NARM To Debut First Video Retail Confab In August
by Michael Glynn

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) is opening up its first video merchandising convention to pure video dealers, in addition to record retailers and video software manufacturers, and early responses from all three camps have been overwhelmingly, in favor of the move.

The convention, which was announced at the recently concluded NARM convention in Hollywood, Fla., April 11-15, will be held Aug. 10-12 at the Grand Hyatt in New York City, according to Joe Cohen, executive vice president of the trade association.

"At the (annual) NARM convention, the workshops and seminars were geared towards record and tape merchandisers," Cohen explained. "We plan to include pure video retailers, as well as manufacturers, and many of the merchandisers who will be taking part as panel members at the convention will also be serving on the new video advisory committee we will be setting up.

The advisory committee, Cohen added, will play an integral part in developing "a full-scale package of programs" for video retailers, utilizing "some pre-existing (merchandising) techniques," in addition to "other new programs, which we'll begin to introduce at the convention."

"We will be the definitive trade association dealing with video retailers," Cohen said.

Agenda, panel speakers and moderators for the convention will be announced in the upcoming weeks, and NARM plans to actively promote the event at the Retail Cross Merchandising Exhibit, annually co-sponsored by NARM, the RIAA and EIA/CEG, during the Summer Consumer Electronics Show, May 31-June 3, in Chicago.

Initial reactions from record retailers, video distributors and software manufacturers to the concept of such a convention were unanimously positive. "I'm definitely behind the idea of such a video convention where retailers and manufacturers can get together," stated Tom Keenan, president of the nine-store Portland-based Everybody's chain. "Of course, the execution remains to be seen, but both pure video and record retailers involved in video haven't had an organized forum to speak to manufacturers prior to

Motown Catalog Midline, Superstar Product Highlight Second Quarter Album Releases
by Marc Cetner

LOS ANGELES — Motown Records' introduction of a new $5.98 mid-price series featuring superstar catalog from the '60s, and upcoming LPs from some of pop music's most consistent selling acts, should add spice to second quarter product flow, which otherwise is weighted heavily towards new and developing artists.

Although major label release schedules for the early summer months include an abundance of up and coming talent, relatively few LPs from such potential traffic builders as Tom Petty's "Hard Promises," Elton John's "The Fox" and Van Halen's "Fair Warning" in the near future weeks. In addition, new LPs from Foreigner, Electric Light Orchestra and Dan Fogelberg are slated to arrive before July.

With the exception of Columbia and Polydor, where the second quarter emphasis will be on black product, and Atlantic, which is sticking with hard rock, label release plans reflect a balance between the various musical genres.


PolyGram affiliate Polydor is another label that has shown a strong devotion to black acts. This summer it will stay true to form by coming with new albums from James Brown, Alton McClain & Destiny, The Rascals' "Pet Sounds," Jimmy Cliff, Gloria Gaynor, Peaches & Herb (M.V.P.) and Roy Ayers.

Columbia will also have a windfall of releases from black contemporary-oriented acts. Upcoming are new records from Lamon Dozier and June, with albums by Gino Vannelli, Chaka Khan, Terry Lyn, The Manhattanites, Tyrone Davis, Herb Hinnock and Rodney Franklin to follow. Columbia's other label, Epic, will be releasing a wide diversity of product with superstar albums by folk rocker Dan Fogelberg and progressive pop masters ELO leading the summer schedule.

The fruits from CBS/P&D deals will also be harvested this summer. Product from the RSO/R.G. Loveoff, Warner Bros. and Midsong will continue to flow along with releases from recent signings: KAT Family, The Romantics, Hall & Oates, Backing Pack, Hammond and International Artists.

Warner Bros. summer release contains more superstars on its lists than most labels: Elton John's debut on Geffen/Warner, "The Fox," features the first pairing of John with Pretenders/Pete Townshend producer Chris Thomas. New albums from Heavy Metal giants Van Halen, Funkadelic, Ashford and Simpson, George Harrison "Wild, Wild Life" pickup on track to win her Grammy award winning debut effort, round out the Warner summer release schedule.

Atlantic will be coming on strong with its hard rock superstars as Foreigner's "Slevant," The Doobie Brothers' "The Best of the Doobies" and Foreigner's "Hot Blooded" are on tap. And while the company also

Indie Distributors Meet To Organize NARM Committee
by Richard Imamura

LOS ANGELES — Representatives from 15-20 independent distributors are meeting this week to lay the groundwork for a National Assn. of Recording Merchandisers (NARM)-affiliated committee to promote the interests of the independents. The meeting, coordinated by former NARM president Joe Simone, follows the stance taken by the independents at the NARM convention April 14 to "start a group on our own," especially among companies affiliated with some of the financially ailing branches (Cash Box, April 22).

"I have around 15 names right now for the committee," Simone said. "I call those 15 or so and, along with anyone else who may get in touch with me in the meantime, we'll set up a preliminary meeting. After that, maybe in another week or two, we'll try to set up another general meeting under the NARM umbrella to focus more directly on the topics we generate at the first meeting."

"My objective is to get as many opinions and people involved as I can," Simone added. "That way, I think it will add more weight and credibility to the group."

While the specifics haven't been worked out yet, Simone explained that one of the main goals of the new committee would be to coordinate an effort to present the independents as a "visible vehicle" for national distribution, by coordinating those labels distributed by branches unable to obtain enough volume to operate profitably.

"It takes up to $200 million annually, for example," said John Deitch, "for our $1.5 million branch system profitably." Simone explained, "I'm not trying to slam branches in general, I'm used to running one, but I feel it's a question of who has the volume to afford one and who doesn't."

"We'll have to identify, which branches would...

(continued on page 17)
NEW YORK — The new Warner Amex Satellite Entertainment Co. (WASEC) cable music channel (MTV) could surpass radio as a vehicle for selling records according to Robert W. Pittman, vice president, programming, for MTV (and WASEC's Movie Channel).

In an interview with Cash Box last week, Pittman gave a detailed rundown of both MTV's programming, which will be developed after AOR, and what he characterizes as MTV's "symbolic relationship with the music business.

"The television stations that are the engines of MTV, which will debut Aug. 1 to an anticipated 1.5 million cable subscribers (with 10 million subscribers projected by 1983), are likely to aid record manufacturers, retailers and concert promoters.

"The viewer of this form will be someone who's into music enough to watch over everything else offered on the television," he said. "That person is a record buyer. Our research has shown that only 15% of those who listen to the radio are regular record buyers and of the other 85%, 50% are not record buyers at all. Radio invariably shoots for that 85% who don't buy records regularly, while the record industry would like to reach the other 15% if it could. MTV and the record business share that 15% as our target audience.

"What happens in this situation is that Pittman said he believes that radio is already in the process of changing its format to suit this audience. Slipping as an advertising and promotional tool is the trend toward a higher age demographic and the fragmentation of the radio audience. In an area may have once had a 30% share of the audience, it may now have as low as a four percent." He added that if that's what sells records in that market, there will be less advertising produced. If it doesn't tell more records, we can't go on and be good business practice anyway, "because we won't get advertising." Still, Pittman said that this doesn't mean that the radio will be closed to non-major-record-label productions. "We'll look at videos off the street, too," he stated, "and if something's of very good quality we'll play it." However, he added after production, "The first thing we'd consider is if we expect many independent videos to come in to the label in such a way that the videos are produced, and how many independent producers can lay out that kind of money?"

**News Exposed**

Most important for the record business, said Pittman, is MTV's commitment to breaking new acts. He said new acts will be exposed in the coming months.

**Hammond Enters P&D Label Deal With CBS Records**

NEW YORK — Record producer John Hammond has formed John Hammond Enterprises to be distributed by CBS Records. Hammond will be chairman and executive officer of the independent company, as well as head of A&R for the label.

According to Hammond, the label will focus on presenting and developing contemporary artists. Among the artists already signed to the label are trumpeter Hammarblad's and singer Astrud Gilberto.

Hammond has discovered and produced numerous artists, among them: Bruce Springsteen, Spirit, Bob Dylan, George Benson, Billie Holiday and Count Basie. Prior to forming John Hammond Records, he was vice president, Columbia Records, talent acquisition. He is also chairman of the White House Record Library Commission.

The independent company includes John C. Moore, III, president of Hammond Music Enterprises, Inc. and Hank O'Neal, ex- Bruce Springsteen. A board of directors includes Anderson Clipper, an investor bank, Julie M. Moran, vice chairman, GAF Corporation; M.K. Miller, Jr., copresident of the Record Group; Jerry Mulligan, composer and musician; Alfred Vanderbilt, Jr., recording engineer; Byron Uretsky of New York University; and George Wein, founder of the Newport Jazz Festival.

Headquarters of Hammond Music Enterprises, Inc. are presently located at 311 West 57th St., New York, N.Y. The telephone number is (212) 765-4700.

**Chrysalis Bows Ultra 4 High Quality Cassettes**

LOS ANGELES — Chrysalis Records is preparing to introduce its newly developed Ultra 4 tape format, which will be part of the label's ongoing efforts to upgrade the quality of its pre-recorded cassettes.

Manufactured by Columbia Record Productions, the new tape is said to improve the quality of the playback image, as well as extend the increased dynamic range. Although there are no exact specifications available at this point on the Ultra 4 tape, it is anticipated that the tapes will be mastered and manufactured with the new formulation, in addition to all catalog re-issues.

**CASH BOX**

Millennium recording artist Bruce Cockburn (profiled in this issue) has described his folk/pop songs as "a journal of inward, spiritual search." His decade of writing "journals" has indeed, paid off as he has garnered nine gold and platinum LP's in Canada and won that country's record "High Winds, White City." His last two albums, "Perfect Way," and "Give in," have been received favorably by critics as well as by audiences.

Now, with his new LP "Resume," audiences in the U.S. can get to know this gifted singer/songwriter even better. The album is Cockburn's first as a solo artist, as he has picked out his favorite material from past albums for this project.

"But the record isn't simply into the past," says Cockburn, "for I have also included a brand new tune, "The Coldest Time of the Year," which is still very much in the Spring's time.

Another aspect of Cockburn's artistic versatility is his fluid guitar work. His amsiated style of soft folk, jazz and blues is evident throughout "Resume.


The impressive body of work earned the artist the Grammy Award for Singer Of The Year in 1971, 1972, 1973 and 1974 and Male Vocalist of the Year in 1979 and 1980. He also received a BMI Award for his score for the film, "Goin Down the Road.

This compilation album will give Americans the chance to catch up on the artist who has quietly and graciously been making a big noise in the North for the past 10 years.

**Index**

- Album Reviews...
- Black Label Reviews...
- Classified...
- Coin Machine...
- Country Alb...
A rock 'n' roll adventurer returns after his #1 gold smash in Europe, with musicians from The Rumour and The "E" Street Band and an album which says it all.

"Escape Artist" \(X\) 3093

A classic album with a bonus EP, on Epic Records and Tapes.

**ESCAPE ARTIST**

ON TOUR COAST-TO-COAST APRIL, MAY 1981.
Sheena Easton

EMI Recording artist Sheena Easton’s rapid rise to the top of the charts both here and in the U.K. with such hits as the current number one, “Price of Love,” is truly a tale of success in the classic sense. In fact, if Hollywood ever decided to make a film based on the life of Sheena Easton, it would be an admirably true-to-life tale of success.

While she was the youngest of six children in a working class Scottish family, the strong-willed brunette set her sights on a career of singing and stage work despite the fact that she consistently received two grades in her school studies. By the time she graduated from school, Easton had decided to pursue her ambition by enrolling in the Royal Scottish Academy of Music and Drama.

Sheena Easton

“Of course, I did have to do work since I was 12 years old, but I also knew I had to hold my own,” she recalled. “After all, I graduated from a drama school, which was the first step in a chain of events that led her to the offices of EMI Records. So impressed were the EMI A&R and her trip to The Big Time that a contract was offered, and the songwriting partnership was formed with producer Chris Neil. Easton and Neil turned out “Blow My Man,” which credits much of her success to the advice of her mentor.

In 1982, the U.K. single, “Modern Girl,” initially had a major impact on the British charts, the follow-up “9 to 5” (originally recorded by EMI America single is known here) took off for the Top Five, eventually pulling the first tune back into the Top Ten. Over a seven month period last year, the song climbed the charts, and her first tour of the Isles culminated with a prestigious date singing at the Royal Variety Show before Queen Elizabeth and the Queen Mother.

Sheena Easton

Sheena Easton’s most satisfying accomplishment, though, has come with the overwhelmingly positive response to the bubbly “Morning Train” here in America, which is currently #1 bullet on the Cash Box Top 100 Singles chart, with her sophomore LP at #4 bullet on the Top 200 Albums chart.

“I was totally surprised by the success of my single,” she stated. “A self-described workaholic, Easton recently completed a whirlwind promotional tour of the U.S., with plenty of television work, which she naturally thrives upon. A Sheena Easton fan club has already been formed, and she has had to receive the numerous cards and letters she now receives, including plenty of marriage proposals. Though it all, though, Easton has managed to maintain a level-headedness, although her goals are far from modest at all.”

Johnny Average Band

Reveling in the energy of ’50s rock music, this New Jersey band has proven his ability to put together a group of musicians that have been completely winning over the group’s fans. Johnny Average Band featured Nicki Wells, the music of Buddy Holly, Little Richard, The Everly Brothers and Elvis Presley provides the vigor for much of the group’s music, which has taken the basic power of rock ‘n roll and fused it with other popular contemporary music forms like reggae and new wave.

But on the Bearsville debut LP, “Some People,” the group offers a package that refines these influences into its own style. Even though its initial single, “Ch Ch Cherie,” was compared to the work of Blondie, the work is all Johnny Average Band.

It wasn’t always that way, though, as Johnny Average (who refuses to reveal his given name) sparked the group’s beginnings at the Cafe Espresso in Woodstock, N.Y. after migrating to the Big Apple music scene from his Nottingham, England homeland.

It was at a ‘50s rock weekend at the Cafe that Johnny Average drew popular acclaim by helping to make a star within a group of musicians that hadn’t played with each other until that night. The gig’s success snowballed into a series of用拼图 comedian bookings for the band, which had adopted the named Johnny Average and the Falcons.

The name Falcons was later dropped because of its hackneyed use, and Johnny Average continued playing with a growing number of Woodstock musicians. Some of them included Mick Ronson and Ian Hunter of the New York Dolls, the Marvelettes A&R and Utterly vocalist Willie Wilcox.

The core of the band was formed when Nicki Wells, one of two female vocalists who joined the band in 1979, married Johnny Average on stage in 1981. Johnny Average joined the Wolfwood stalwarts, guitarists Shane Fontayne and bassist Frank Campbell, joined the band and they continued to do gigs in and around the Northeast. Having played with several Bearsville artists represented an opportunity for studio time, and it was there that Johnny Average shifted from the golden-oldies of rock ‘n roll to Johnny’s own compositions.

The translation in the group’s live performances began to take on a more diverse tone prior to landing the contract with Bearsville.

Chicago-bred Wells explains that while the basic influences on the music remained early rock, the Johnny Average Band, “put a curse on the music.”

“A lot of people have who have seen us know the LP was not what we played live all the time, but I don’t think that it made that much difference,” Wells adds.

For Fontayne, the excursion to roots rock had an impact on his guitar style and gave more dimension to his power playing. It clearly for each band member, it is the power of the chemistry that holds it all together.

“Technically we’ll try to expand on some of the music ideas that we developed on our first album,” said Fontayne. “The main thing will be to keep that good feeling you get when you hear people playing off each other.”

