women"
Written by Hank Williams Jr.

Hank Williams Jr.,
Number One
and Still Rowdy!
THE COUNTRY RADIO

OTIS CONNOR PROD. COMPLETES "CERTIFIED COUNTRY" — Otis Connor Prod. has announced the completion of the syndicated radio package, Certified Country, (The Best Country In The City). The program contains more than 70 cuts determined by research conducted by Landsmen/Rivers Radio Services to ensure radio success in markets of all sizes. Certified Country was produced for WCX/Memphis, a local country radio station.

PERSONALITY PROFILE — Frank Barrow developed an interest in a radio career while working part-time at local country radio stations in his hometown of Durham, N.C. Barrow's interest finally surfaced while still in high school, and, in 1960, he landed his first on-air gig with WAKO, a block contemporary station in Durham. Following high school, Barrow headed for the great Northwest and hooked up with KZAM/Seattle, where he quickly took over the reins as program director. His radio career was put on hold, however, when Uncle Sam came a-calling. Following a brief stint in the Army, Barrow resumed his career with jazz-oriented KYAC/Seattle, where he became program director and remained for five years. He left Seattle for Milwaukee and WNOV in the Winter of '72, but the cold North wind drove him to Atlanta after six months. While there he hooked up with B.C.-formatted WAOX. Barrow resumed his familiar PD position and remained with WAOX from '73-'78, until his most recent move to WFDR/Manchester, Ga., as program director. WFDR-FM, a 100,000 watt powerhouse, turned the dial to country in October 1980, and is enjoying an increasing amount of listener response. Labels should send needed product to: WFDR-FM, P.O. Box 510, Manchester, Ga. 31816. Future plans? Barrow intends to purchase an undisclosed station in the near future.

COUNTRY STATIONS AVAILABLE TO NFC AFFILIATES — The NBC Radio Network has announced the availability of Country Sessions, a weekly series of one-hour recorded-in-concert country music specials, which aired for the first time of the weekend of March 20. According to NBC's Trump Radio Network, initial promotions indicate over 200 affiliated stations will carry the first series of 26 weekly broadcasts featuring the top stars in country music. The series is produced through NBC's Chicago affiliate, WMAG-AM, and hosted by morning personality Joel Sebastian. Country Sessions is produced by NBC Radio Network producer and WMAG operations manager Brian Chau.

CHANGES AT THE MIC — Tony Ketl, former music director of WQIK-FM/Jacksonville, Fla., has taken over those chores at WZZK-FM/Birmingham, replacing Kelly Al Brock, previously assistant program director of WLOF/Orlando. Bill Wise remains as program director of the Jacksonville country station.

Mike Mitchell has been named assistant program director of KRMD/Shreveport, La., effective March 16. Mitchell is a six year veteran of KRMD, and formerly of WMQJ/Memphis. He will assist program director, Tom Phifer.

MARATHON RAISES $3,000 FOR AMERICAN LUNG ASSN. — In a recent radio marathon March 13-15, WWNO/Construction Station raised $3,000, which was donated to the American Lung Assn. Music director Kevin Ireland pulled the marathon shift, which lasted for more than 48 consecutive hours.

COUNTRY RADIO

CMA Survey Reveals Number Of Country Stations Still Increasing

(continued from page 24)

Breaking the survey into nine geographic regions, the East South Central and Mountain regions of the United States experienced the highest percentage increase of country radio stations. The East South Central area, which includes Alabama, Kentucky, Mississippi and Tennessee, increased 28% in 1980 over 1979. Likewise, the Mountain region, which includes Colorado, Utah, Arizona, Nevada, Idaho, Wyoming, Montana, and New Mexico saw a 27% increase, from 154 to 195 stations.

Central Regions Up

The West North Central portion of the country, which includes Minnesota, Iowa, Kansas, Missouri, Nebraska, and North and South Dakota, had a 24% increase, from 258 stations to 319. The East North Central section, comprised of Illinois, Indiana, Michigan, and Wisconsin, increased from 270 to 323 stations, a 20% jump.

Two regions, the West South Central and Pacific areas, saw 18% increases in country music stations. Arkansas, Oklahoma, Texas and Louisiana, collectively known as the West South Central region, increased from 346 to 408 stations, while California, Oregon, Washington, Alaska and Hawaii, known as the Pacific region, saw the figure rise from 141 stations in 1980 to 167 in 1981.

In the South and Middle Atlantic areas, including Delaware, Florida, Georgia, and Maryland, and New Jersey, New York, and Pennsylvania respectively, each experienced 15% increases during the year. The South Atlantic moved from 458 to 526 stations, while the Middle Atlantic area moved from 99 to 117.

The New England area, encompassing Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont, had the smallest increase in stations programming country music, up to 41 stations from 36 for a 14% increase.

According to CMA executive director Ed Benson, response to the survey by radio stations was "extraordinary." He added that the CMA used a special computer printed form to some stations, which was on file from last year's survey, and of the stations included on that form (the 2,403 total stations programming some country music in 1980), 93% responded to the survey.

Processing for the CMA radio survey was handled by Chapple Business Services in Brentwood, Tenn.

COUNTRY MIKE

Frank Barrow

Uncle Sam came a-calling. Following a brief stint in the Army, Barrow resumed his career with jazz-oriented KYAC/Seattle, where he became program director and remained for five years. He left Seattle for Milwaukee and WNOV in the Winter of '72, but the cold North wind drove him to Atlanta after six months, while there he hooked up with B.C.-formatted WAOX. Barrow resumed his familiar PD position and remained with WAOX from '73-'78, until his most recent move to WFDR/Manchester, Ga., as program director. WFDR-FM, a 100,000 watt powerhouse, turned the dial to country in October 1980, and is enjoying an increasing amount of listener response. Labels should send needed product to: WFDR-FM, P.O. Box 510, Manchester, Ga. 31816. Future plans? Barrow intends to purchase an undisclosed station in the near future.