MANAGER PROFILE

Michael Lippman: Is The Key To Guiding Careers

by Marc Celine

LOS ANGELES — Continuing his true passion for his artists with a background as a music and motion picture industry lawyer and former head of West Coast operations for Artists & Models Michael Lippman is one of the most accomplished and successful personal managers in the record business.

Lippman’s involvement in guiding successful artists as Melissa Manchester, Leo Sayer and Bente Taupin, Lippman has consistently made the right moves to keep the contemporary artists through a myriad of direction changes, both image-wise and musically. And as manager for Ron New- son and Harry Martin for the past two years, Lippman has also been recognized as one of the first executives to represent record producers as artists.

His method of blending personality and innovation with an acute business sense has made his many clients highly sought after.

Lippman has been celebrating the second anniversary of his Beverly Hills-based entertainment complex, which has been expanded to include film and television production, by baking up no less than eight records on the national charts — and these among a total of more than 30 hits in the year’s cut from the “Living in A Fantasy” LP, the Newson-produced “Ghost Riders” single, the Lippman-produced “Every Woman In The World” and the title cut from the “Lost In Love” LP by Air Supply.

Lippman attributes personal involvement in his management duties has paid off handsomely. “I’ve been a lawyer, agent and record executive, and I don’t know of too many managers who can bring that knowledge or experience to the job,” says Lippman. “But the real reason behind my company is that I simply love my jobs. I love having a social life with them. I have a constant rapport with them in everything from changing clothing styles to budget. I’m not just a face in the crowd.”

Recording Acts Signed

Lippman began his career in the music industry as a member of the band Marvin Michelton on the famed ASCAP Names Grants To 25 Composers

NEW YORK — Some 25 American composers have been named as recipients of the ASCAP Foundation Grants to Young Composers. In addition, ASCAP’s Award Panel has voted $69,000 in cash grants for 1980-81 to writer members of the Society.

The ASCAP Foundation grant program is a cooperative effort between the American Society of Composers, Authors and Publishers, ASCAP, a national organization of songwriters, music publishers and institutions in an effort to encourage deserving young composers. A total of $15,000 is being distributed by the Foundation for $250 to each of the 25 composers, to help them pursue their studies in music composition and develop their skills as professionals.

The five-man panel of judges that selected the grant winners consisted of Louis Grunelli, Sol Beach; Robert Broussard, professor at Queens College; John Corigliano, composer and Academy Award nominee; Jacob Druckman, Pulitzer Prize winner; Herbert Viera-Njoku, professor at California Institute of the Arts; and Bruce Snyder, professor at Queens College.

The $69,000 supplemental cash grants were allocated towritees by ASCAP in addition to their regular performance royalties to approximately $16,049,000 since 1980.

Repeat Winners Sweep Initial ‘Hat’ Awards For 1981

NASHVILLE — Numerous repeat winners highlighted last week’s announcement of the 16th Annual Country of Music (ACM) “Hat” Awards in the touring band, independent, radio and night club categories.

The Charlie Daniels Band on Epic won its sixth consecutive award in the category, bringing its total number of “Hats” to seven; Al Bruno repeated in the guitar category, a win that marked his historic “Hat” and Johnny Gundler was named top fiddler for the third year in a row.

Rounding out the repeat winners, Pig Robbins won for the second year in a row in the independent category.

The Palomino Riders won the non-touring band “Hat,” recapturing the title that eluded last year to the Midnight Riders. The award was the fourth “Hat” for the band. Curtis Stone won in the bass category, unseating Billy Graham. The award was Stone’s second “Hat.”

Finally, a tie between Buddy Emmons (last year’s winner) and J.D. Maness for the steel guitar honors marked only the second time in “Hat” history that a tie has occurred in the instrumentalist category.

The awards were determined by a vote of members of the Academy’s musician/bandleader-instru-

(continued on page 4)
"Tarantella," a spirited Italian dance of celebration and love.

Chuck Mangione's "Tarantella," an 8-hour musical marathon to aid Italy's earthquake victims, brought together the artistry of friends Dizzy Gillespie, Chick Corea, Steve Gadd, brother Gap and an all-star big band. Playing with a rare sense of fun and adventure, in an atmosphere reminiscent of an Italian wedding. Chuck and friends created a memorable night of musical history.

CAPTURED LIVE ON "TARANTELLA" SP-0513
A DOUBLE ALBUM ON A&M RECORDS & TAPES
Produced by Chuck Mangione
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*Appears courtesy of Warner Bros. Records
CBS Ups Four In Restructuring Of Merch Department

NEW YORK — CBS Records' merchandising, planning and administration department has been restructured, with Susan Schuman, Arthur Yaranian, Joseph Guarino and Ann Caspi named to new posts.

Schuman was appointed director, merchandising administration, CBS Records. She will be responsible for national and all overseas areas of CBS Records Merchandising. She will also provide production assistance to the record promotion department, a point-of-purchase material. She will also report to Blanck.


Guarino was appointed manager, national advertising production, CBS Records. He will be responsible for purchasing and approving all ads to be placed by the CBS Records labels in various print media. He will also consult with CBS Records departments regarding advertising of merchandising and promotion products.

Yaranian, Guarino and Caspi will report to Yaranian.

She joined CBS in 1979 as an administrative assistant in the traffic department. Prior to that she served as an administrative assistant in the traffic department.

CBS has increased its merchandising staff to four, with the addition of the new positions.

EXECUTIVES ON THE MOVE

Cohen Brisker O'Malley

Kolesar, Pellegrino Named To New Posts At PolyGram

NEW YORK — Michael Kolesar has been named president, sales and marketing operations for PolyGram Records. He will be responsible for the coordination of combined financial reporting for all of PolyGram's U.S. operations and for financial control systems on a national basis. Based at PolyGram corporate headquarters, 450 Park Ave., NYC, Kolesar will report to Artoff, senior vice president, PolyGram Corp.

In addition, Dino Pellegrino has been named director, national promotion for PolyGram Records, Inc. in his new position, Pellegrino will maintain direct contact with all PolyGram artists and managers, working closely with key radio programmers in order to effect full promotional support on all PolyGram product. He will report to Bill Cataldo, vice president, pop promotion, PolyGram Records.

Kolesar most recently served as corporate controller of the Horn & Hardart Co. and previously was director of accounting for General Foods Corp. He is a Certified Public Accountant and holds a B.A. from Queens College and an MBA from Columbia University Graduate School of Business.

Prior to his appointment at PolyGram, Pellegrino spent two years with MCA Records, first in sales and marketing, and for the past two years, in the promotion department. Pellegrino was named director, national promotion, for CBS. He began his career in the music industry 10 years ago at ABC Records in the sales and purchasing department.

Arnell, Loeb Form Fire Sign Records

NEW YORK — Fire Sign Records has been formed by Billy Arnell and Steve Loeb as a branch of Fire Sign, Ltd. The label's first act will be a pair of singles by And The Loobs, titled "Get Up (Rock Your Body)" and "Last Chance." The company has also produced albums for the rock group Ricki by Sun Bear Corp., the company's publishing division, includes Anacrusis Music (ASCAP) and Bandora Music (BMI) and has had songs recorded by the Spice Girls, Anacrusis, A&M, and Enuff Z'Nuff. The company's recording branch, Greene Street, is a 24-track, fully automated facility, in operation since 1975. Kurtis Blow, Brian Eno and Defunkt are among the artists who have recorded there.
BLACK MUSIC ASSOCIATION
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MAY 23-27, 1981
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Black Music: THE SOUND TO COUNT ON

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WASEC's Pittman: MTV Can Top Radio As Sales Medium

(continued from page 6)

In addition, Pittman talked about the promotional possibilities MTV offers the record retailer, such as in-store cable TV, washi tapes, and giveaways. In display and catalog sales on an artist to MTV's concert series, and the attendant possibility of advertising on MTV to reach record buyers.

Pittman also expects MTV to boost the concert industry by "giving people a chance to see acts before they see them, thereby reducing their chances of being disappointed.

"People would rather spend $20 to see an established act like The Who than take a chance on a one-dollar act, " Pittman explained. "Their time is as valuable as their money, and they don't want to waste time on an unknown quantity. By watching acts on TV, they can reduce that risk and benefit the promoter." He expressed doubts that people would stay home and watch a show going out to shows, "because it's a different experience. MTV is a private experience where people know what to expect from a social experience.

Pittman also detailed what the public can expect to see and hear from the music channel. The station will operate 24 hours per day, seven days a week and will broadcast in stereo, with the audio signal being made available via a "splitter cable" that will originate from the video cable and plug into any stereo receiver unit. Pittman said that the stereo quality will be as good or better than that of FM radio because the signal will be beamed downwards from the satellite, thereby avoiding ground interferences.

At the moment, Pittman is looking for video "jockeyettes," or "VJs," to act as hosts for the channel's programming. In addition, the VJs will do both on-camera and voice over work, and he looks to them to set the tone for the station. The VJs, he says, will appear live, but will be prerecorded earlier on the day of the broadcast. What he is looking for in a VJ candidate?

"We want someone with knowledge, skills, knowledges and enthusiasm for the music and most of all who can create a unique style that will suit the station. A lot of people who have auditioned already have tried to come off like Phil Donahue, \"he said. Viewers, perhaps to the VJs, but \"I only get to see the best ones.\" He expects to choose the five VJs "sometime next month."\n
AOR Programming

Pittman described the programming of the AOR channel. He cited the new LED channel as an example, where suspected a "hot video" to run about every four hours, with new video current every 30 minutes. To keep the average viewer from possibly catching, "oh, they've seen it before," he said of the five or six miles "maybe once a month."

MTV's video library currently consists of 400-500 tapes, according to Pittman, who claims that the library is the largest in the world. The channel is expected to go into Europe, where the use of videos for TV is far more expensive than in this country. In addition, the regular rotation of promotional videos, MTV will offer two-hourly news reports at 10 minutes and 40 minutes past the hour. Pittman expects to hire a number of "people who are not news stories to the channel. He sees the news reports as consisting of "concert tour information, special features, interviews with artists and concertgoers." In addition, he said, there will be a "lot of music business-related news, "it's for the interest of the consumer."

More Special Programs

Pittman described the special programming as consisting of "about one concert per week, about one special program per week and about one rock-related news program per month." Little programming, he said, will be produced by MTV itself, but heifers the VJs will "take advantage of an opportunity," which is to produce a video that will be made at random to cable subscribers on a regular basis, while radio will be solicited for a "limited number of acts.\n
As for what will constitute a "video hit, \"Pittman says MTV will rely on two types of research, and phone calls. Phone research will be done on specific questions and will be made at random to cable subscribers on a weekly basis, while mail response will be solicited from music fans. In addition, a "call-in" mail-in response "not very reliable.\n
Broad-based consumer research will be conducted with the help of the massive quarterly mailings, he stated. Pittman also said that in the medium's infancy he expects to find artists who will be popular on video but whose popularity on the radio will be smaller. Eventually, though, Pittman said he expects videos to grow from a video to record more closely with record sales.

DANCE CRAZES

In conjunction with the release of the film, Dance Craze Chrysalis Records and WNEF-R FM staged a Fan Choice contest of the club's Private's to benefit the T.J. Martell Memorial Foundation. Pictures at the contest are (l-r): Mercury recording artist Martin Britly; Booking Pumpkins recording artist Frank Zappa, who judged the contest; contest winner Deborah; Eaton; and Ivan Kral, formerly of the Dead.

THE REVOLVING DOR

The club scene here remains exciting and tumultuous, with club openings, closings, and policy changes still proceeding on a weekly basis. The downsides to the '80s closing in the wake of the building that housed it going down. The new trend of rock concert has also been introduced, with no line with the new rock format, trying music ranging from country to jazz. The upside sees the Rock and Roll Reunion reopening, minus Howard Stein, who has sold his interest in the venue, and Spinoff's TRS, remaining under the reign of the new management of the Berlin, the short-lived show after hours club, Boilerplate, and the well-received recap, where the rock scene is ushering in an era of disco-R&B-rock fusion music, comes word that the Avni, one of New York's most popular gay clubs has instituted a Tuesday night new wave night.

In his weekly, rock-disc jockey Jim Fairfield has taken over a "gay-based, beautiful people, dollar, THE Underground, on 17th and Broadway, which will reopen at the end of April with surprise guests to follow. Meanwhile, the entry of Ron DeSene's 1,000 seat club, the Savoy, into the marketplace has sent the club's downtown looking for a competitive venue. John Scher has found a 1,500 seat club in Jersey, which will be called the Broadway, looks for one in New York. Ironically, this comes at a time when booking agents reveal that Savoy is having trouble filling its June schedule.

The internal competition for the best acts has made for some highly lucrative bookings. Irving Plaza's Kathy Popp has booked Question Mark and the Mysterians on May 1 opposite a Fitz date for Garland Jeffreys, who is hot with his cover of Question Mark's "96 Tears."

RIPS N' RUNS

Eric Clapton sustained a broken rib in an auto accident in Seattle. Joe Walsh, who will be touring this summer backed by Jay "Thunder Island," singer Ronnie Perry and long-time associate Joe Vitale, who do solo material from an upcoming Bill Szymczyk-produced Elektra album. The Moody Blues, whose upcoming Polydor album will be called "Long Distance Voyage," will tour America in August. Patrick Moraz will be performing with his band Kraan, Geneva, taking to the stage. The label has signed Nino Combo and Joe Sarda, former Santana vocalist.

CBS has signed super-singer Earl Slick, his band is called Silver Condor. Chuck Negron, formerly of The Box/Traffic/Buffalo Springfield, who is the latest line up of the band, are currently playing in Los Angeles. Basketball player Bo Jackson has a new album called Rocky filled with R&B folk songs, among them a break-up of Rockpile, he has been hired by Squeeze. Harry KC" Casey, whose next album will be for Epic, is producing some songs for Jo Jo Gunne/Falcons. New York's finest street-entrepreneur, Bobby Robinson, makes an appearance on the Joe Franklin show April 29, Frankie Crocker will also appear.

BULLETIN BOARD

Congratulations to Lou Jr., who will be touring this summer backed by Jay "Thunder Island," guitarist Greg Fenn, Ronnie Perry and long-time associate Joe Vitale, who do solo material from an upcoming Bill Szymczyk-produced Elektra album. The Moody Blues, whose upcoming Polydor album will be called "Long Distance Voyage," will tour America in August. Patrick Moraz will be performing with his band Kraan, Geneva, taking to the stage. The label has signed Nino Combo and Joe Sarda, former Santana vocalist.

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SLOVEN MONKEY BUSINESS - The Swollen Monkeys recently brought out their unique brand of big band ensemble music to Hurrah. Pictures are (l-r): group member Ralph Carey, keyboardist, singer/guitarist Don Williams and Gasbrush drummer. The Swollen Monkeys are co-writing several songs with long-time friend and producer James Taylor, while Nils Lofgren has had in the studio with them. Gasbrush vocalist Chrisley Hynde. Aucun management is touring Billy Idol. Ex-Dictator, Ross "The Boss" Funicielle has formed ICIM, and has gotten a deal with EMI America. Other ex-Dictator activities are Andy Sherrod, ex-Dictator, and Paul Kossoff, ex-Free. The Blue Oyster Cult forming the David Rotor Method. Frontman Rotor has written tunes for the Cult such as "Bottle Duce" and "Joan Crawford Has Risen From The Dead." Folks like Buzz Miller, Paul Kossoff, Lou Christie . The solo career of our favorite session singer. Luther Van Dross, is stilling, as the singer insists on a hefty advance and the right to self-produce. The Detroit-based team of Mike Theodore and Dennis Coffey, who powered Westbound Records in the 70's will move their Thee-Coff Production firm to New York.