PROGRA M MERS PICKS

Jay Phillips — WMC/Memphis
Benny Ray — WSIX/Nashville
Tom Wayne — KXOL/Dallas
Don Walton — KFDI/Wichita
Dan Diamond — KCKN/Kansas City
Terry Slane — WGTI/Cypress Gardens
Pat Green — WHN/New York
Jimmy Bare — WSDS/Ypsilanti
Don Kelly — KJMG/Boise
Al Hamilton — KEBK/Oklahoma City
Tom "Cat" Reeder — WKCW/Warrenton
Steve Gary — KCOE/Austin
Rhubarb Jones — WLWI/Montgomery
Troy Wayne — KFRM/Salina

DILLON AND PATON AT WSCG — During a two-day radio promotional tour of North and South Carolina, RCA artists Dean Dillon and Randy Patton dropped in on WSCG-FM's Or Robinson. Accompanied by RCA Southeastern Country promotion manager Gaylen Adams, Dillon and Patton also visited stations WESC/Greenville; WIST/Charlotte; WFAI/Fayetteville; WCSS/Columbia; and WQOT and WCHT of Savannah. Pictured in the studio of WSCG-FM/Charlotte are (l-r): Dillon; Robinson; WSCG-FM; Patton; and Adams.
JOHNNY CASH'S NEW SINGLE,
FROM HIS SOON TO BE RELEASED ALBUM "THE BARON."
Produced by Billy Sherrill
ON COLUMBIA RECORDS.
Christian Artists' Music Seminar Is Scheduled For August In Estes Park

NASHVILLE — The seventh annual Christian Artists' Music Seminar in the Rockies has been slated for Aug. 2-8 in Estes Park, Colo. The seminar will feature over 400 artists, with over 1,000 registrants expected to participate.

Nightly concerts will feature such artists as Pat Boone, Dave Boyer, Brush Arbor, Wendell Burton, Gary Chapman, Cynthia Clawson, Jamie Owens-Collins, Hagan Courtney, Don Francisco, Amy Grant, Larrenelle Harris, Edwin Hawkins, the Imperials, the Mighty Clouds of Joy, David Meece, Doug Oldham, Dan Peek, Reba, Tim Sheppard, the Speer Family, B.J. Thomas, Truth and Lanny Wolfe.

Daily seminars and classes will be offered covering all facets of Christian music. Registrants can choose from over 100 seminars and workshops, including "Gospel Songwriting," "Basic Arranging," "Sound Systems," "Puppet Ministry," "Recording and Publishing," "Advertising and Promotion" and "Careers in the Christian Music Industry."

Classes will be led by publishers, artists, songwriters, recording company executives, agency and management personnel and church music professionals.

Evaluation and competition seminars will also be held throughout the week in the areas of vocal and instrumental soloists and gospel songwriting.

For more information write to Christian Artist Corp., P.O. Box 1984, Thousand Oaks, Calif. 91360.

'Joyful Noise' Show Featured During Recent Input '81

NASHVILLE — Make A Joyful Noise, a gospel opera production of Nashville's public television station WDCN-TV, was one of the productions in the international Input '81 colloquium, held March 22-28 in Venice, Italy.

The international conference unites producers and programmers from public broadcasting in 17 countries to screen programs focusing on social and cultural differences. The conference stresses programming that cares about the audience it addresses, is conceived as a service to the audience: defends rights when in jeopardy; helps people understand the society in which they live; fulfills the need to know; and entertains with intelligence and a sense of humor.

Countries represented in the '81 session include Japan, Mexico, Canada, Sweden, Finland, Russia, Poland, Hungary, Italy, Denmark, The Netherlands, the U.K., Austria, Belgium, France, Germany and the United States. Support for the 35 or so U.S. participants is being provided by the Rockefeller Foundation in the form of travel grants.

Francisco Re-Signs With NewPax Records

NASHVILLE — Don Francisco recently re-signed his recording and publishing contracts with NewPax Records and Paragon/Benson publishing group.

Francisco has come into prominence as a contemporary Christian artist in recent years with the success of his album "Forgiven" and the #1 song "He's Alive," which also won the 1980 Dove Award as "Song of the Year." Francisco was also honored as "Songwriter of the Year" for the effort.

ALBUM REVIEWS


Medema's role as an innovative contemporary Christian artist is broadened on this album with 10 self-penned tunes that challenge modern problems. One of the strongest messages comes in 'Corner Drugstore Jesus,' which questions those who seek happiness through drugs. Medema's hard hitting lyrics are strengthened by driving rhythm tracks and tight production throughout.

HE IS NEAR — Mike Adkins — Mike Adkins Ministries WSB 1062 — Producer: Mike Adkins — List: L.7 98

This album proves that perseverance can be the key to success. Adkins is single-handedly responsible for "He Is Near," writing and producing the entire effort on his own independent label. Powerful Southern soul influence is displayed by the former coal miner on cuts like "Land of My Heroes," which autobiographically chronicles the influences of the Grand Ole Opry and other Southern traditions on his music.


Kenneth Copeland's dynamic ministry is captured onvinyl on this two-record set recorded at the Copeland Coliseum in Charlotte, N.C. Joined by Delaine Niece, Kellie Copeland and Len Minix, Copeland covers a wide range of musical styles. Traditional tunes like "Amazing Grace" and 'God Bless America' are interspersed throughout a predominantly contemporary set.
ARGENTINA

BUENOS AIRES — A Record Fair at the Rural showplace will be starting April 10 and continuing until 20. The event, designed to attract customers to the record business, has been blueprinted keeping in mind a yearly gathering of the book publishing industry. Books will usually result in promotion for the publishing houses and attracts hundreds of thousands of potential buyers.

Miguel Angel Telechea has resigned his post at CBS. He was in charge of A&R and then took over from Heclo Cuomo. At the same time, Roberto Victor Clucta has been appointed in charge of radio and TV promotion.

Rocks will be the appointed general manager at Phonogram, reporting to John Lear, as we mentioned last week. Lear will be in charge of administration, sales, and after, having been general manager of the EMI branch in Mexico till last summer.

It is said that the RCA regional offices will be moved soon from Rio de Janeiro to Buenos Aires, headed by Adolfo Piano, vice president of RCA International in charge of Latin America, Japan, Australia, New Zealand and Africa, under the recent resumption of that situation. The move should take place next July.

Discos, the recently formed company, has arranged to have its headquarters at the house in which it is using its offices before moving to larger facilities. Carlos Casale is the manager of the operation, and he is telling the product is expected to be available soon.

Roger Lopez, who was head of Parmaro Records, will be running the company three years ago, will return to activity here with a new label. Eduardo di Bella, who has been with Surco recently, will join him in the new company. Campanelli, appointed general manager at Phonogram, is now investigating to sell this company.

The Phonogram convention was termed a strong success by Leo Bentivoglio, promotion manager of the diskery. The gathering took place in Mendoza, in the Eastern side of the country, and included both A&R and sales/promotion.

miguel sminoff

AUSTRALIA

MELBOURNE — Giant Records, the company that sold Surco's single, has released its first album featuring fast-rising Sydney combo Matt Finish, a polished four-man rock outfit led by singer-songwriter Matt Moffit. Reaction to the debut album has been excellent. Meanwhile, Dawkins is busy putting the finishing touches to the debut LP of Melbourne's Little Heroes, whose first single, "For A Bleeding Heart," is due soon.

Actually, Little Heroes released a self-titled single, "She Says," over a year ago, which was a hit in Australia. All Giant Records product is distributed by CBS in Australia... EMI recording artists Five Feet Apart have won the best male and female vocalist awards at the annual Mo Awards, presented by The Variety Club of Australia. The awards were presented at a glittering ceremony held at Sydney's Regent Theatre.

Singer/songwriter/actor Jon English is in London, where he was to give a press conference last April after a whirlwind tour of Europe, where his records have consistently made the Top 10, and have sold millions of copies in the historical TV drama series Against The Wind. English, signed to PolyGram Records, has just released a new single, produced by Peter Dawkins, called "Hold Back The Night." His European tour includes concerts in Norway, Denmark and Stockholm and several TV appearances...

John McVicar, the British ex-criminal on whose life story the new Daltrey film McVicar is based, recently visited Australia, along with former 60s teen idol Adam Faith, to promote the movie. Asked by one TV interviewer why he'd spent so much time in prison, McVicar replied, "I kept getting caught."

(See previous column)

BABOOSHKA IN LONDON — EMI recording artist Kate Bush, whose "Babooshka," LP was a hit throughout Europe last year, met with delegates to the recent EMI Music international conference in London. Among the delegates are the conference are (Julia Leves Leoy, EMI France; Fans de Wil, EMI Holland; Roberto Citterio, EMI Italy; Bush; and Avelino Esparza, EMI Spain.

British Retailers Continue Marketing ‘One Plus One’ Despite BPI Protest

by Paul Bridge

LONDON — At a recent meeting, the British Phonographic Industry (BPI) undertook to make representatives to major retail chains to secure their support for the “industry’s stand” against the controversial “One Plus One” cassette format marketed by Island Records. The BPI’s Director General requested that all retailers sign a statement of the format, but island stuck to its guns and a growing catalog of titles was accepted for sale by all but one major retail chain.

Boots, the nationwide chain of chemists and household/leisure stores, chose to postpone its decision on “One Plus One” following the BPI’s condemnation.

U.K. Parliament Member Calls For Probe Of The PRS

by Paul Bridge

LONDON — U.K. Member of Parliament Leslie Huckle has asked Westminster Trade Minister John Biffen to instigate an investigation into the working of the Performing Rights Society (PRS), claiming that it “spend up to £200,000 pounds ($447,000) of its members’ monies in resisting all attempts to obtain an independent review of the activities. It is being attempted by members to bring a semblance of democracy to its electoral and voting systems and to the methods of the interest-free loans to favored executives.”

Huckfield described the PRS as having “cloned its own inner workings in a veil of secrecy.”

Huckfield complained that effective control of the PRS sits in the hands of 400 members who, with 20 votes apiece, are known only to the PRS council. Further, political secretary of the National Union of Labour

(continued on page 35)

INTERNATIONAL BESTSELLERS

ARGENTINA

Counter The Beat — The Swingers — Mushroom

Australia

One Plus One — The Fall — Columbia

TOP TEN LPs

1. Another One Bites The Dust — Queen — EMI
2. Ahora O Nunca — Angela Carrasco — Microfon
3. Tremendo Amor — Maria Celeste — CBS
4. Lanza Perfume — Rita Lee — RCA
5. I Will Be Here — Barbra Streisand — CBS
6. Cuando Fuimos Amantes — Tormenta — Microfon
7. The Gambler — Kenny Rogers — EMI
8. Don't Stand So Close To Me — The Police — CBS
9. Perdoname — Camilo Sesto — Microfon
10. Solo Tu, Solo Yo — Toto Cutugno — Intercord

(continued on page 35)