Cash Box/May 2, 1981
HUMBLE PIE
"GO FOR THE THROAT"

Produced by Garv

ON ATCO RECORDS AND TAPES
Television's new fascination with the videocassette is causing a minor lurker last week with KLOS and KMET jumping the gun on songs from the album, aired at an all too rare spirits and cheese snacks taster at MCA April 27. The album is another spirited examination of the jubilations and frustrations of restless youth, and promotion even more break inside the kit. In the two-handed Floridian than "Damn The Torpedoes" did. Like "Torpedoes" the album's title "Hard Promises" is another gentle barb at his record company relationship. And the covers to the album, which are consistent with the title. Distraction, "In the Name of American" is a literal translation of the sign .98 is a gentle reminder of his recent list price tussle with MCA. The album has some winning songs as well. We especially enjoy the brisk, McCullin-styled single, "The Waiting," and a Petty Stone Nicks duet, "There's No Good Thing." T.P. has returned the favor for Nicks. "Her Belafond". LP, due in July, features a gorgeous duet with Tom Jones entitled "Druggin My Heart." It seems that Nicks won't be satisfied until she's grabbed most of rock n roll's leading men for her solo affair. We're sure that a duet with Eagle Don Felder, who's a friend of Petty and who produced "The Waiting" album, might be in the offing. After all, Petty has never committed to record as it proves that Southern California rock still has some true grit. . . . We're pleased to see that the industry is beginning to use new rock clubs in L.A. as vehicles for promotion. "Born to be Good" is a good example of Petty's attempts to get a better place than "No Veil" at Central Hollywood's Cathay De Grande, where the theme is the thing. April 20's "Veil" featured Visage Night, in support of the Polydor act of the same name, which is headed by U.K. Romantic movement leaders Steve Strange and Rusty Egan. Fashions inspired by the Blitz brainchildren seemed to be well represented at the Veil as always, although they were equalled by industry satin jackets and beautiful women (Marissa Berenson), who turned out en masse to ogle the parade of Pirrets and pirates. One groupster was heard to say, "That was a lot of voyeurs here tonight." The voyeurs were split between people watchers and video viewers. One groupster is a champion, his name is Polygram acts The Jam, Vivaboot, The Gap Band (talk about crossover) in support of the new specialty VHS videos. Visage's latest single, "Mind Of A Toy," was handed out all night. A party that a while we've always enjoyed was the Cultures of the world awards (for a County title). Formerly held every first Sunday of the month in the parking lot across from the club, is now on the Band-Sea market provided the collection a forum in which to buy and sell imports, rare albums, and of course, new releases. The Field opening of the new monthly ventures was an indoor setting, with bar eats and bathroom facilities sounded great on paper, but the Easter Sunday christening was more of a cattle drive than a sweat meet. Laid around the building (both to gain entr ance and obtain tickets) were: new merchandise, clothing, posters, etc. We really seeing what they were buying. Let's hope the Country Club either has its act together or has taken it to the parking lot when swappers meet again May 17.

WEIGHTWOODS — Gilbert & Sullivan's "Pirates Of Penzance," which played Broadway earlier this year with Linda Ronstadt and Rex Smith, is the American premiere at Ahmanson In Los Angeles June 10 with Pam Dawber and Andy Gibb as the headlining actors. L.A. rockers Caroline Peyton will play Mabel's (Dawber's) younger sister Edith. The new cast will continue on as the national touring company. Peyton will most likely end up with the lead role where the three-reelers run. "Something's Gonna Happen," It's George Jones will be joined by special friends Elvis Costello & The Attractions, Emmylou Harris, Waylon Jennings, Loretta Lynn, Tammy Wynette and Jerri Colter at the Country Club in Reseda April 28, for the live taping of a Hollywood Special en ti tled "George Jones and Friends". . . . The old "Stevie" in himself, Peter Tosh, has just finished recording his new LP, "Peter Tosh Wanted Dread Or Alive," and it will be out on EMI/Liberty in June. . . . EMI/Liberty will be conducting a survey of the latest Bob Marley, Curtis and Gary U.S. Bonds, has just landed at a pop singer artist Sheena Easton the spot to sing the title to the upcoming James Bond flick, "For Your Eyes Only". . . . Mirage Records has inked fluorescent G.E. Smith. His "In The World" LP is due out May 10. . . . Interesting to see that heavy metal bleeze is still the rage in Britain. Wholesalers, "Come And Get It" LP has entered the British LP charts at #2. We won't see the cover on the Mirage release Stated be, though, because the art features a cow with a woman's most vital part between its front legs.

HAVING A BALL SECRET POLICEMAN'S STYLE — Anglophiles, comedy fans and music freaks alike will find Amnesty International's 'The Secret Policeman's Ball' a concert film to remember. Stirring musical performances by Pete Townshend, Tom Robinson, Joni Mitchell, John Lennon and Who fans can recite the island soundtrack, which will be out May at a $5.98 list price. However, the comedy is another story. Members of Monty Python, led by the jolly John Cleese (the event's director), Phylicia Rubin, Stephen Fry, and the late Graham Chapman star in a spoof for the BBC. Up until its recent domestic release, "Dirty Deeds Done Dirt Cheap" was only available as an import in this country, it wasn't an import in the U.S. now "for a good reason like NARM." Unfortunately, a lot of them don't even know what a NARM is," bemoaned Freedman. "I can't think of a song organization that would be better equipped to bring video retailers together with record retailers, manufacturers and I think the convention could do well . . . if they can get the video stores to participate." Atlantic, WEA Offer 10% Discount On AC/DC LP LOS ANGELES — Atlantic Records, in conjunction with Warner/Electra/Atlantic (WEA) Corp., is implementing a 10% wholesale discount program on the AC/DC album "Dirty Deeds Done Dirt Cheap" (SD 16033), effective April 27. According to Dave Glow, Atlantic executive vice president and general manager, it was at the AC/DC's request that the discount was requested, due to the fact that the album was recorded in 1974 and therefore "the discount is not set," a statement. Up until its recent domestic release, "Dirty Deeds Done Dirt Cheap" was only available as an import in this country, it wasn't released new due to heavy radio airplay and retail demand. The group's latest studio album, "Back In Black," has been in the Top 20 on Atlantic's chart for more than 30 weeks, while "Dirty Deeds Done Dirt Cheap" is presently building at #11. Although the LP originally carried a suggested list price of $8.98, with the 10% discount, the album, in effect, now comes down to the $7.98 range.

CRUISIN' FOR LIFE — Elektra/Asylum hosted a "Life Boat Party" on the yacht Vanity Fair April 12 at the recent National Assn. of Recording Merchandisers (NARM) convention in Hollywood. It's to introduce its newest talent group Life Featuring guitarist/vocalist George Terry and keyboardist Vicky Woods, the group's self-titled debut LP was released April 17. Pictured on the yacht are (l-r) Terry; Woods; Stan Meyers, Sound Unlimited; Bill Biggs, WEA Atlantic branch manager, and his wife Glenda; and Vic Farese, executive vice president/director of marketing, EVA.

Retailers Enthusiastic About First NARM Video Confab (continued from page 5) this, and NARM seems to be providing just that.

Keenan, who indicated that he plans to attend the confab, noted that one of the areas he would like to see discussed would be standardization of videocassette packaging, as well as efforts to provide consistent quality of software.

The direction of the video retailing business was also mentioned by Tower Records chain head Russ Solomon as a potential topic that might be considered for discussion.

"There is one thing that is quite certain about the video business at this point and that is that no one, including the manufacturers, knows where the business is heading at the retail level," noted Solomon. "Nonetheless, it seems that today's retailers are very bored with the soft goods business after a while and, ultimately, most of them will drop out.

"As for the specialty stores," he continued, "the larger ones, with good locations, traffic and inventories, may stay in it, but there isn't enough business out there right now to keep the smaller ones afloat. And for the record retailer, it is a question of commitment in terms of space, inventory and advertising. It's just not a shoe-in anywhere and this has to be looked at realistically.

Suppliers Optimistic

Software suppliers such as Magnetic Video Corp. and Columbia Pictures Home Entertainment, both of which were represented on the panels at video workshops and seminars during the recent annual NARM convention (Cash Box, April 25), are also optimistic about the potential returns from such a gathering. Executives from both firms indicated that support for video from such trade groups as NARM has been "encouraging" and that ongoing dialogue with record retailers is "useful" for them in developing new markets, as well as gathering immediate feedback on retailers' needs.

"The NARM video workshops this year provided a very good beginning and it was really heartening to see the number of people interested in and interested and attended the sessions," said Robert Blatner, director of sales, Columbia Pictures Home Entertainment. "However, if I had one complaint, it was that the time allowed was too short to answer all the questions. Perhaps that will be remedied by a convention which focuses solely on video considered now.

Jack Dreyer, Magnetic Video vice president, consumer products division, added that NARM's "suggestion to put video software stores together with record retailers is the most important and useful aspect of such an event, as opposed to a trade show, which would simply serve to promote "Omnibus Video software.

"NARM definitely has the qualifications to put video software stores together with record retailers and I think it is the most important and useful aspect of such an event, as opposed to a trade show, which would simply serve to promote "Omnibus Video software.

"NARM definitely has the qualifications to put video software stores together with record retailers and I think the convention could do well . . . if they can get the video stores to participate."
**NEW AND DEVELOPING ARTISTS**

**SHEENA EASTON** (EMI America 8808)


It matters little that the U.K. hit has already been covered domestically; this is the real article from the vibrant Glasgow singer, who is playing out on the road with the #1 "Morning Train." Easton's peppy vocal is complemented by an absolutely infectious synthesizer melody. Pop dynamite for upper demo females.

**SINGLES**

**THE RINGS** (MCA MCA-51109)


Heavily echoed drums and rock riffing, with just the right amount of raunch, power the following "Loose Me." Boston's power poppers. The exuberant performance should sell AOR programmers on the track, with more rock-oriented pop stations hopefully following suit.

**WHITEFACE** (Mercury 76106)

*Say What You Mean* (3:42) (Underline Publishing – BMI) (D. Rapp, D. Bare) (Producers: P. Ben- ton, P. Lubin)

Atlanta's Whiteface is a pop/rock band that doesn't hide its penchant for Southern rhythm and blues under a bushel basket. On this cut from the "Change Of Face" LP, they mix finger snapping, blue-eyed soul with bright pop melodics and the results will light up the pop dial.

**THE CRETONES** (Planet P-4728)


More than anything else, this new cut from L.A.'s Cretones shows that Mark Goldenberg has matured as a pop songwriter. If "Real Love" was an auspicious start, "Love Is Turning" is equally as enticing in a more subdued way. Simple guitar melodies are the band's strong point, which it proves here.

**SHERBS** (Atox 7208)

*No Turning Back* (3:32) (Sherbet Music Ltd. – ASCAP) (Porter, Mitchell, Brathwaite, James, Sandy) (Producers: Sherbs, R. Lush)

The Sherbs are finally beginning to make a name for themselves here in the U.S. with the nice initial response to the AOR buzz created by "I Have The Skill." This rumbling progressive rocker should capitalize on the nice start, with its streamlined synthesizer sound. Aces up for AOR, pop.

**DB COOPER** (Warner Bros. WBS 49721)


Cooper and company have assimilated and integrated the classic California pop sound into their own rock style on this track from the forthcoming "Dangerous Curves" LP. If last year's debut LP showed promise, this is Certainly what D.B. and the boys have been striving for.

**STONE CITY BAND** (Gardy G 7200F)

*Freaky* (3:22) (Jobobe Music Co., Inc./Stone City Music Co. – ASCAP) (R. James) (Producer: R. James)

No question about it, this tune has B/C hit written all over it. Just hard driving R&B with rock intensity, the second single from "The Boys Are Back" LP doesn't have a lot of filler in the background...just meaty, funky riffs over a solid rhythm. And, of course, Rick James contributed in numerous ways.

**MY FEATURE PICKS**

**JOE SIMON** (Positon POS 5010)

*Are We Broking Up* (4:31) (Sun Up Publications/Pinball Music – BMI) (M. Mitchell, A. Walls) (Producer: P. Wagoner)

Simon's somber, sincere singing has an almost hypnotic affect on the listener on this buoyant number. That thick Southern wail of Simon's is unparalleled at evoking the "now and then in love" story.

**THE CHI-LITES** (Char-Show/20th Century-Fox TC-2495)


Eugene Record takes the Chi-Lites in a decidedly dance-oriented direction on the festive workout from the "Heavenly Body" LP.

**MARVIN GAYE** (Tamla T 54326F)


The ever-soulful Gaye balances thick R&B rhythm textures with jazzy instrumental excursions on trumpet and vibes on his latest from the "In Our Lifetime" LP.

**THE B-52's** (Warner Bros. WBS 49717)


A resurgence in dance club activity has forced out this item from the kitschy B-52's debut effort. The surf-oriented instrumentals, as usual, are the musical focus of attention, with campy vocal tradeoffs between Fred Schneider and Kate Pierson, and Cindy Wilson shimmering out front.

**MASS PRODUCTION** (Dotillon 46013)

*Turn Up The Music* (3:50) (Two Peppers Publishing Co. – ASCAP) (T. Williams, R. Williams) (Producer: Mass Productions)

It's a party, Mass Production style, which means the group's trademark ensemble vocal work set to a throb- ing funk rhythm.

**HITS OUT OF THE BOX**

**TOM PETTY AND THE HEARTBREAKERS** (Backstreet/MCA BSR-51100)


**DARYL HALL & JOHN OATES** (RCA PB-12217)


**GAP BAND** (Mercury/PolyGram 76101)

*Yearning For Your Love* (3:59) (Total Experience Music Publishing – BMI) (R. Wilson, O. Scott) (Producer: L. Simmons)

**RANDY MEISER** (Epip 19-02059)

**WHAT CHA' GONNA DO FOR ME** — Chaka Khan

Khan — Warner Bros. HS 3526 — Producer: Arif Mardin — List: 8.98 — Bar Coded

Cha' Khan


d **SOMETHING LATE AT NIGHT** — Carole Bayer Sager — Boardwalk FW 37089 — Producers: Burt Bacharach and Brooks Harris — List: 8.98 — Bar Coded

Sager has had a long and prestigious career as a lyricist, penning such diverse tracks as "The Mindbenders’ 1965 hit, "Groovy Kind Of Love," to early Simon’s 1978 smash, "Nobody Does It Better." And with current main squeeze Burt Bacharach supplying most of the music, the prove just how adept she is at writing intimate love songs. She has a breathy vocal delivery that is perfect for late night A/C play. And while Bacharach and Sager aren’t exactly Bacharach and David, they prove that they are a volatile force in the adult pop arena.

**IT HURTS TO BE IN LOVE** — Dan Hartman

Blue Sky JZ 37045 — Producer: Dan Hartman — List: 8.98 — Bar Coded

Hartman started out as a rock ‘n’ roll with Edgar Winter’s band but always had pop sensitivities with songs like “Free Ride” and his disco smash “Instant Regret.” This time around he shows just how versatile he is. He refines 60s classics, reggae, bubblegums and generally pop/rocks his way through an album that proves he is a Top 40 maestro. Top tracks: "I’d Be A Better Lover," "Take Me To Heaven," "San Francisco Girl," "After All," "I Can't Be Satisfied," "I’ll Take Care Of You." 5 natural.

**TWANGIN’** — Dave Edmunds

Swan Song SS 16034 — Producer: Dave Edmunds — List: 7.98

Rockpile may have broken up, but anytime you hear from his alumni, you know you’re in for good rockin’ tonight from a historian’s perspective. More than anyone else in contemporary pop, Edmunds has managed to revive the spirit and drive of ‘60s rock with modern technology, retaining the spirit of tunes by Lowe and Mott the Hoople sound as strong as ever from the master of Edmunds. His high energy Brothers-in-a-vacuum vocals are augmented by contributions from fraternity brothers Lowe, Brenner and Williams on “Twangin’.” Hot guitar, slap echo vocals and the feel of the ‘60s make this LP a rockin’ joy.

**SOMETHING IN THE NIGHT** — Pure Prairie League

Casablanca BL 7255 — Producer: Rob Fraboni — List: 8.98

A revamped PPL came back last year with the “Finn’s Up’ LP and the “Let Me Love You Tonight” single. But “Something In The Night,” produced by studio thes Rob Fraboni, signals a new exciting era for the band that took everyone down that “Two Lane Highway” in the mid-’70s. Led by newcomers Jeff Wilson and Vince Gill, the band has the gritty country rock style that always seemed to elude them on past efforts.

**GYPY RIDGE** — Les Dudek — Columbia FC 36798 — Producer: Les Dudek — List: 8.98 — Bar Coded

The bad biker on the cover proves, once again, that he is one of rock’s baddest axe men. He also sings pretty well too on “Gypsy Ride.” Throughout his career with the Allman Bros., Scaggs, The DBK Band and solo, he has had a fluid jazz/blues/southern rock style that combines feeling with technique. Sounding best when he is on top of his own mainstream rock jam, Dudek has a field day on “Dee Van” and “Too Damn Dizzy.”


Critics have always looked on Magazine as heirs to Roxy Music, in that it has remaining new wave’s most elegant band. There is a cold and class air, witty to Howard Devoto’s probing vocals and a foreboding edge to the brilliant bass/guitar/keyboards/drums attack of Messer, Adamson, Forman, Simon and Doyle. One of England’s most overlooked bands shows everyone how truly great it is in this “best of” live package recorded at Melbourne’s Festival Hall in September 1980.


The violin prodigy from Brooklyn has always been regarded as the “bow man” of light fusion, but on each successive outing he seems to get more funkified and accessible. And while he will naturally go top ten on the jazz charts with his “All My Reasons,” he will probably be more successful on the B/C charts. He has his own soul string section to call on when he wants to, and his vocals are equally slick smooth on up tempo funkers and sweet slickers.

**PRONOUNCED NORMAL** — Wild Man Fischer — Rhino RNL 021 — Producers: Barnes and Barnes — List: 7.98

L.A.’s resident asylum patient is back with a vengeance on this smartly produced CD. The shrieks and cries from Fischer’s rubber room have never sounded more timely. Let’s face it, insane is in these days and the Wild Man is king of the crazies. And while most people will form this LP Marat Sade, there is a lot of social observance and message in addition to Fischer’s madness. The most interesting tracks are “In My Room” and the penetrating “It’s A Money World.”

**RESUME** — Bruce Cockburn — Millennium BXL-17757 — Producer: Gene Martynce — List: 8.98 — Bar Coded

Recognized as an unmitigated superstar in his homeland of Canada and critically acclaimed in the U.S., Cockburn is still far from getting the attention he deserves in America. His last album, “Humans,” pretty much explains his appeal, since his repertoire of “for everybody” songs are hard to resist once heard. “Resume” is more or less a Cockburn primer, as it features prime material from his Canadian work circa 1976-78.
Carol Hensel’s DANCERSIZE—The #1 exercise album in the country

Carol Hensel’s DANCERSIZE has experienced unparalleled success and it’s just beginning! Never before in the history of the record industry has an exercise album charted.

- Over 300,000 units sold to date.
- Major TV ad campaign being tested marketed in over 40 cities.
- Guest appearances on TV talk shows.
- The most popular RADIO programming feature in the country.
- Major articles appearing in newspapers and magazines everywhere.
- Foreign licensing available.

A LOOK BACK AT NARM ’81 HIGHLIGHTS

Some of the highlights of the recently held National Assn. of Recording Merchandisers (NARM) convention in Hollywood, Fla. April 11-15 included the naming of Western Merchandisers’ John Marmaduke as the trade association’s new president; the presentation of the NARM ’Gift of Music’ awards; the 15th annual NARM scholarship Foundation Dinner; performances by such artists as Stephanie Mills and the Charlie Daniels Band and the presentation of the NARM presidential award to Motown artist Smokey Robinson. Pictured are L-R outgoing NARM president Joe Simone of Progress Records; incoming NARM president John Marmaduke, Joe Petrone, EMI America/Liberty Records head accepting the ‘Gift of Music’ award in the Best Selling Country Album, Male Artist, Category for Kenny Rogers ‘Greatest Hits’ LP; and Capitol Records president Don Zimmerman and PolyGram Records president and chief executive officer David Braun speaking at the NARM Scholarship dinner.

Indie Distributors Hold Meeting

(continued from page 5)

be the most likely customers for independent distributors, Simone noted the $300 million annual costs of such an operation and said, “After CBS and WEA, who isn’t a potential customer of independent distributors?”

The actual result of the committee’s work will not be any official business confederation or alliance because of legal complications, Simone said. Instead, the committee will provide a forum for issues relevant to the indies and a marketplace of new ideas.

“Because of legal restrictions, we won’t create policy or take action as a group,” Simone explained. “However, we can have a spokasman. There have been several of us (independent distributors) talking to several companies in the past, I think we’ll be able to do it in a more organized fashion with the committee.”

“What is needed is for one company — PolyGram, MCA or RCA — to come over to indie distribution,” Simone concluded. “They will probably be amazed at the buzz we can create on the street and the other services we can offer, providing they (the branches) can admit that they can’t afford to do what they’re doing.”

Gordon Bows PR Firm

NEW YORK — Richard J. Gordon has formed Richard Gordon Public Relations, associated with Janice Morgan Communications. His clients include A&M/Disney artist Julie Budd, Warner Bros. recording artist Lauren Wood, singer/actress Lainie Kazan, Impressionist Marilyn Michaels and the New Hollywood Twin Cinema in Manhattan. Gordon was formerly East Coast publicity director for Casablanca Records. The firm’s address is 318 East 70th Street. Phone is (212) 737-7204.

Twentieth Reports First Quarter Earnings Down

(continued from page 6)

$11,899, down from $27,087 during the first quarter of 1980.

Dennis C. Stantill, chairman and chief executive officer of the corporation, said that first quarter 1981 earnings were less than 1980 due to less licensing of theatrical feature films to television networks than the previous year. He also said that one of 20th’s subsidiary companies, Aspen Video Corp., was adversely affected in the 1981 first quarter by poor snow conditions.

Stantill said that in the filmed entertainment area, 9 to 5, The Empire Strikes Back and Fort Apache, The Bronx contributed significantly to theatrical film rentals in the first quarter. There were improved results posted by Magnetic Video Corp. as well.

Jones, Mills To Chair BMA Artist Committee

NEW YORK — Quincy Jones and Stephanie Mills have been named co-chairpersons of the Black Music Month Celebration Committee, according to Black Music Assn. (BMA) president LeBaron Taylor.

Jones and Mills will lead a concentrated effort to involve the BMA recording artist community in radio and TV talk shows, interviews, public service announcements, music trade publications, consumer news media, academic journals and news shows.

BMA’s third annual conference, scheduled for May 23-27 at the Century Plaza Hotel in Los Angeles, will begin the June celebration of Black Music Month.

‘Making Movies’ Gold

LOS ANGELES — Dire Straits’ third Warner Bros. album, “Making Movies,” was recently certified gold by the RIAA.
DIGITAL DABBLING — Forays into the digital market are being launched by many labels, and jazz recordings are playing a large part in those marketing experiments. While we have been seeing an increase in the number of digital jazz recordings, most record companies remain unsure of their targeted buyers, and of the extent to which the audiophile audience will add to the sales of jazz records. The recording is now made oversize where higher fidelity markets are better established and a label is simply purchasing or leasing a product that's more technically advanced than one they themselves would record. Sometimes results in an album that's an anomaly, while other times the result is an addition to existing digital lines. This was the case when CBS Mastersound recently issued the V.S.O.P. "Live Under the Sky" album in America. Available for some time in Japan on the CBS/Sony label, Mastersound product coordinator Joe Dash told us he felt the quality of the concert recording was suitable for digital disc. But "it's not just the large companies with overseas affiliates that are experimenting with the high quality foreign recordings. Small independent Omnion Sound in Delaware Water Gap, Pa. has released its first digital recording, a Tokyo recital by pianist John Coates, Jr. Omnion's Yoshio Inoue told us that the idea to record Coltrane digitally originated with Nippon Phonogram Company, which recorded the album for Omnion. "The digital recording system is very popular in Japan," said Inoue, who added that response from radio stations has been significant enough to interest him in the American digital recording system. "The Tokyo album is the sixth album by John that we've recorded," he said, "and in fact Inoue went on to record the lower registries of the lower registry. Just as the liner notes say, it's a "...
HERE'S GARY

With the theme of "Radio People Do It With Frequency," Watermark, Inc. has introduced the newly named host for its Soundtrack of the 60's show. Picture of this new show host was provided by the conference in Las Vegas are (l-r): Owens; John Smith, GM at KVLE-FM (Gunnison, Colo.; Owens stands up); and Mark Albert, Cash box radio editor.

ATM'S SHAUNENESS STRESSES IMAGE CAMPAIGNS FOR RADIO

LOS ANGELES - In response to increased competition, Los Angeles broadcasters are looking for creative ways to make their stations stand out. A one-stop shopping service, the "New World Image," has been created to assist companies in developing campaigns that are fully customized for a station and a market.

"We don't simply go into a market and try to sell somebody an idea," he said. "When we get a call, we thoroughly research a market, get to know the station, and then develop a campaign that suits the nature of its community." Shaunnery quickly noted, however, that if, after researching a market, TM felt that it could not offer solid recommendations to a potential client, then they would decline the offer.

Four Campaigns Available

Currently, there are four total marketing or image theme campaigns being offered by TM: Someplace Special, Rhythm of the City, Sounds Like, and Rock. All four include the various TV spots and support materials.

Someplace Special was the first image package put out on the market two-and-a-half years ago. The campaign is targeted at the contemporary giant in Pittsburgh. According to Shaunnery, the Someplace Special "sets a campaign tone" for contemporary, rock or country formats, is now being used by over 500 stations.

Rhythm of the City, designed for adult contemporary stations, was first tested on WRKO/Boston and is currently in use at WYAE/Pittsburgh. The Sound Like campaign, for soft AC, was first used at WBAL/Baltimore. KRBK/Houston was the first test for TM's Rock images campaigns. Shaunnery said that an image campaign was currently being developed for beautiful music formats.

"De pending upon the market size, each campaign may cost TM up to $150,000," Shaunnery said. "The cost to our clients, though, for a two-year period for the entire package, is only $20,000, which is significantly less (about one-sixth the cost) than what it would cost a station to produce everything themselves.

BROADCAST SERVICES

In addition to the new image packages, TM offers programs, spots, commercials, and jingles for the broadcast industry, as well as providing programming for over 300 stations.

Soon to be syndicated nationally this spring is a 30-hour special program about the Broccoli called The Days In The Life of a Broccoli, which Shaunnery said is getting positive response from adult contemporary, rock, and AOR stations. Another special for this spring is called Guitar: A Rock Episode, which will be a 36-hour tribute to rock 'n' roll's greatest guitar players. Shaunnery said that by the end of the year, this show is produced by Tom Yates and Kate Hayes.

Beginning in mid-May, The Class of '91 will make its debut. This unique 16-hour special was made to salute the significance of Graduation Day by presenting the music and interviews of artists who have been popular with the young adult audience for the last four years during their school years.

POLLIACK TO CONSULT ABC FM NETWORK

LOS ANGELES - Jeff Pollack, former program director at WMWR/Philadelphia and current consultant at KAIX in Columbus, Ohio, has been hired to consult the ABC FM network. Pollack will maintain his AOR consulting firm, whose clients include such stations as KLOS/Los Angeles and KZEW/Dallas.
May 2, 1981

CASH BOX ROCK AB

#1 MOST ACTIVE

PHIL COLLINS • FACE VALUE • ATLANTIC

ADDs: None. HOTS: KLIV, WLR, KMET, KMGN, FYFE, KROQ, WSBN, WBAB, KZEL, WKL, WCC, WBLM, KNCN, KFZZ, WOUF, WOR, KZEL. PREFERRED TRACKS: In The Air, Miseduc, Must Be. SALES: Good to moderate in all regions.

# 8 MOST ADDED

RUPERT HINE • IMMUNITY • A&M

ADDs: None. HOTS: KLIV, WLR, KMET, WOUF, WOR, KZEL. MEDIUMS: WBLM, WCC, WOR, KZEL. PREFERRED TRACKS: Maybe It's turtles Feeling. SALES: Good to moderate in all regions.

# 4 MOST ACTIVE

THE CLASH • SANDINISTA! • EPI

ADDs: None. HOTS: WRNW, KNCN, KROQ, WLR, WCC, WBLM, KNCN, WNEW. PREFERRED TRACKS: Politic, Murdered. SALES: Fair in East and West; weak in others.

# 1 MOST ADDED

TOM JOHNSTON • STILL FEELS GOOD • WARNER BROS.

ADDs: KLIV, WLR, KMGN, KSC, Kimest, KZB, WOUF, WCC, WBLM, WRCQ, WNEW, KBPN, WSHE, KBTH, KMET, KMGN. PREFERRED TRACKS: In The Air, Miseduc, Must Be. SALES: Good to moderate in all regions.

# 3 MOST ADDED

DAVID LINDEY • EL RAYO-X • AM

ADDs: KLIV, WLR, KMET, KMGN, KSC, WOUF, WCC, WBLM, WRCQ, WNEW, KBPN, WSHE, KBTH, KMET, KMGN. PREFERRED TRACKS: In The Air, Miseduc, Must Be. SALES: Good to moderate in all regions.

# 5 MOST ADDED

JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA

ADDs: None. HOTS: KLIV, KMET, KMGN, FYFE, KSC, WOUF, WCC, WBLM, WRCQ, WNEW, KBPN, WSHE, KBTH, KMET, KMGN. PREFERRED TRACKS: In The Air, Miseduc, Must Be. SALES: Good to moderate in all regions.
# 2 MOST ACTIVE

22 THE ROLLING STONES • SUCKING IN THE SEVEN • RELIANT K • ATLANTIC

**HOTS:** None. **MW:** WBAB, KNAC, WNEW, WKBW, KMGN, WBLK, WBLM, WYSE, KJNO. **PREFERRED TRACKS:** Tension, Set Me Straight.

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

---

ROME OVID • IT'S A CONDITION • 415 RECORDS

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KNOC, KMGN, WYSE, WBLK, WNEW, WKBW, WMMS, WYSE, KSHE, KNOC, Preferred Tracks: Whisper, Do Dance.

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

---

4 RUSH • MOVING Pictures • MERCURY/POLYGRAM

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KNOC, KMGN, WYSE, WBLK, WFREE, WMMS, WYSE, KSHE, KNOC, Preferred Tracks: Let Me, Getaway, Nicole.

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

---

19 THE PLIMSOLLS • PLANET/ELEKTRA

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, KMGN, WBLK, Preferred Tracks: Now.

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

---

18 POINT BLANK • AMERICAN EXCESS • MCA

**HOTS:** WBAB, WMMS, KBPK, WKBW, WMMS, WYSE, WMMS, WYSE, KSHE, KNOC, Preferred Tracks: Light. **SALES:** Fair to moderate in all regions; strongest in Midwest.