INTERNATIONAL DATEDLINE

TOKYO — Tim Harrold, who will be president of Polydor International April 1, leaves PolyGram Canada as its president. Peter Erdmann assumed the helm of Polydor Japan quietly and confidently built the firm’s Canadian operations from an anonymous to a prominent face. Erdmann will be replaced by Henry Small, who worked in Scrubbable Calne and Small Wonder for 10 years. On an accomplished violinist and strong progressive pop composer, should be the catalyst to bring the band to international attention. Prism is in rehearsals with Carter, who will be following his next Capitol album, due tentatively for August... Triumph’s next album, on Attic in Canada and RCA in the U.S., will be called “Against Forces,” and should be ready by June. The group is mixing... Little Heroes, who have been able to take the Stiff America label for Canadian distribution (on CBS, Attic’s own distributor). Apparently, the next Lennone album will be among the releases turned down by Epic and issued on the Stiff label... On the label’s domestic front, Attic is releasing a double-live album from the city’s qui-
The Swingers: Kiwis Topping The Australian Charts On The First Try

by Allan Webster

MELBOURNE — Large, unknown in Australia a few months ago, Mushroom recording group The Swingers has made one hit after another, their biggest splashes heard here with its chart-topping single, "Counting The Beat." The fastest-selling single here in months, it has been described as anything from a casual treatment with regard to the group's media coverage, "Counting The Beat" has propelled The Swingers into the limelight and inundated Mushroom offices with inquiries regarding overseas rights for the group.

A three-man combo, The Swingers is fronted by multi-talented Phil Judd, the guitarist who was a founding member and the creative force behind the early Split Enz, the quirky group of New Zealanders who hit the international scene with the "True Colours." Backing guitarist Judd are Dwayne Hillman (bass) and Ian Gilroy (drums).

While with Split Enz, Judd not only sang and played guitar, but also wrote about 75% of the band’s material. He designed its first album cover. He left the band while it was in England, shortly after recording their first album with noted Australian producer Phil Manzanera, and returned to New Zealand to eventually form The Swingers.

Mushroom Records, which saw The Swingers almost a year ago during a New Zealand business trip and invited Judd as the first group to tour Australia with The Sports.

While here, the group did some recording with English producer David Tickle, who was working on Split Enz’s forthcoming album. The result of those sessions was "Counting The Beat," an infectious back-laden number which is expected to be the album’s best number when it's released.

PRS Probe Requested

(continued from page 34)

Socialist Club, he described the working of thePRS as quite arbitrary. The "PRS Amendment" to section 110 of the Companies Act 1948, which the government is proposing to introduce, to the Companies Bill now before Parliament, will force the council to reveal the identities of this secret list of 400. This, however, will not eliminate the secrecy behind thePRS council cloves its activities from the membership," he said.

A group of MPs around the country have complained to MP Huckfield about arbitrariness of thePRS’s list. Huckfield apparently made his call for an investigation without consulting or forwarding thePRS, whose representatives said that they were "shocked" at the news and claimed to have had complaints neither from Labor clubs nor from Huckfield as Secretary of their Union.

Judd, Hillman and Gilroy hints of the early Split Enz style and a catchy pop sound.

The single made it #1 within four weeks of release, helped by a great film clip produced, scripted and directed by Judd. Mushroom is putting the band into the studio again this month with Tickles, as part of the project. He’s spending 10 weeks with the band — first, to produce a new single, then to go on the road with the group a couple of weeks before tackling the album.

Before coming to Australia (and it looks like it will be for some time), The Swingers had one Top 10 hit single in New Zealand with "One Good Reason," the B-side of the current single.

"Counting The Beat" is just one of several good reasons why The Swingers are a band to watch. Live, the sharp, direct rhythms, coupled with Judd’s offbeat style, offer stimulation for the head and feet.

Judd has always been a reluctant man who prefers to talk about his art, and now, with everyone clamoring to talk about his current success, he’s even more reluctant. Besides, he’s got a band to think about — and that itself should speak volumes for his talent.

The Manhattans Leave For Japanese Tour

NEW YORK — Columbia recording group The Manhattans are currently on a tour of Japan. Beginning with an appearance at the Tokyo Music Festival March 29, the tour will encompass dates in Tokyo (March 31, April 4, 6), Osaka (April 2) and Nagoya (April 3). The band will also play in Honolulu April 8 before returning to the mainland U.S.

"One Plus One' Accepted

Island currently seems to be the only member of the island which has an alternative with enough faith to go ahead and put it into practice. "If One Plus One was adopted as the standard cassette system in the U.K., we believe the income generated would more than compensate for the industry’s potential losses," said an Island spokesman.
EGGERS CAN BE CHOOSERS — A recent trip to New York by English Eggger's Banquet artists Colin Newman and Bauhaus produced a unique cross-merchandising campaign that involved stores, clubs and radio stations. Keying in on 10 stores, five stations, and two record stores around the New York area, the strategy aimed to exploit the known network of new music outlets as alternative to indiscriminately servicing retail and radio outlets. The promotion method generated excitement for the new groups without spending the several thousand dollars usually required to promote a band. Stores received boxes, record sleeves, concert invites and other samples, while Bauhaus made an in-store appearance at the mid-town Audiomagnetic Records. Audiomatic manager Burt Golden was encouraged by the looks at the new faces at the appearance of the present New Doors at Delancey Thin Ice for an in-store concert, April 3. The Thin Ice promotion, which includes videos of a recent band appearance, has helped to establish the group's independently produced "Mr. Lonely" single on Sound Shop Records, and has brought major label publicity seeking the band into the store. For example, downtown mainstay Bondy's, which has traditionally done 90% of its business in black contemporary, recently replaced some of its 12" disco stock with new wave, engineered a trade-out with Pace University's WPUB radio station and bought two daily dags on WNEW for a sampler on Island, "Secret Policeman's Ball." An in-store loop tape featuring black contemporary groups like Slave and Lakeside, interspersed with those of progressive rock groups Heaven 17 and A Certain Ratio resulted in a strong black on Radios to the point that new rock record for Jim Records. This year's release is free to pool members, and $45 otherwise. The telephone number is (212) 777-1132.

DISCS FOR DEAR OLD MOM — Continuing Give the Gift of Music push, NARM is launching a heavily intensive marketing push for "50 Years of the Mother's World With Music." 2X3 four-color posters carrying the slogan are being offered to NARM members free of charge. Camera a ready art can be obtained by retailers, rac jobbers and one-stops for print ads. Orders for these ads may be placed by calling (609) 795-5555.

RECORD BAR NEWS — The Gainsville, Fl. Record Bar outlet got together with CBS Records and radio station WGZL to co-promote a "Stax of Wax" contest. $7.98 LPs and 45s were placed in the store, and contestants were invited to guess the correct number of LPS. First prize was 50 LPs chosen by the winner, courtesy of CBS... The Savannah, Ga. store sponsored a ticket drawing to a recent Slave/Sklyy concert. Slave's "Sway" LP was on sale at a price to suit the T-Shirts in the Durham/Chapel Hill, N.C. area; together got together for an Eddie Rabbit "Love A Rainy Night look-alike contest. Winner received a cap prize from the Long Branch Saloon in Durham, and Record Bar furnished $25 gift certificates to runners-up. Rabbit's "Horizon" LP was on sale during the contest. A Virginia store recently had a tape promotion to promote same-titled Independent LP featuring local bands. Customers over 21 were invited to purchase "Home Brew" raffles to benefit Cerebral Palsy victims. First prize in the drawing was a half-gallon of Jack Daniels Whiskey, and the group Alabama recently stopped by the Springfield, Mo. store in support of albums.

TURNIN' ON THE HEAT — A display contest promotion featuring five Atlantic albums will be run from March 24 through April 27. Entitled "Atlantic Style," the campaign will include a grand prize of an all-expenses paid vacation for two in Nassau for the manager of the retailer store that does the best overall job of merchandising Roberta Flack and Peabo Bryson's "Live and More," T.S. Monk's "House of Music," Sister Sledge's "All American Queen," Jerry Vale's "License To Dream," and Ski's "Stone." The display contest will be supported by a variety of POP material and radio spot buys.

A COOK AMONG THE BOOKS — Moss Music Group recording artist Barbara Cook stopped by the Barnes and Noble store book store in Manhattan last Tuesday in support of her new record, "It's Better With A Band." The book store has a large classical record department and has long been one of Moss's largest New York accounts.


FOR QUICK COVERAGE — What's In-Store has a new address. Please send items and photos to Cash Box, 1775 Broadway, New York, N.Y. 10018.
Double Trouble Is Among Hit Features On Williams New 'Jungle Lord' Pinball

CHICAGO — Williams Electronics, Inc., is introducing its latest multi-level pinball machine “Jungle Lord,” which offers timed money paying and an interesting scoring concept called Double Trouble for fast moving, high scoring challenge.

The game action is fast and furious and players must earn the right to play the Double Trouble drop target feature. The five bank drop targets, located on the upper playfield, start the action simply enough with one target showing. Hitting that target, however, will bring two more into view and knowledge of those two will bring three, then four and ultimately five targets. Demolishing the last sequence of five targets qualifies the player for Double Trouble and incredible scoring opportunities. These Double Trouble targets pop up one at a time, at random, and must be hit within a certain time period before they drop, with various point values awarded. The first target hit collects 10,000 points, doubles to 20,000 for the second target, goes up to 40,000 for the third, 80,000 for the fourth and 160,000 for hitting all five targets within the time period. Any target not hit in time drops the scoring back to 10,000. To make the game even more interesting, the player has the possibility of achieving Multi-Ball play.

Jungle Lord’s top level playfield holds an encircled mini-playfield with a captive mini-ball and four lanes spilling out the letters L, O, R, and D. Getting a ball in either of the two eject holes on the upper playfield automatically kicks the mini-ball out to roll down one of the four lanes lighting a letter in L, O, R, and D and advancing the bonus one to four times, depending on which letter is lit. Multi-Ball play is activated when L O R D is completely lit. A shot to either of the two top playfield eject holes will lock up the ball in play. This in turn will release a second ball to be shot onto the playfield. As soon as the second ball is shot, the eject hole will release the locked up ball for both ball, 35 second (operator adjustable) Multi-Ball play. Should one of the two balls drain with Multi-Ball seconds left on the timer, then another shot to the eject hole will kick out the drained ball for more Multi-Ball shooting time. Completely re-lighting L O R D during Multi-Ball play scores Special ‘Magna Save’

To build up draining ball control in insurance, hitting any drop target on the lower level will light timer lights for Magna Save. The right bank of drop targets advance the five time control unit lights on the right side of the playfield and the left targets light the left. The player can build up to five time units on each side of the playfield for use in saving draining balls. Spectacular Multi-Ball saves can be achieved by directing the number of seconds used for Magna Save via the left and right red control buttons forward of the flipper control buttons.

Jungle Lord is noted to be the first pinball machine to offer double scoring possibilities on a single ball. Hitting the variously placed number targets and releasing the appropriate bank one ball gives a shooter double scoring for the remainder of that ball’s play. The numbers can also be lit during Multi-Ball play for both ball double scoring.