---

14 THE POLICE • ZENYATTA MODUNGA • A&M

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KMGN, WYSE, WBLK, KNOC, Preferred Tracks: Let Me, Getaway, Nicole.

**SALES:** Fair to moderate in all regions; strongest in West.

---

30 PRETENDERS • EXTENDED PLAY • SIRE

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, KMGN, WYSE, WMMS, WYSE, Preferred Tracks: Don’t Stand, De Do It, Driven, Canaan.

**SALES:** Good to moderate in all regions; strongest in West.

---

# 7 MOST ACTIVE

25 SANTANA • ZEPHYR • COLUMBIA

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KMGN, WYSE, WMMS, KNOC, Preferred Tracks: The Skill.

**SALES:** Week in South; fair in others.

---

110 SHERBS • THE SKILL • ATOC

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KMGN, WYSE, WMMS, KNOC, Preferred Tracks: Hold.

**SALES:** Fair in Midwest; weak in others.

---

36 THE WHO • FACE DANCES • WARNER BROS.

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Money, Life.

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

---

76 ROBIN TRUWER • B.L.T. • CHRYSLIS

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Out Of Control, Another Time.

**SALES:** Fair in all regions; strongest in East.

---

109 GINO VANNELLI • NIGHTWALKER • ARISTA

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Night.

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

---

# 7 MOST-ADDED

14 ROGER TAYLOR • FUN IN SPACE • ELEKTRA

**HOTS:** None. **MW:** WBLK, WMMS, WBAB, WNEW, WMMS, KMGN, Preferred Tracks: Get Crazy, Future, Title.

**SALES:** Moderate breakthroughs in all regions; weakest in East.

---

38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M

**HOTS:** None. **MW:** KZEL, WNEW, KNAC, KMGN, WYSE, KNOC, Preferred Tracks: Hold.

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

---

36 PAT TRAVERS • RADIOACTIVE • POLYDOOR/POLYGRAM

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Hold.

**SALES:** Fair in Midwest; weak in others.

---

86 PHEBE SNOW • ROCK AWAY • MIRAGE/ATLANTIC

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Money, Life.

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

---

43 GREG KOTON • 18 YEAR OLD • A&M

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: This Is Your Life.

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

---

53 RAINBOW • DIFFICULT TO CURE • POLYDOOR/POLYGRAM

**HOTS:** None. **MW:** WBAB, WMMS, WYSE, KNOC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Surrender, Curt.

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

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107 STEELY DAN • GAUCHO • MCA

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: TANGERINE, Keller, Babylon.

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

---

# 3 MOST ACTIVE

1 RED SPEEDWAGON • HI INFIDELITY • EPIC

**HOTS:** None. **MW:** KZEL, WNEW, WKBW, WMMS, WYSE, WMMS, WMMS, KNOC, Preferred Tracks: Oh The Run, Tough Days. Let Him, Keep On.

**SALES:** Good in all regions.

---

133 RICK SPRINGFIELD • WORKING CLASS DOG • RCA

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, WMMS, KNOC, Preferred Tracks: Jessel’s Heart.

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

---

2 STEELY DAN • GAUCHO • MCA

**HOTS:** None. **MW:** KNAC, WNEW, WKBW, WMMS, WYSE, WMMS, KNOC, Preferred Tracks: Tangerine, Keller, Babylon.

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

---

# 3 MOST ACTIVE

1 LOVERBOY • COLUMBIA

**HOTS:** None. **MW:** KZEL, WNEW, WKBW, WMMS, KNOC, Preferred Tracks: Money, Life.

**SALES:** Good in all regions.

---

158 ROGER TAYLOR • FUN IN SPACE • ELEKTRA

**HOTS:** None. **MW:** WBLK, WMMS, WBAB, WNEW, WMMS, KMGN, Preferred Tracks: Get Crazy, Future, Title.

**SALES:** Moderate breakthroughs in all regions; weakest in East.

---

159 JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA

**HOTS:** None. **MW:** WBAB, KEZL, KZAM, WNEW, WMMS, KMGN, Preferred Tracks: Her Town, Stood.

**SALES:** Good in all regions.

---

# 8 MOST ACTIVE

2 STEVE WINWOOD • ARC OF A DIVER • ISLAND

**HOTS:** None. **MW:** WBLK, WMMS, WBAB, WNEW, WMMS, KMGN, Preferred Tracks: You Better, Tricky.

**SALES:** Good in all regions.
HEAR ME TELLING YOU POINT BLANK

THE SINGLE

“LET ME STAY WITH YOU TONIGHT”

THE ALBUM

AMERICAN EXCESS

IS A BULLSEYE!

WE'RE TELLING YOU POINT BLANK

CASH SMASH—denotes significant sales activity.
PRIME MOVER—denotes significant radio activity.
HIT BOUND—denotes immediate radio acceptance.
DARYL HALL & JOHN OATES
Their latest album is “Voices” and it’s already had three hit singles. The current number-one hit is “Kiss On My List,” but look for “You Make My Dreams.”

WHISPERS
The beat goes on with “It’s A Love Thing”, the gold single from their latest album, “Imagination.” (Solar Records)

ON McLEAN
He took America by storm with the album “Chain Lightning” and the top five single, “Crying.” Now he’s on the charts again with his new single “I Don’t Have You.” (Millennium Records)

RONNIE MILSAP
“Out Where The Bright Lights Are Glowing”...an overwhelming performance of ten Jim Reeves classics, as well as the powerful single, “Am I Losing You.”

RANKE And The NOCKOUTS
Hit AOR album and a smash hit 40 single called “Sweetheart.” Need we say more? (Millennium Records)

LAKESIDE
Still bringing in the gold with “Fantastic Voyage” and their newest single, “Your Love Is On The One.” (Solar Records)
**STEVEN MILLS**
Her newest is “Stephanie” and it features “Two Hearts,” her smashing new single with Teddy Pendergrass.

(20th Century Fox Records)

Teddy Pendergrass appears through the courtesy of Philadelphia International Records and Teddy Bear Production, Inc.

**JEFFERSON STARSHIP**
In orbit again with their latest Grunt Production. “Modern Times” features the new hit single, “Find Your Way Back.”

(Grunt Records)

**DOLLY PARTON**
There’s almost no way to measure the huge success of “9 To 5 And Odd Jobs”!
A movie, a number-one single, and now a follow-up hit, “But You Know I Love You.”

**ALABAMA**
Following their first smash album with a second, “Feels So Right” is only the beginning for this group. They also have the No. 1 country single, “Old Flame.” Now that’s hot!

**RICK SPRINGFIELD**
A no-nonsense rock and roller with an album called “Working Class Dog.” It includes the hits “Jessie’s Girl” and “I’ve Done Everything For You.”

**JIM PHOTOGLO**
A star on the rise delivers his second hit, “Fool In Love With You” the title-track of his terrific new album.

(20th Century Fox Records)

**PAUL ANKA**
Keeping things hot with his new album, “Both Sides Of Love.” The featured single is “I’ve Been Waiting For You All Of My Life.”

**SHALAMAR**
They’ve been burning up the airwaves with “Make That Move,” the hot single from their latest album, “Three For Love.”

(Solar Records)
**Multimedia Buys Show Biz Inc. For $4.4 Million**

NASHVILLE — Multimedia, Inc. has purchased Show Biz Inc., one of the largest producers and syndicators of country music television programs, for $4.4 million, pending approval by the Nashville City Council. Among the programs produced and syndicated by Show Biz are Tom T. Hall's Pop 'n' Country Show and C. W. McCall's Nashvegas! These programs, along with others like Show Biz's Nashville On The Road, in its fifth year and featuring a new team of hosts this fall under the direction of John M. McCall, Dave Stafford and Sue Powell, The Porter wagoner Show, Marty Robbins' Spotlight, Dolly, Gospel Singing Jubilee, and Tony Brown's Journal, as well as the distribution of Backstage at the Grand Ole Opry.

The agreement was negotiated by chairman William C. Wears and president Walter E. Bartlett of Metromedia and Show Biz stockholders W.G. Graham, J.R. Dunlap and T.D. Show Biz. Executives and personnel will remain with the company — Dunlap staying on as president and assuming additional duties as chief executive officer, Show Biz; executive vice president; and Graham taking on consultant duties with the company. The acquisition of the 15-year-old company will bring an inventory of more than 2,400 television programs to Multimedia, a record-label group which is geared to country music. “With this acquisition added to our company’s existing roster of syndicated television shows, Multimedia will now be the largest producer and distributor of syndicated country & western programming for television in the United States,” said chairman Wears.

Multimedia is already a highly visible force on the Nashville media/broadcasting scene. It owns and operates five television stations WZTV, Channel 17, and publishes Music City News, a country music consumer publication, in addition to being involved in the production and distribution of a variety of country music specials in association with Jim Owens and Nashville's Star Show

“With the proliferation of cable and many changes on the broadcast horizon, the demand for our product is constantly increasing,” said Bartlett. “Our company has a history of successful TV program production and we believe the expansion of our syndication effort is a natural outgrowth of Nashville, which is the hub of the country music industry. This city has a vast bank of great talent and excellent production facilities.”

**Repeat Winners Sweep Initial 1981 ‘Hat’ Awards**

(continued from page 9)

mentalist and entertainer classifications.

In the country night club category, Gilley's of Pasadena, Texas and the Palomino in North Hollywood, Calif. tied. Last year, Gilley's ousted the Palomino in this category by a margin of 12 years.

Sammy Jackson of KLAC/ Los Angeles was voted Disc Jockey of the Year, and KUNR also clinched the win for Best DJ of the Year. Winners in these categories were determined by a poll of music industry editors, as was a list of national country music and country promo of all television and record companies.

The “Hat” Awards in the performing and recording areas will be presented April 30 at the Shrine Auditorium in Los Angeles. The awards program, which has been presented annually for the past 14 years, is produced by D'Angelo, Charlie Daniels, Christy Lane, Roger Miller, Kathrine Ross and Skip Stevenson as presenters, will be televised on NBC TV.

**Opryland Talent Will Be Featured During Upcoming NBC TV Special**

by Jennifer Bohler

NASHVILLE — Opryland USA, a music theme park here, has long been a noted hot spot for finding young music talent. An upcoming NBC television special (June 16) will establish the park as a talent bed when it airs Opryland's Night of Stars and Futurestars, hosted by veteran showman Gene Kelly.

Eight young entertainers selected as representatives of the approximately 250 entertainers performing at the complex during the 1981 season will be showcased with a group of established performers, including Loretta Lynn, Mickey Gilley, Johnny Lee, the United Cowboy Band, Ben Vereen and Debby Boone. Both the Opryland and established performers will be featured in various locations in the musical theme park and the Grand Ole Opry House.

From the eight Opryland performers, a winner will be chosen to become Opryland's "Futurestar" of 1981. Selection will be made by a panel of entertainment industry veterans who will inspire performers on talent, showmanship and performance in personal interviews.

A special audience open to everyone hired for the 1981 season was conducted by the park's entertainment staff when the eight representatives of the park were selected. They are Mark Barnett from Nashville, who is in the cast of a country and bluegrass show; Jerry Dixon from Kalamazoo, Mich., who is "Harold" for America Singing; Dianna Goodson from Dallas, Texas, who is also in "The Opryland Park" and "The Opryland Show"; Danny Gregg from Altus, Okla., who performs in "Today's Country Roads"; Both Myatt from High Point, N.C., who performs in "The Opryland Show." America Singing; Ginger Nickerson from Nashville, who is in "Cowboy," Cindy Smith from Doraville, Ga., who is in "Country Music U.S.A.;" and Perry Stephens from Decatur, Ala., who is in "I Hear America Singing" show.

All eight of these performers will be featured in the special. However, the show's finale will incorporate only the two "futurestars." Dick Clark of Dick Clark Prod. in Hollywood, will serve as executive of the special and will be on location in Nashville throughout the taping, which will be done by Opryland".

The show is an exciting blend of professional talent with a purpose — to highlight Opryland as a source of tomorrow's stars," Clark said. "The talent assembled at Opryland is of such caliber and in such quantity that everyone involved with the special is hoping it can become an annual event. It will be most interesting to watch the professional progress of each year's "futurestars.""

Tenth Season

Opryland U.S.A., which is celebrating its 10th season in 1981, has earned a reputation as one of the nation's best training centers for professional talent and yearly attracts talent from almost two-thirds of the nation during winter auditions. In fact, the complex auditioned more than 6,000 performers in 25 cities for this season.

"We already have proven that our entertainers are some of the best in the country," said Bob Whittaker, the park's entertainment director. "Our list of graduates grows every year, and our former employees are working on Broadway, in Hollywood and Nashville and elsewhere. For an entertainer to name Opryland as his credit is becoming more important with each passing year."

Bill Davis, whose credits include The Smothers Brothers Comedy Hour, The Jimmy Durante Show and The Julie Andrews Show, is the special's director. Robert Arthur, who has racked up such credits as The ABC Silver Anniversary Celebration, The American Bandstand 75th Anniversary and The Best of Sullivan, will be the special's writer.

The taping of the special will culminate with an evening performance in the Grand Ole Opry House May 14.

**CBS, Cash Start Second Phase Of Seven Year Rush**

NASHVILLE — Columbia recording artist Hoskin, respectively. Those shows will be followed by a three-tour campaign to break her current "Seven Year Ache" LP with a concert April 25 at Moonshadow in Atlanta. Tailored as a more sophisticated stop in the first phase of the campaign, the eight-city tour will concentrate primarily on markets in the South, Southeast and Kansas City.

The current tour has been designed to build regional support to complement the national campaign launched in the first phase of the campaign, which included showcase dates at the Palomino in Los Angeles and the Bottom Line in New York City, as well as other stops in Dallas and Cleveland's Agora Ballroom. Television tapings in Los Angeles, New York City and Nashville were also included in the first phase of the campaign.

Following the Atlanta show, which was co-sponsored by 940 (WXFJ-FM), Cash will continue his tour with two-date stops in Houston, Oklahoma City and the University of Alabama campus at Birmingham. She is also set to appear with Jeff Walker at the Music Hall in Omaha and the Uptown Theater in Kansas City, April 30 and May 1, respectively.

A marketing support campaign will accompany every date on the tour, including national advertising in television, radio and print media. These efforts include national advertising in in each market, retail point-of-purchase displays and major press coverage. Special press kits have also been developed (which list the reactions of reviewers to the initial tour), radio reaction and television exposure, as well as Cash's own comprehensive campaign. The "Seven Year Ache" advance press, interviews and promotional visits to radio and retail stations in each tour market, and a series of "Cash Camps" at each branch will host receptions for Cash and radio, retail and press representatives.

CBS Records College Department has also been involved in tour support by securing airplay on college radio stations; setting up interviews and reviews in college newspapers and providing display material for university bookstores.

CBS and A.P.A., Cash's booking agency, are currently running campaigns for the third phase of the tour, dates for which will be announced soon.