In addition to being part of the trail to achieve double scoring, the inside bottom rollover lanes, marked 4 and 5, light the timed green arrow located in front of the horseshoe turnover for bonus multiplier. Making the horseshoe shot1, 2, or 3 in the given period of time collects 2X, 3X, 5X to 10X with less and less time allowed for each incrementally higher multiplier. When 10X is made, if the ball rolls down either rollover lane again, the amber arrow in front of the horseshoe is lit and that spot left or right drain shield. Whenever the drain shield is lit and the ball drains on the lid side, L O R D.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES
1. HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
2. YOU BETTER YOU BET THE WHO (Warner Bros. WBS-49689)
3. TAKE IT ON THE RUN REO SPEEDWAGON (Epic 19-41054)
4. TIME OUT OF MY STEEL DANY LAN (MCA-51889)
5. WATCHING THE WHEELS JOHN LENNON (Epic GEF 49695)
6. TOO MUCH TIME ON MY HANDS STYX (A&M 2323)
7. I MISSED AGAIN PHIL COLLINS (Atlantic 37609)
8. IF YOU LIKE I NEVER LOVED YOU BEFORE JOHN O'BANION (Elektra E-47125)
9. BET FEIDAVIES EYES KIM CARNES (EMI-America 8077)
10. WHAT ARE WE DOIN' IN LOVE DOTTIE WEST (Liberty L-1004)

TOP NEW COUNTRY SINGLES
1. HEY JOE (HEY MOE) MO BANDY & JOE STAMPLEY (Columbia 11-60508)
2. PRIDE JANIE FRIECE (Columbia 11-60509)
3. I LOVE EM EVERY ONE T.G. SHEPPARD (Warner/Curb WBS-49650)
4. JUST A COUNTRY BOY REX ALLEN, JR. (Warner Bros. WBS-49652)
5. COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO) TAMMY WYNETTE (Epic 19-41060)
6. I DON'T THINK LOVE OUGHT TO BE THAT WAY REBA MCCENTIRE (Mercury/PolyGram 57046)
7. NO ACES PATTI PAGE (Plantation PL-197)
8. AM I LOSING YOU? I'LL HAVE TO GO RONNIE MILES P (MCA PB-12194)
9. IN THE GARDEN THE STALTER BROTHERS (Merryland 57048)
10. HIDEAWAY HEALING STEPHANIE WINSLOW (Warner/Curb WBS-49654)

TOP NEW B/C SINGLES
1. WHAT TWO CAN DO DENICE WILLIAMS (ARC/Columbia 11-60504)
2. NIGHT WE LOVE RUFUS (MCA 51708)
3. WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. WBS-49692)
4. BAD COMPANY ULLANDA MCCULLOUGH (Atlantic 3804)
5. WHAT ARE WE GOING TO DO WITH IT BETTY WRIGHT (Epic 19-51009)
6. YOU'RE LYLING LINX (Chrysalis CBS 2461)
7. CALL IT WHAT YOU WANT BILL SUMMERS AND SUMMERS HEAT (MCA 51077)
8. LOVE IS A WAITING GAME ROBERTA FLACK AND PEABO BRYSON (Atlantic 3803)
9. YEARNING FOR YOUR LOVE GAP BAND (Mercury/PolyGram 76101)
10. SUPERLUV SKY (MCA-MICR-46712)

TOP NEW A/C SINGLES
1. MISTERSANDMAN EMMYLOU HARRIS (Warner Bros. WBS-49644)
2. HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
3. SUKIYAKI A TASTE OF HONEY (Capitol P-4943)
4. HOW 'BOUR US CHAMPAGNE (Columbia 11-14133)
5. I LOVED EM EVERY ONE T.G. SHEPPARD (Warner/Curb WBS-49689)

Supreme Court Denies AMOA List Regulation Motion

HIALEAH, Fla. -- Centuri, Inc., Florida-based manufacturer of video games and other electronic devices, has reported fiscal results for the year ending Oct. 31, 1980 and the first quarter ending Jan. 31, 1981.

Revenues in fiscal 1980 were $5,906,944, resulting in an operating loss of $4,525,473, or 60 cents per share. This compares with revenues of $6,263,687 in fiscal 1979 and an operating loss of $692,379, before extraordinary items, or 21 cents per share.

First quarter revenues for fiscal 1981 were $6,548,379 with a net profit of $378,- 142, or five cents per share. This compares to revenues of $3,737,957 in the first quarter of fiscal 1980 and a loss of $87,1,004, or nine cents per share.

Ed Miller, president, said that Centuri, Inc. now employs approximately 250 personnel in two plants in Hialeah. The company is traded on the over-the-counter exchange.

Pictured above is Williams new ‘Jungle Lord’ pinball machine and playfield close up.
FULL HOUSE AT AMOA SEMINAR — AMOA recently held its 9th Annual Management Seminar at the Chicago andicago and drew capacity attendance. Coordinated through Notre Dame University's College of Business Administration and Center for Continuing Education, the two-day format combined speaker presentations and small group discussions focusing on issues relevant to the operators position in today's economy. Picture at the seminar are: Dr. Gerry Sequin, Notre Dame faculty member; Dr. John Malone, Notre Dame faculty member; Edgar, AMOA director (leading panel discussion) and Robert Nims, past president of AMOA.

Unique Video Display Features Highlight Atari's 'Asteroids Deluxe'

SUNNYVALE — "Asteroids Deluxe," the latest generation of the well known "Asteroids" game, is now in full production at Atari Inc. The new coin-operated game contains such advanced features as spacecraft shields, "smart" flying saucers and tumbling asteroids.

The game can be played by one or two people and is designed to be challenging to the more skillful video game fan, while remaining exciting to the novice player.

One of the most outstanding features on the successor to Asteroids is Atari's unique Quadrascan, which displays video graphics floating above a full color, three-dimensional playfield. The new feature enhances the illusion of deep space.

Other new developments, such as a new "shield" control, "killer" satellites and a special high score table, also add to the action. In addition, a new six digit score counter allows players to ring up scores as high as 999,999.

Much like Asteroids, the game begins with the player's spacecraft positioned at center screen. Floating, tumbling asteroids appear slowly at first, then engulf the craft in a swarm of space rocks. The pilot must maneuver instantly, rotating the ship left or right, energizing directional thrusters to avoid collisions and position the ship to contain the destroyers and asteroids.

The results of our test market research with the new game have been excellent," said Frank A. Ballouz, vice president of marketing for Atari's coin operated games division. "In fact, the response of players and the initial volume of business the game generated have exceeded our expectations."

Standard upright, cabaret and cocktail cabinet models of Asteroids Deluxe are also available.

S.M.P.T. Names New Amusement Chief

LOS ANGELES — Alan G. Saffron has been appointed to the position of director of amusement activities for S.M.P.T., a major franchise holder for Pizza Time Theatres in San Francisco peninsula area and the state of Oregon.

Saffron has nine years experience in the operation of both arcades and game rooms in Australia and California. Pizza Time Theatres, are a chain of franchised stores in the western United States that combine the popularity of a quality pizza restaurant with token operated games and a unique Cybermatics system of three dimensional, computer controlled animals.

Supreme Court Denies AMOA List Petition

(continued from page 37) with the Tribunal. AMOA is now awaiting further word from the Tribunal.

At press time AMOA officers and board members were preparing for the association's annual mid-year board meeting (April 2-4) in Monterey, Calif., where the matter will be under further discussion.

John White
COIN MACHINE

CHICAGO CHATTER

Trade shows at the recently held Amusement Operators Expo in New Orleans (March 12-14) brought back very favorable reports about the convention. D. Gottlieb & Co. was a big hit at the show and was well represented in product and executive personnel. While most of the Chicago-based manufacturers did not host exhibits, they did have people at the show and a number of their products were displayed by area distributors. The consensus among returnees was that the show's event, which was AOE's second annual convention, drew a larger attendance and a considerably improved traffic flow on the exhibit floor. AOE offers an extensive seminar program, which is an important highlight of the show, and a big draw, but a source of complaint as well, since it took a toll on visitor traffic. This year, however, the format was revised to avoid any conflict with exhibit hours and everyone seemed to agree it was a major improvement.

BALLY PIVOTAL DIVISION's director of sales Paul Calamari was at the AOE, surveying operator反应—and judging a new Bally prototype called "Eight Ball Deluxe." Sound familiar? Going back about three years, the original "Eight Ball" ranked as the biggest selling pinball ever produced by Bally—and its still holds this distinction. Can you imagine what the new version will be like with its elaborate speaker package, abundant skill shots, great artwork, etc.? This one is down the road a bit, though, so at present the Bally plant is concentrating on domestic delivery of the hit selling "Flash Gordon" pinball. It's been earning beautifully and is quite in demand, as marketing vice president Tom Nieman pointed out.

DATELINE FLORIDA. Home of Centuri, Inc., and the hot-selling "Phoenix" video game. At the rate it's moving now, the model will be in production through April—and possibly beyond, according to communications director Laura Kreuter. The new "Route 16" video game, licensed by Centuri from Tehkan Ltd./Sun Electronics Corp. (Japan) has been scheduled for sample shipment in April. The cocktail sample will be shipped from Japan but will eventually be produced in the Centuri style at the Florida facility, which is where the upright is being manufactured. And speaking of cocktail tables, Kreuter said the factory has seen a lot of good comments about its table design.

STERN'S MARKETING CHIEF Tom Campbell said that the factory is getting ready to release "Game of Life," its next video game. Watch for samples very soon, with production scheduled for around mid-April. As tests reveal, "the enthusiasm for Scramble will be just as strong as it was for 'Berzerk'" — and we all know what happened with that one. Incidentally, Berzerk is still very much in production and Tom said there's been no let-up in sales. The factory is also in the process of sampling Stern's new multiple ball bi-level playfield pinball, called "Lightning."

DATELINE SANTA CLARA, where Universal USA president Paul Jacobs is enjoying a "sales party" of sorts by way of the firm's current selling "Space Panic" video game. Since the model's recent modification, Jacobs said it's in even greater demand — to the point where "we'll probably continue building it through the summer months." The model was very well received at the AOE convention, where Universal hosted a suite of four booths. Jacobs had high praise for the show and was pleased to see a number of Universal distributors in attendance. He was accompanied to the convention by staffers Hal Walner, Hal Galford, Mac Supka, Doug Turley and Dean Wilson.

HEARD FROM Game Plan's marketing vice president Don Anderson that the firm's been getting some "super reports" on the upcoming video "Tank Battalion," which the company licensed from Namco. Also on the subject of video games, the "Killer Comet" model is expected to sample-shipped very shortly. What's more, Anderson advised that the trade can look forward to a full line of Game Plan videos to follow. Several games have been licensed and, in addition, a good deal of in-house engineering will be going into big video program. So, said, along with a continuing emphasis on innovative flipper product as well. Regarding the latter, watch for "Global Warfare," Game Plan's next scheduled pinball machine.

DATELINE SAN DIEGO—Gremlin country, where a full contingent of company brass including Frank Fogelman, Duane Blough, Bob Harmon, Jack Gordon, Steve Margolin and Brad King — were present at the New Orleans AOE. The Gremlin exhibit attracted heavy traffic, as we learned from ad chief Lynne Reid and, along with "Astro Blaster" and "Space Tactics," the factory's upcoming "Pulsar" was quite a crowd pleaser.

Young Appointed At Taito America

(continued from page 37)

contact with Taito distributors."

Mike Von Kennel, the firm's sales manager, added, "Taito's recent growth and a future that is sure to bring even more success make it mandatory that we begin to enlarge our sales staff. We are pleased to be able to recruit from within our ranks someone that has the ability and dedication to the industry, such as Marcia."

Young is a graduate of the University of Illinois and is planning to attend Northwestern University in the fall.

INDUSTRY CALENDAR

April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.
May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.
May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Kutcher's Country Club; Monticello, N.Y.
June 4-7; Music Operators of Texas; annual meeting; Houston.
June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.
July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
Sept. 11-13; No. & So. Carolina (combined) state assn.; meeting; Carolina Inn; Columbia.
Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.
Oct. 8-9; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.
Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.
Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago.
Oct. 29-Nov. 1; NAMA national convention; McCormick Place; Chicago.
 Classified Ads Close WEDNESDAY

COLLECTORS, DEALERS VISITING N.Y. CALL (510) 233-2247. 1,000s of 4ps. - COLLECTORS. Items rock 'n roll, picture shows, old comics, etc. All in excellent condition. P.O. Box 505, Newark, NJ. 07101.