**CORRELL WELCOMED** — Dale Franklin Cornelson, newly appointed executive director of the Nashville Music Association (NMA), was honored at a recent black tie dinner and reception given by the organization. Pictured at the welcoming party are (l-r): Corre1, Greene, executive director; Donald Ports, president; and general manager, CBS Records Nashville; and Jimmy Bowen, vice president, Elektra/Asylum Records Nashville and NMA board chairman.
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<td>32. Roll on Mississippi</td>
<td>39, 3</td>
<td>Chantilly Lace (RCA APL-1-3930)</td>
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<td>33. Drifter's Wife</td>
<td>40, 2</td>
<td>Drifter's Wife (RCA APL-1-3930)</td>
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<td>34. Lookin' Good</td>
<td>41, 2</td>
<td>Loretta Lynn (MCA-5146)</td>
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<td>35. Stardust</td>
<td>42, 2</td>
<td>Loretta Lynn (MCA-5146)</td>
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<td>36. Between This Time and the Next Time</td>
<td>43, 2</td>
<td>K.C. and The Sunshine Band (Capitol ST-12116)</td>
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<td>37. Mundo Earwood</td>
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<td>K.C. and The Sunshine Band (Capitol ST-12116)</td>
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<td>38. Eddie</td>
<td>46, 3</td>
<td>K.C. and The Sunshine Band (Capitol ST-12116)</td>
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<td>39. I'm Country Fried</td>
<td>51, 2</td>
<td>K.C. and The Sunshine Band (Capitol ST-12116)</td>
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**Ronnie Milsap**

The Hit Single

"Am I Losing You"

PB 12194

**BB 3* CB 7* RW 8**

The New Album

Out Where the Bright Lights Are Glowing

Featuring
- Four Walls
- When Two Worlds Collide
- I'm Beginning to Forget You

RCA
1 REST YOUR LOVE ON ME/AM I THE DREAMER
      DEE MERITT (MCA 51089)  3 11
2 I LOVED 'EM EVERY ONE
      BUBBA SPARROW (Warner Bros. WBS-49650)  7  8
3 FALLING AGAIN
      DON WILLIAMS (MCA 51065)  4 11
4 HOOKED ON MUSIC
      MAC DAVIES (Capitol ST-22178)  11 11
5 A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT)
      ERNEST Tubb (MCA 11-0938)  4 13
6 LEONARD
      ALEX HAGGARD (MCA 51046)  6 12
7 AM I LOSING YOU/HELL TO GO
      RONNIE MILSAP (MCA RB-12109)  9  7
8 SEVEN YEAR ACE
      LARRY RINGO (Columbia 11-11426) 11  9
9 MISTER SANDMAN
      TIMMY OH HARRIS (Warner Bros. WBS-49664) 12  9
10 FRIENDS
      RAZZY BAILEY (MCA RB-12195)  7  6
11 HEY ME (HEY ME)
      MARGE SANDY / ALICE STAMPS (Mercury/Polystar 5407)  5  8
12 BUT YOU KNOW I LOVE YOU
      ROY PARSON (MCA RB-12200)  5 10
13 PRIDE
      JIM BYRD (MCA 69069) 15  8
14 PICKIN' UP STRANGERS
      (Full Moon/Amy Records E-47105)  2 13
15 ELVIRA
      THE OAK RIDGE BOYS (MCA 51046)  26  5
16 BETWEEN THIS TIME AND THE NEXT
      GENE WATSON (MCA 51020)  10 26
17 LOUISIANA SATURDAY NIGHT
      MS. MaGEE (Capitol FC-5945)  25  7
18 IF I KEEP CRAZIN'
      LEON EVERTON (MCA RB-12177) 15 23
19 ANGEL ON THE STORM
      JUICE NELSON (Capitol J-4976) 22  9
20 COWBOYS DON'T SHOOT
      STRAIGHT (LIKE THEY USED TO)
      TAMMY WYNETTE (Epic 15-51011) 23  6
21 I DON'T THINK LOVE OUGHT TO
      BE THAT WAY
      REBA MCMANUS
      (MCA 51089)  24  6
22 I'M JUST AN OLD CHUNK OF COAL
      (BUT I'M GOIN' TO DIAMOND SOMEDAY)
      MELANIE ANDERSON (Warner Bros. WBS-49639) 26  8
23 A MILLION OLD GOODBYES
      BOBBY BYRD (MCA 51020)  28  6
24 WHAT ARE WE DOIN' IN LOVE
      JERRY WEST (Fatback 1247) 27  9
25 BLESSED ARE THE BEJEWELED
      (Chesky Records 1554) 29 34
26 ALICE DOESN'T LIVE HERE ANYMORE
      BILLY GOLDFARB (Columbia 11-0536) 36  6
27 THE BARON
      JOHNNY CASH (Columbia 11-063) 33 29
28 HEART OF THE MATTER
      THE KENDALLS (Columbia OV-1169) 37 42
29 GIMME SOME
      STEPHANIE WINDLOW (Columbia ZS6-01011) 52 32
30 IT'S A LOVELY, LOVELY WORLD
      GAL GARDNER (Warner Bros. WBS-49656) 57 52
31 FRIENDS
      (Home Of Gold - BMI)
      5 8
32 Friends Before Lovers (Mil-Kay - ASCAP/Riley-BM - BMI) 76
33 Getting Over You (Mitchum - ASCAP/Riley-BM - BMI) 78
34 Good Of Girl (Cross Keys - ASCAP/ASCAP) 38
35 I Don't Love You (Rondi - BMI) 7 3
36 Angel Of The Mountains (McClanahan/Phillips - BMI) 88
37 Anywhere There's A Junkie (Goldsmith - BMI) 56
38 Between The Two Sisters (Cavender - BMI) 29
39 Bisect Are The Ballads (Swiss/Unichappell) ASCAP (BMI)
40 But You Know (Tawada - BMI) 13
41 By Now (Ara - BMI) 18
42 Cheatin' A Two Way Crown (Dancar - BMI) 26
43 Cowboys Don't Shoot Straight (Like They Used To)
      ASCAP/ASCAP (BMI)
44 Darlin' (September/Yellow Dog - BMI) 85
45 Do I Have To Go (Central Songs - BMI)
46 Do You Wish (United Artists - BMI) 89
47 Don't Care Anymore (Int’l. Music Group - BMI) 94
48 Done With Me (BMI)
49 Don't Stop Believin' (BMI)
50 I Love You (Ritchie/'A' Today - BMI) 31
51 I'm Just Like My In-Nature (Nash/Alpert - BMI) 77
52 I'm Not Gonna Let You Go (BMI)
53 I'm So Sorry (BMI)
54 I'm The Dreamer (Randace - BMI)
55 I'll Never Love Again (Shamley/Dean - BMI) 61
56 I'm Too Fond Of Ourselves (BMI)
57 I'm Too Fond Of You (BMI)
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97 I'm Too Fond Of You (BMI)
98 I'm Too Fond Of You (BMI)
99 I'm Too Fond Of You (BMI)
100 I'm Too Fond Of You (BMI)
Congratulations, Conway, on your twenty-five years as a recording artist and another #1 single to add to your collection. We are proud to be a part of the legend.

Featuring the #1 country single

“Rest Your Love On Me”

Produced by Conway Twitty and Ron Chancey
BARBARA MANDRELL (MCA 51107)

VERN GOSDIN (Ovation OV-1171)
Dream Of Me (3:01) (Sable Music/Sawgrass Music — BMI/ASCAP) (R. Squires, B. Canion, J. Darrell)

DON McLEAN (Millennium YB-1180)
Your Cheating Heart (2:59) (Fred Rose Music — BMI) (H. Williams)

MUNDO EWWOOD (Exciters SIS-1010P)
Angela (2:56) (Music West Of The Pecos — BMI) (E. Woodrow)

DAVE KIRBY (Dimension DMS-1019)
Just A Mile From Nowhere (3:14) (Crispy Lane Music/Kevin Lee — ASCAP/BMI) (J. Kirby, J. Greene)

CARL RICH (Epic 19-02058)
You Made It Beautiful (2:29) (Warner-Tamerland Pub./Algee Music — BMI) (B. Sherrill, S. Davis, G. Sutton)

GARY LUMPKIN (Soundwaves SW-4633)
The Best Kept Secret (2:09) (Broken Lance Music/Sun Belt Music — ASCAP) (D. Waynecy, D. Quadro)

DEL REEVES (Koosy KOU-333)
Swinging Doors (2:57) (Blue Book — BMI) (M. Haggard)

SHAKIN' STEVENS (Epic 19-00279)
This Ole House (2:58) (Hambien Music — ASCAP) (S. Hambien)

JOHNNY DOLLAR (JED-JED-1-841)
I'll Be Handling You (2:18) (Cedarwood Pub./Dream City Music — BMI) (L. Moore)

The Minneapolis-based Exclslor label is coming on strong in the country market with such fine releases as this debut effort. This gem of an album could’ve very well be the herald of a major country artist, presently in those first important developmental stages of her career. Hazard possesses one of those elusive voices capable of country as well as today’s big jackpot, crossover material. The self-penned “Tailwinds” is the real show stealer here, but also note “Go-Home And Go To Pieces,” “When He Touches Me” and the title track.

GREATEST HITS — Jim Ed Brown and Helen Cornelius — RCA ARL-1-3999 — Producers: Tom Collins and Bob Ferguson — List: 8.98 — Bar Coded
Jim Ed Brown and Helen Cornelius were one of country’s most popular duets until their much publicized split last year. This “remember these hits?” package recalls happier days and big songs for the two singers, who are now pursuing separate careers. Songs include “Lying In Love With You,” “I Don’t Want To Have To Marry You,” “Morning Comes Too Early” and the successful country version of “You Don’t Bring Me Flowers.”

SUE POWELL (RCA PB-12227)
Midnite Flyer (2:15) (Rocky Top Music — BMI) (P. Craft)
Train whistle vocals and an upbeat production highlight ex-Dave and Sugar vocalist Sue Powell’s commendable debut solo effort, a cover of a song that was a popular album cut on the Eagles’ “On the Border” album. It’s the kind of tune radio should program in morning or afternoon drive.

GARY GOODNIGHT (Door Knob B-1-155)
Tell Me So (2:33) (Door Knob Music Publishing, Inc. — BMI) (V. Guzzetta)
Goodnight pays homage to true country roots with this slow paced number, one that should find a quick home on the turntable. Goodnight’s vocals and smooth production, coupled with some good country backing vocals, really hit home. This single should open a lot of doors for this promising artist.

THE COUNTRY COLUMN

MAKIN’ FRIENDS — Look for a major campaign behind Razzy Bailey’s upcoming RCA album, “Makin’ Friends,” RCA got the ball rolling last week when it hosted a listening party for members of the Nashville music and press community, as well as RCA execs Robert Summer, Jack Craig, Ed Scanlen and Dan Sass. There will be at least 20 “Makin’ Friends” listening parties across the country in the coming months, as well as radio contests and in-store appearances by Bailey, which should bolster consumer awareness of the artist. By the way, Bailey is sporting a full beard these days.

MUSICAL CHAIRS — It’s finally confirmed; Joe Sun has departed the Ovation roster and joined the ever growing Elektra/Asylum stable of artists. Also add Eddie Raven to the Elektra roster. We’ll have a new address for Elektra/Nashville May 1. Obviously, they needed more office space.

COW JAM I — Cow Jam I is history now. The seven hour concert to benefit Middle Tennessee State University’s recording industry program took place April 23 and featured Steelwater, The Winters Brothers Band, Billy Earl McClelland Band, Square Wave and locals the Pigpigs. Show producer Ricky Lee noted that the Nashville music and business community was tremendously helpful with the show. Opryland USA and Jim Ed Brown furnished sound for the event. Proceeds from the event will go to the Andy White Memorial Fund, which benefits the recording industry management program.

HEY BABY — Bruce Channel has signed with Old Friends Music Publishing, a division of Don Gunt Entrepreners. A veteran of more than 20 years in the music business, Channel scored big in 1982 with the classic “Hey Baby,” he has a cut on T.G. Sheppard’s current “I Love Em Af” album, titled “Party Time,” and he’ll also have Kieran Kane’s next Elektra/Asylum single, “You’re The Best.”

THE LEGEND CONTINUES — In other signing news, Allen Frielitz has pacted with Sound Factory Records and released his first single, “Beer Joint Fever.” Frizell is another of the talented Frizell brothers. Lefty, who became a legend in the country music business, and David, who is blazing his own path with singing partner Shelby West. To make things even more family oriented, Shelby is engaged to Allen.

GEORGE JONES AND JOHN BIRD JR. — Look for 1 Hank Williams, Jr.-George Jones duet on Williams’ next album, scheduled for an August release. The song, “I Don’t Care I Tomorrow Never Comes,” was penned by Hank Sr. and is a tune that Hank Jr. and Jones used to sing together while hosting one concert to the next.

MUGGED IN LONDON — During the Wembly Festival in England last week, Jim Halsey hosted a reception for Tammy Wynette that attracted representatives from eight out of nine London dailies — which is no small feat. While posing for pictures in front of Kensington Gardens, Wynette was “lovingly mugged” by a rumpless man carrying a brown paper bag-wrapped bottle. As we hear it, the man found Miss Wynette quite appealing and proceeded to let her know that with a few well-placed bear hugs and kisses. Following the Kensington Gardens “mugging,” Wynette appeared at Wembley with occasional singing partner George Jones.

COLE HOT ON COUNTRY COUNCOUNTH — Sam Jo Cole, who recently released her first single for Elektra, has been signed as a regular on three of the Country Countdown syndicated TV specials, which will air in April, May and June. Cole, you may remember, had a hit song a few years ago on MGM Records with “Tell Me A Lie.” At that time, Jimmy Brown was with MGM. Now he’s headed up Elektra/Asylum’s Nashville office. He had a lot to do with burying Cole back into the music business and signing with Elektra. Brown’s wife, producer Dixie Gambol-Brown, produced Cole’s single for E/A, so it’s really like a family reunion at the label these days.

COUNTRY ENTERPRISES — Tenya Tucker will open her hospital boutique, Rhinestone Cowgirl, in June. It’s on Sunset Blvd. Meanwhile MCA labelmate Bill Monroe opened his own little steak establishment in Nashville, Monroe Manor, which is a combination restaurant and museum. Every Thursday night, it features bluegrass music, with Monroe himself performing. The menu features catchy little items like Ernest Tubb steak.

WONDER GIBBS — Terri Gibbs’ single, “Somebody’s Knockin’,” has done some few spins. It was released in late August, but entered the country charts in September and spent the next few months steadily moving up, finally leveling at #9. Eight months later, the single is still very much alive and thriving on the pop charts. Gibbs will be in San Francisco May 31 to sing the National Anthem prior to the Giants/Houston Astros game.

GRAHAM TO SOUND FACTORY — Auctioneer/horse showman Jerry Graham has signed with Sound Factory Records, and released his first single, “Call Me Cottoneyed Joe.”

Jenifer Bohler

WHIRLWIND OF EXCITEMENT — Epic artist Don King and producer Steve Gibson recently completed work on King’s upcoming Epic album, “Whirlwind.” It seems that artist (I) and producer (I), with the help of engineer Rich Schirmer, have created something of a whirlwind with the tapes of the album, as two spiraling wind tunnels emanate from the center of the reeds. The album is scheduled for release this month.
SOUNDSHOP PACTS WITH NWW FOR VIDEO RIGHTS TO 'COUNTRY MUSIC SPECTACULAR'

NASHVILLE — Soundshop, Inc., here last week pacted with the Nashville Radio Workshop (NWW) for the worldwide video rights to Country Music Spectacular, a live satellite broadcast to Europe over Radio Luxembourg. The program, produced monthly by NWW, originates from the Tennessee Performing Arts Center here.

Additionally, Soundshop has signed a production agreement with Scene Three Video, a Nashville-based full service state-of-the-art production facility, said the firm's president, Craig Deitschman. The two companies will work together to produce a series of 12 one-hour television shows based on the radio broadcast.

The contract was signed April 25 at the Performing Arts Center's Andrew Jackson Hall and featured performances by Pure Prairie League, Tampall and the Glaser Brothers, and a live on stage interview with Barbara Mandrell.

Deitschman, who was in London recently discussing sponsorship agreements, said the program has been designed primarily for airing internationally. "We have immediate response from Australia, which is already a thriving country music market," he said, "and we've also been looking at Western Europe, because this is where American country music artists want and need the exposure. We hope to be able, at some point, to also take the television show to international audiences live via satellite."

Scene Three executive producer Marc Ball calls the show a straightforward music show, with a major effort being placed on "the ultimate in sound and the ultimate in video." The company's four-time Emmy nominee, Terry Climer, will edit the show, which will be recorded on 24-track audio with four cameras and four isolated video tape machines. Scene Three's Mike Duncan and Mike Arnold will serve as director and chief engineer, respectively.

Soundshop composer/producer J.C. Meyer, who has produced presentation soundtracks for agencies representing Honda and the Wendy's Corp., will compose and produce the audio for an original theme.

MOST ADDED COUNTRY SINGLES

1. LOVING HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN) — TOMPALL AND THE GLASER BROS. — ELEKTRA — 93 REPORTS
2. THE ALL NEW ME — TOM T. HALL — RCA — 27 REPORTS
3. LOVE TO LOVE YOU — CRISTY LANE — LIBERTY — 26 REPORTS
4. I STILL MISS SOMEONE — DON KING — EPIC — 19 REPORTS
5. THE MATADOR — SYLVIA — RCA — 16 REPORTS
6. FOOL BY YOUR SIDE — DAVE ROWLAND AND SUGAR — ELEKTRA — 17 REPORTS
7. WHAT THE WORLD NEEDS NOW IS LOVE — BILLIE JO SPEARS — LIBERTY — 16 REPORTS
8. DON'T GET YOUR HIPS UP NAUGHTY — RICKY SACKS — EPIC — 16 REPORTS
9. SLOW COUNTRY DANCIN' — JUDY BAILEY — COLUMBIA — 14 REPORTS
10. JUST LIKE ME — TERRY GREGORY — HANDSHAKE — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. ELVIRA — OAK RIDGE BOYS — RCA — 82 REPORTS
2. BUT YOU KNOW I LOVE YOU — DOLLY PARTON — RCA — 73 REPORTS
3. I'M JUST AN OLD CHUNK OF COAL (BUT I'M GONNA BE A DIAMOND SOMEDAY) — JOHN ANDERSON — WARNER BROS. — 66 REPORTS
4. WHAT ARE WE DOIN' IN LOVE? — DOTTIE WEST — LIBERTY — 62 REPORTS
5. BLESS ME ARE THE BELIEVERS — ANNE MURPHY — CAPITOL — 61 REPORTS
6. A MILLION OLD GOODBYES — MEL TILLIS — ELEKTRA — 57 REPORTS
7. IT'S A LOVELY, LOVELY WORLD — GAIL DAVIES — WARNER BROS. — 54 REPORTS
8. THE BARON — JOHNNY CASH — COLUMBIA — 52 REPORTS
9. LOUISIANA SATURDAY NIGHT — MEL McDaniel — CAPITOL — 51 REPORTS
10. BY NOW — STEVE WARNER — RCA — 50 REPORTS

REPORTS

amat

MORE COUNTRY RADIO INFO

SPECIALS

Woodstock's Back

"Woodstock '94" finals have been set at Tracy Lawrence, David Mize, Ben Hill and Robert Earl Keen. The finals will be held at the Music City USA Club on May 14 in Nashville and open to all radio personalities.

Hotter Than Ever

"Hotter Than Ever," the video single from the Old Crow Medicine Show, is entering the charts and generating lots of enthusiasm throughout the country music field. The video, which was directed by TV's "Saturday Night Live" producer Lorne Michaels, is a 1950s rockabilly classic set in the old Mississippi Delta.

The Media/Music Association (TMA), an organization that provides radio professionals with information on media techniques and marketing strategies, will hold its annual convention in Las Vegas, Nev., May 2-5. The TMA will be the first music industry function to convene in Las Vegas since the 1980s.
HUMANIST AWARD FOR NOIRCROSS — During the recent Gospel Music Assn. (GMA) Honors at the Grand Ole Opry in Nashville, SESAC hosted a luncheon for registrants, at which company representatives honored the late Marvin Norcros with its "Humanist Award." On hand to accept for Norcross, his wife, Gloria, who read the following telegram from his family: "Congratulations, Norm! Ovation, vice president, SESAC, Norcross, and Jim Black, director of gospel music, SESAC.

Tree International Forms New Gospel Publishing And Production Division

by Angela Ball

NASHVILLE — Meadowgreen Co., a newcomer with a growing division of the Tree International publishing house, is actively seeking gospel artists and songwriters for its publishing and production branches. The new company, to be headed by publisher Randy Cox and producer Joe Huffman, represents the first major Christian music venture by a secular publishing company.

"We have been planning to do something in the gospel field for about five years, but we didn't have the right people," explained Donna Hillie, Tree vice president. "We're trying to encompass all kinds of music, and we feel that writers ought to be able to go to a publisher and have their material published, regardless of style, and have an outlet at one place where their material can be exploited. We'll have the best of two worlds because we'll be able to take a writer who writes gospel, but who can also do pop or perhaps country, and work their secular material as well."

Cox has served as director and general manager of the Paragon/Benson Publishing Group and will assume the role of general manager of Meadowgreen. Huffman has been an independent publisher since 1976, with five Dove Awards and two Grammy nominations to his credit. The production division of Meadowgreen will utilize an in-house 24-track recording studio to help seek record label affiliation for artists. As an independent producer, Huffman has worked with such artists as the Speers, Grady Nutt, Jeanie C. Riley, Doug Oldham, the LeCies, Family, Donna Gailter, Dottie Rambo, Jimmy Swaggart, Honeytree, the Kingsmen, the Couriers and Stallings Re-signs with HeartWarming Music

The Goodman Family.

Meadowgreen has signed Gary Chapman, who was named Songwriter of the Year at the recent Dove Awards (Cash Box, April 25), as its first staff songwriter/artist. Chapman's composition, "My Father's Eyes," was also nominated for a Dove Award in the Songwriter of the Year category. His first Christian album release, "Sincerely Yours," will coincide with his move to Meadowgreen.

Meadowgreen Music is affiliated with the American Society of Composers, Authors, and Publishers (ASCAP) and will be located in Tree's headquarters at 8 Music World West. Interested songwriters should contact Cox at Tree for further information.

Writers, Publishers Honored During GMA Celebration

NASHVILLE — The American Society of Composers, Authors, and Publishers (ASCAP) recently hosted luncheons as part of the third annual Gospel Music Assn. (GMA) Gospel Music Week, held April 12-15 at the Opryland Hotel here. Both licensing organizations presented awards to songwriters and publishers who were nominated for Dove Awards.

Sesac presented an Outstanding Achievement Award to evangelist Shirley Caesar, Myrrh recording artist and a 1987 Grammy Award winner. Sesac's "Humanist Award" was presented posthumously to Marvin Norcross, past president of the Gospel Music Assn.

Honorary Scrolls were presented to songwriters Russell and Torii Taff, for their "Eagle Song," and to Larry Wolfe for "Surely The Presence Of The Lord Is In This Place.

Motown Midline: Petty Album Highlight Upcoming Releases

(continued from page 5)

boasts the soundtrack to The Great American Filmaster Movie Cabaret and Grammy winner Manhattan Transfers' "Mecca For Moderns" LP. The label is for the most part, pushing hard rockers. A burst of such head bangers as Whitesnake, Rose Tatoo, Ruff Raff and Blackfoot will appear before the summer's over.

Like the vast majority of labels, MCA will be working on its freshman and sophomore acts. However, the upcoming chart successes besides Record Market's RCs, MCA will be shipping superstar Rogers' "Hits!' LP Sweeps Honors At NARM Awards

HOLLYWOOD, Fla. — Liberty recording artist Kenny Rogers took three individual awards at the top national sales awards banquet held at the National Assn. of Recording Merchandisers' (NARM) convention here April 14. Winning artist for selling the highest selling album for the month of March by a male artist, Rogers' "Greatest Hits" LP topped 700,000 units since its release last year with "The Gambler." LP won two NARM awards. The NARM awards, renamed the "Gift of Music," this year, are the only ones in the industry based solely on sales reports from members of the retail sector.

Joining Rogers in the winners' circle, Anna Murray, also from the Capitol/EMI America/Liberty group of labels, took the best selling country album by a female artist honors for her "Greatest Hits" on Capitol.

WEA-distributed labels made a strong showing, with Elektra recording group Queen's "Another One Bites The Dust" taking most popular single honors, and Christopher Cross (Warner Bros.) and the Pretenders (Sire/Warner Bros.) joining Air Supply (Artista) and the Rossetta Collins Band (MCA), as the top new artist awards.

In addition, George Benson's "Give Me The Night" on Warner Bros. and the Urban Cowboy sound track were named the top selling album of the year and soundtrack categories, respectively.

"Guilt," "Will Score

CBS label's album caught prominently in the awards, with the "Will" by Pink Floyd and "Guilt," by Barbra Streisand, both on Columbia, receiving best album honors in the best selling album by a group and best selling album by a female artist categories, respectively. Amie on Columbia followed by asking the award for best selling original cast album.

From the Epic roster, Michael Jackson's "Off The Wall" and the Charlie Daniels Band's "Full Moon" were named best selling black music album by a male artist and best selling country album by a group, respectively.

From the PolyGram group of labels, Roddy Radike's "No Respect" on Casablanca, Kool & The Gang's "Ladies Night" on De-Lite/Mercury and Luciano Pavarotti's "Greatest Hits" on London took the honors in the comedy album, black music album by a group and classical album categories, respectively.

The PolyGram group of labels, Radike, Radike's "No Respect" was named best selling album of the month by a group and best selling album by a group, respectively.

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ALBUM BREAKOUT OF THE WEEK

STREET SONGS – RICK JAMES – GORDY/MOTOWN

GB-1002M1


MERCHANDISING AIDS: 1x1 Flats, Poster

MISTAKEN IDENTITY – KIM CARNESE – EMI AMERICA

SO-17052


MERCHANDISING AIDS: 1x1 Flats, 2 Posters, Promo Film, Consumer Print Ads, National Radio Buy.

DEDICATION – GARY U.S. BONDS – EMI AMERICA

SO-17051


WHERE DO YOU GO TO DREAM – ANNE MURRAY

CAPITOL 500-12144


MERCHANDISING AIDS: 3x3 LP Covers, 20x30 Catalog Poster, 1x1 Flats, The Wedge.

WHAT CHA’ GONNA DO FOR ME – CHAKA KHAN

WARNER BROS. HS 3120


MERCHANDISING AIDS: 1x1 Flats, Personality Poster, Streamers.

FRANKE & THE KNOCKOUTS – MILLENIUM BXL 1-7755


MERCHANDISING AIDS: 24x24 LP Cover Blow-ups, Posters, Stickered LPs.

SOMETHING IN THE NIGHT – PURE PRAIRIE LEAGUE

CASUALBLANCE/PHILCON/POLYGRAM NBLP 7255


MERCHANDISING AIDS: Trim Fronts, Posters.

MUSIC PLUS FOOL EQUALS — A great day for sales, according to Southern California’s Music Plus retail chain. On April 1 (April Fool’s Day), every record in stock was on sale at the chain’s outlets and they weren’t fooling. However, certain members of the Plus staff, such as Brad Case, kneeling, did make fools of themselves for the day.

WHATS IN-STORE

THE COLLEGE OF MUSICAL KNOWLEDGE — Higher education aside, college often seems the place where people go to broaden their musical tastes. For the retailer located in a college community, the problem is often working in a market that doesn’t always conform to national trends and sales. As a result, a dearth of merchandising aids for acts that are popular in the college communities is a complaint commonly voiced by those retailers. In the absence of the more elaborate promotional tools, many in the college market have developed an increased reliance on word-of-mouth, print articles and in-store play.

"Heavy in-store play was instrumental in helping us sell Robin Lane and the Chariotbusters," said Jim Leonard, manager of Discount Record’s Ann Arbor, Mich, outlet. "What we sell in general is very different than what’s on the charts. Right now, we’re selling a lot of Joy Division, and I think the amount of the college’s "LP that we’re moving isn’t in line with its national sales." Leonard added that while the store does have some national hits that are strong local items, like the Store Winwood LP, he feels there’s "no point in us doing radio advertising since what’s big for us is usually not what's being played." Michael Lang of Ann Arbor’s School Kids Records is also relying heavily on in-store play, but disagrees with Leonard’s radio assessment. "The student station has been helpful, especially with specialized programming," said Lang, who has reacted to the unorthodoxy of his market by stocking large import and specialty sections. In the Pacific Northwest, Tom Keenan of Everybody Records finds that he is better off concentrating on local bands on independent labels. When a change in the region’s tavern laws two years ago allowed the performance of music in bars, the Northwest’s music business got a real shot in the arm. That club scene has produced some of the biggest sellers in the chain’s Eugene, Oregon campus store counting as its biggest sellers albums by home-grown bands like KGN, The Distractions, WARFIELD and The Heals. Keenan told us that his success with the local acts has simply been a result of getting behind the groups and letting word of mouth do the rest.

PEACHES SOUL FEST — As a follow-up to its successful "Rocktober" promotion push, the Peachs chain will be celebrating the Black Music Assn’s. “Black Music Month” push with a June celebration. Jeff Cochran, the south eastern regional manager for the chain, told Cash Box that the campaign will be tied with radio stations in 25 markets through promotional IDs featuring black acts like The Manhattan, Chaka Khan, The Fatback Band, The Whispers, Deleone Williams, Shalom, LTD and Carrie Lucas. While identifying the station, the celebrity IDs will also inform listeners that a celebration is in progress at the local Peachs, and a live tag will add on specific solo items by black artists. The promotion will carry different names in various regions, including "Soul Fest," “Black Music Celebration” and "Black Music Month." Cochran added that the chain hopes to feature IDs by at least 50 black artists.

RECORD BAR NEWS — Classical promotions at the Record Bar chain have recently included a drawing for two free tickets to the Savannah Symphony at that city’s out-of-town theatre, the Georgia Theatre, and a variety of LPs. The promotion, which offers one dollar off any of the singer’s albums with the purchase of his biography. . . . Shona Easton’s new LP was the focus for a promotion called “Morning Train” at the five Atlanta stores. The winner of a drawing received a weekend trip for four to New Orleans via Amtrak and $100 in spending money.

LIEBERMAN/ATLANTIC DISPLAY — Portland, Oregon’s Lieberman Enterprises One-Stop is co-sponsoring a display contest with Atlantic and Atco. The displays must focus on Phil Collins’ “Face Value” and Swoors’ “The Skill.” Display material is available from Lieberman on request, and photos must be received for judgement by May 1. First prize is $100.

APING SLIM’S SALES PITCH — New York band U.S. Ape has decided that what’s good enough for Slim Whitman is good enough for it. The band has reportedly bought TV ads on The Mary Tyler Moore Show in New York, beginning April 27, to support its Stiff-distributed single, “Animal Luxury.” Tom Goodkind, lead singer with the Ape, told Cash Box that the band is picking up the tab for the four-week, Monday and Tuesday night buy, while Stiff will provide 24-hour telephone operators to take orders for the dollar 7 45. “This is the first time that I know of that an underground band has pulled this kind of thing off,” said Goodkind, adding that the commercial’s voice over will be done by Soho News music editor Michael Shore. But is the $2.00, run-of-slot really the place to reach U.S. Ape’s audience? “Oh absolutely,” replied Goodkind. “Everyone I know watches it.”