EXPORT ONLY. All bands phonograph records and pre-recorded audio and video tapes (Klipsch & Pala). All largest selection of attractive close-clear-out offers 35 years of specialized service to record and tape buyers throughout the world. Overseas dealers and distributors only. GLR OF SCOTCH, INC. 116 W. 39th St. New York, N.Y. 10118. (212) 308-1800.

FOR EXPORT. All labels of phonograph records, cassettes, also excellently priced selections of close-out offers. Dacron, Polycoat, in a ready-to-play condition. All in a clean, well-stocked store. 2718 Main St., 1488 Cherry Island, Avenue, Brooklyn, N.Y. 11237. Call (212) 254-4700.

HORSES OF OLD. Your headquarters for out of print 78's and LP's. Catalog $1.50. Special First American Edition $2.50. Other catalogs available at $5.00 each. P.O. Box 27, Elmhurst, IL. 60126. Phone (708) 462-3191.

FREE CATALOG. New York's largest and most complete one-stop-selling in OLDE BUT GOODS. Rare records and chains only. Write to Paramount Records Inc. 61 College Pl., New York, N.Y. 10016.

EMPLOYMENT SERVICE

SONGWRITER. Rock Country Teen-Oldies, Barhops, swing and western and/or interested parties. CQ-140, 1431 Van Buren Blvd., Santa Monica, CA 90401.

TRAVELING BOOKING AGENT. Well known individual, presently handling booking and tour management for pop groups. May also handle single acts and independent artists. Excellent commission. No competition. 715-646-4590, no collect.

CJC Appeal Set (continued from page 39)

posed by both NMRA and AGAC, however, the court felt that NARM's appearance in the case would assist the proceedings.

Immediately following this suit, the parties in the mechanical royalty proceedings, which ran for virtually all of 1983, rushed to file their appeals. AGAC and NMRA in the Second Circuit in New York, and RIAA and CBS in the D.C. Circuit. After a hearing in New York, the cases were ordered to be heard in the Washington Circuit. It appeared that AGAC and NMRA had jumped the gun in filing appeals before the final decision was announced in the Federal Register. AGAC and RIAA had replied properly after the Tribunal order was published officially.

Meanwhile, the CJC has asked all parties involved in the mechanical royalty case — as well as those involved in the jukebox and cable TV cases — to clarify their positions on the April 15 as to whether the increases voted in the three situations should be effective retroactively to the original effective case of the orders or whether they would go into effect subsequent to the court's ruling. The CJC request assumes, of course, that the courts will uphold its decisions.

The Tribunal ordered the jukebox royalty rate boosted from the present eight 17s per 10,000 for 1983, to $3.50 per 10,000 for 1984, and to $5.00 beginning Jan. 1, 1984. In the cable TV case, CJC made an adjustment factor to take inflation into account — a provision it also built into its decisions involving both the mechanical and jukebox royalty cases.

CAPTAIN PRICE Hike

B.B. King, monitoring the jukebox appeal, has made a decision to raise prices which may affect other areas, according to Capitol vice president of marketing Dennis White. The CBS move to a standard $8.98 list will go into effect as of April 15, and PolyGram and RCA will implement similar hikes on April 1 (Cash Box, March 14, and 21). Chryslers went across-the-board $8.98 for LPs in early February and MCA has gradually phased out the $7.98 rate since the beginning of the year.

"We've been at $8.98 for the past several months," said MCA Records Group head Gene Froelich. "We recently steered the price of such Fall 1980 releases as Keith $ Sykes and Donnie Iris to $8.98, but since the first of the year, all new product has been at the new list price." MCA also introduced the first $9.98 list for non-soundtrack, single-disc LPs with "A Chorus Line," released in March. The "superstar" product also seems to be in the works, especially in light of rising costs and the continuing rise in the mechanical royalty rate scheduled for July 1.

RIAA Shipment Totals

(continued from page 8)

receipts for the week, special products and premium totals decreased. Manufacturers reporting shipments to the RIAA represented 92.5% of all product shipped.

The RIAA also suggested that consumer purchases in 1980 were probably higher than manufacturers' shipments due to such factors as significant retail investments, increased record and tape imports, counterfeiting and home taping.


Billy Joel Testifies At Goody Tool Survey usually reported what was said, or whose names were listed. He also testified that he had not been threatened, and pointed to Collins' name, although this didn't appear on his report. Further, Flagg said that he told Levy about the "Operation Modest Sounding," although this was not included on his report.

The report (called a "302" by the FBI) also indicated that Levy had acknowledged receiving a counterfeit tape, although Levy's attorney Barry Singer said Levy had never done so. He also testified at the report's statement that Flagg told Levy that Verner had sold Goody over 100,000 copies of the original tape, and Levy had no knowledge of that fact. Levy also did not have the number available to him at the time because he had not yet received the information from Verner.


classifieds Cash Box/April 4, 1981
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<td>IN OUR LIFETIME</td>
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</table>
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FOR HAVING THE #1 ALBUM AND FOR BEING THE #1 BAND IN AMERICA.

“Tonight’s the night we’ll make history as sure as dogs can fly”

STYX • PARADISE THEATRE • HISTORY IN THE MAKING

FROM A&M RECORDS & TAPES
How do they manage to keep their skin looking so young?

“I put on rock 'n' roll before I go to bed,” said the drummer.
“I pour rock 'n' roll all over myself in the morning,” added the bassist.
“I eat rock 'n' roll,” pointed out the singer.
“ROCK 'N' ROLL!” said the guitarist.