MONTGOMERY WARD TO STAY AS IS — Executives for the Montgomery Ward chain have told Cash Box that plans to convert 114 of the chain’s 360 stores to Jefferson Ward Discount stores by March 1, 1982 have been shelved indefinitely. Neither the conversion nor its cancellation are expected to affect the chain’s record business in any way.

FOR QUICK COVERAGE — Please send items and photos for What’s In-Store to Cash Box, 1775 Broadway, New York, N.Y. 10019.
Rogers' 'Greatest Hits' LP Gets Six Certifications On CRIA March Listing

TORONTO — Six certifications, topped by a quintuple platinum, went to Kenny Rogers' "Greatest Hits" on Capitol to highlight the March certifications of the Canadian Recording Industry Assn. (CRIA). In the multiple platinum, Rogers' LP was awarded gold and single, double, triple, quadruple and quintuple platinum certifications. Quintuple platinum LP awards signify sales in excess of 500,000 units; quadruplets, 400,000 units; triplicates, 300,000 units; doubles, 200,000 units; platinum singles, 100,000 units; and golds, 50,000 units.

In addition to Rogers' achievement, "Jo So Nuis Que Chanson" by Ginette Reno on the Trans Canada Disques was awarded a triple platinum LP certification. The certification marked the highest ever given to a French language LP by the CRIA.

Other Awards

Loveby's 'Tenderness' and CBS and Eric Clapton's "Slowhand" on PolyGram received double platinum certifications. Billboard's "All The Best From Prism," The Jazz Singer by Neil Diamond, "I'm No Hero" by Cliff Richard and "Bad Habits" by the Monks (all on Capitol); Clapton's "Just One Night" on PolyGram; "Passe-Partout, Vol. 1" on Les Promotions Excem; and "Paradiso Theater" by Styx and "True Colours" by Bobbi Eden, both on A&M were certified platinum.

Gold album certifications went to Rough Trade's "Avoid Freud" and REO Speedwagon's "Hi Infidelity" on CBS; Richard's "I'm No Hero," Blondie's "Autoamerican," "All The Best From Prism," The Jazz Singer by Diamond on Capitol; "Passa-Partout Vol. 1" on Les Promotions Excem; Robert Palmer's "Clues" on WEA; Diana Ross' "En Feche" on PolyGram, and "Singing 'N' Swingin'" by Sharon, Lois & Bram on Elephant.

Simultaneous LP, Video Release Set For Basil

LONDON — Radialchoice of London will become the first company here to simultaneously release an album and its corresponding videocassette with its May 22 shipping of Toni Basil's "Word of Mouth.

Basil is a new artist and, according to label sources, the first of a new breed of video entertainers — in addition to her talents as a singer, she is also an accomplished dancer and choreographer.

In the simultaneous release of the album and videocassette, following the release of Right's first single in the coming weeks, the company will offer to copy, free of charge, the promotional video for the single for any customer who sends in a blank videocassette.

AT WORK IN OZ — CBS Australia recording artist Sharon O'Neill is currently at work in the studio on the follow-up to her self-titled debut LP, which garnered good chart action in Oz and New Zealand last year. Pictured during a break in the action are (l-r): Glen Phinister, engineer; Eric Scott o'Neil's band; O'Neill; Peter McLean, producer; and Tony Emmanuel and Steve Hopes of O'Neill's band.

International Profile

Hanna Aroni: Israeli Singer Reaches Out To European, American Audiences by Marc Ceter

LOS ANGELES — Already renowned internationally for her unique singing style and powerful, four octave range, the captivating Israeli songstress Hanna Aroni is again unleashing her many talents on the United States. Aroni will be picking up the highlights of a repertoire of 700 folk songs, ballads and popular songs in 10 languages to perform during her current American tour, which began March 14 at Carnegie Hall and will end at the Santa Monica Civic Auditorium in Los Angeles in July.

The tour coincides with the release of her new LP, "Shalom Jerusalem." The album is dedicated primarily to songs in her native tongue, but classics such as "Exodus," "Hava Nagila" and "Bashana Habat" are rendered in English. Already in its sixth pressing, the album has drawn such a response internationally that, by summer's end, she will return to her homeland to record an all-Israeli album.

Born in Tel Aviv, in 1950, Aroni grew up in Israel. Her merchant father set up shop in a market, and Aroni spent a great deal of her first audiences by singing out her father's wares. By age 10, she had attracted the attention of a noted Israeli composer and a recording contract followed quickly beyond.

At age 16, the child prodigy had earned the distinction as the leading lady of the professional theatre in Israel, as she constantly appeared in contemporary musicals and dramas.

Her ability to perform Spanish, Brazilian, French and Hebrew folk songs with equal ease have made her a success throughout Europe where her recording of "Y Viva Espana" hit the Top 10.

Her European notoriety and appearance in the U.S. and Mexico throughout the mid- and late-70s have garnered her bookings on the Johnny Carson Show and the Paul Anka TV Special. She is also featured yearly in her own one-hour television special in South America and Mexico.

Truly an artist of international proportions, the highlights of her ever growing career have been an appearance on BBC-TV, a performance at Mexico City's Teatro de las Americas and a special concert before the Queen Mother of Belgium.

Hanna Aroni

INTERNATIONAL BESTSELLERS

Argentina

1. Tremendo Amar — Maria Celeste — CBS
2. Lanza Perturba — Rita Lee — RCA
3. Otro Micr0 El Pulpo — Queen — Micon
4. De 5 A 5 — Shania Estpan — EMl
5. Y Aprendo A Vivir — Galactica — Micon
6. Mujer Emancipada — Barbara Striebl — CBS
7. Cuando Fullenes Amanecer — Tereza — Micon
8. El Jugador — Kenny Rogers — EMl
9. BI — Giusto Nazareno — Music Hall
10. No Es Mi Gusto — Sonja Rios — Micon

Australia

1. Swingles — Gold Chisel — WEA
2. Greatest Hits — Dr. Hook — Capitol
3. Kings Of The Wild Frontier — Adam & The Ants — CBS
4. Double Fantasy — John Lennon — PolyGram
5. Corroboree — Split Enz — Mushroom
6. In Black — Cold Chisel — WEA
7. Arc Of A Diver — Steve Winwood — Island
8. Face Value — Phil Collins — Island
9. Icehouse — Flowers — Regular
10. Making Movies — Dire Straits — Vertigo

Japan

1. Ringutsu — Miyuki Naka — Hikaru
2. Michihiko Twilight — Chalma — Epic/Sony
3. Teppai High School Rock 'N Roll — Yoshihama Gintarou — King
4. Yokohama Creek — Masahiko Kondo — RVC
5. Harusaki Kobeni — Akiko Tan — Japan
6. Viva Mexico — Telsuya Ryu — Ttl
7. Shadow Cly — Akira Tao — Toshiba/EMl
8. Slow Na Kyu — Shiokiku — Yoshikawa Miwamu — CBS/Sony
9. Kimoshy — Hiroaki Okuda — CBS/Sony
10. Junanasei — Yoko Kawai — Nippon Columbia

TOP TEN 45s

1. "Sakurazaka" — Akira Terazawa — Toshiba/EMl
2. "Shogetsu" — Akira Terazawa — Toshiba/EMl
3. "Shogetsu" — Akira Terazawa — Toshiba/EMl
4. "Shogetsu" — Akira Terazawa — Toshiba/EMl
5. "Shogetsu" — Akira Terazawa — Toshiba/EMl
6. "Shogetsu" — Akira Terazawa — Toshiba/EMl
7. "Shogetsu" — Akira Terazawa — Toshiba/EMl
8. "Shogetsu" — Akira Terazawa — Toshiba/EMl
10. "Shogetsu" — Akira Terazawa — Toshiba/EMl

TOP TEN LPs

1. Caminando En Sol — Eddy Grant — ATC
2. Para Enamorados — Sergio Davila — K-tel
3. Club 94 Vol. 5 — Various artists — Intergro
4. The Game — Queen — EMl
5. El Explotacion — Camilo Sexto — Micon
6. Brazil — Edu Lobo — Micon
7. Memorias — Various artists — K-tel/ATC
8. Los Vasco De Ouro — Maracana — Micon
9. Tributo A Los 5 Latinos — Estela Reval — ATC
10. Rita Lee — RCA

Pronostico

Kent Music Report

Cash Box/May 2, 1981
INTERNATIONAL

Argentina

BUENOS AIRES — Reggae chanteur Eddy Grant will be visiting Buenos Aires in a couple of weeks as part of his "Survivors" tour, which has been given special permission by the Greater London Council to stage a series of concerts this summer. Lined up so far are shows at The Police Box, Hackney Marshes, The Box and Matchbox. The tent will seat 4,500 and, as well as planning a folk festival and considering the possibility of passing on permits to other promoters for their acts, Adams is negotiating with major American record employers to have his group play under a bridge form under the canvas. Battersea Park was, until recently, the only permanent site of an amusement park in central London. Plans for buying the site into a Disney-style theme park were lost in the '70s as they disappeared under mountains of red tape.

In the House of Lords, a cabinet Law Lords has held that video-pirates cast a raid on their premises have the right not to reveal either their sources or their customers as they may incriminate themselves.

Under UK law, this will create a precedent that Lord Fraser of Hound Law Lords hearing the case, said would "reduce, if not practically destroy," the effectiveness of search and seizure orders in combating piracy. The HRH felt that the value of such searches was merely to gain access to premises, but Lord Russell declared that it would be improper to launch a new fresh legislation which would remove the privilege against self-incrimination, while protecting litigants against the later re-statement in criminal proceedings, the Toomerwell Management Co., which handles Chas and Dave and Darts, among other acts, has launched its own record label.

Through RCA plans to close its UK pressing facility, perhaps it should pay heed to the outcome of the Brian Gramophone Record Awards, which were made recently. The judges stated that they had the highest regard for the quality of material presented, but they were highly critical of the quality of pressing offered. Consequently, they decided to award the top two categories — MOR non-visual and Historical popular — in this "Bargain Record Price Popular Album" category.

The Top 30 Recordings will be awarded the special award for Ennio Morricone's "Film Hits" album, RCA also scored for its recording of the U.S. cast album of Soundheim's Sweeney Todd. The UK Hottest 45s are made purely on the strength of sales. "Super Trouper" by ABBA and "Zenyatta Mondatta" by The Police were the top two albums, and "Don't Stand So Close To Me" by The Police and "Woman In Me" by Barbra Streisand, took the top two singles, respectively.

United Kingdom

LONDON — News of yet another rock venue for London, following Virginia's acquisition of Heaven and The Garden and the expansion of The Rainbow to a house a second performance stage has cropped up; this time concerning on the Big Top of David Smart's Circus in Battersea Park. Promoter Brian Adams and his company, Rock City Enterprises, have been granted permission by the Greater London Council to stage a series of concerts this summer. Lined up so far are shows at The Police Box, Hackney Marshes, The Box and Matchbox. The tent will seat 4,500 and, as well as planning a folk festival and considering the possibility of passing on permits to other promoters for their acts, Adams is negotiating with major American record employers to have his group play under a bridge form under the canvas. Battersea Park was, until recently, the only permanent site of an amusement park in central London. Plans for buying the site into a Disney-style theme park were lost in the '70s as they disappeared under mountains of red tape.

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WINNING IN BRAZIL — Swedish pop quartet ABBA recently qualified for a gold certification for its single, "The Winner Takes It All," in Brazil. Recorded at the presentation, which recognized sales in excess of 500,000 units, are (l-r) an unidentified guest; Anders Muren, manager, Polar Music; Buddy McClusky, marketing director, RCA Brazil; Monika Eriksson, editor; Pollar; Marc Anderson, daughter of Stig Anderson, Polar Music president; an unidentified RCA Brazil staffer; Ose battle Guzani, general manager, RCA Brazil; and Jorge Pinto, international manager, RCA Brazil.

INTERNATIONAL BESTSELLERS

The Netherlands

TOP 10 45s
1. Vriend — Ultrasound: Album
2. Stop The Music — Strawbridge & Peoples — Phonogram
3. In The Air Tonight — Phil Collins — WEA
4. Love Will Find A Way — Joe Dolce — Arista
5. Angel Of Mine — Frank Duvall — RCA
6. Saturday Night Together — Kinderen — Velez
7. Without Your Love — Roger Daltrey — Polydor
8. Don't Whispers — Stig Anderson — RCA
9. Houtvedeklopper — Dingetje — C/N
10. One Night Affair — Sirego — EMI

TOP 10 LPs
1. Face Value — Phil Collins — WEA
2. Holland Tunnel — The Wonder — EMI
3. Vriend — Ultrasound: Album
4. Red Skies Over Paradise — Flacher Z — EMI
5. Absolute — Maximum — MCA
6. The Jazz Singer — Neil Diamond — EMI
7. Arc Of A Deer — Steve Winwood — Arista
8. Natioale Politiek Produkties

New Zealand

TOP 10 45s
1. The Bridge — Dion Warwick — CBS
2. Counting Down — The Revengers — CBS
3. Woman — John Lennon — WEA
4. You're The One — Stevie Wonder — EMI
5. Do You Feel My Love — Eddie Grant — RTA
6. One Day At A Time — Kathy Lyle — Polygram
7. Duncan — Slim Dusty — EMI
8. A Little Help From My Friends — Stevie Wonder — EMI
9. Amigo — Black Slate — Polygram
10. Antimissil — Adam — The Anti- — CBS

TOP 10 LPs
1. Double Fantasy — John Lennon and Yoko Ono — WEA
2. Mother's Morning — The Wonder — EMI
3. Dr. Hook's Greatest Hits — Dr. Hook — EMI
4. Making Waves — The Nationals — Polygram
5. Making Movies — Strraits — Polygram
6. Face Value — Phil Collins — WEA
7. Flash And Chrome — The Machine — Polygram
8. Anne Murray's Greatest Hits — EMI
9. Freedom Of Choice — Doo — WEA

International

TOP 10 45s
1. Making Your Mind Up — Bucks Fizz — RCA
2. Chi Mai — Emilio Montana — SRF
3. Lately — Stevie Wonder — Motown
4. Elton John — Go-Go — Landscape — RCA
5. Good Thing Going — Sugar Minott — RCA
6. This Old House — Unkink's Stevens — Epic
7. Night Games — Graham Bonnet — Vertigo
8. Can You Feel It — Jacksons — Epic
9. It's A Love Thing — The Whisperers — Solar
10. Unintention — Linn — Chrysalis

TOP 10 LPs
1. Sky 3 — Arista
2. Heart After Heart — Stevie Wonder — Motown
3. Intuition — Linn — Chrysalis
4. Face Dancer — Eddy Grant — Polydor
5. Kings Of The Wild Frontier — Adam & The Ants — CBS
6. Face Value — Phil Collins — Virgin
7. Making Movies — The Machine — Polygram
8. Flowers Of Romance — Public Image Ltd. — Virgin
10. The Jazz Singer — Neil Diamond — Capitol

Greenberg Named VP Of Marketing

NEW YORK — Joe Greenberg was named last week to the post of vice president, marketing, USA operations, for the MUSEXPO organization. The appointment was effective immediately.

Based at the MUSEXPO New York City headquarters, Greenberg will be responsible for the planning and coordination of the live portion of the MUSEXPO Gala and artist showcases at the upcoming convention, scheduled this year for Nov. 1-4 at the Fort Lauderdale Marriott Hotel and Marina.

Greenberg will also handle coordination of companies and other participants at the annual international convention.

A 15-year industry veteran, Greenberg has been actively involved in most of the record and music industry's most successful events as founder of Alive Enterprises, Inc.; manager of Alice Cooper and Anno Murray, among others; founder and president of the Record Plant/RCA record label, Hologram Records; and, most recently, managed the rock group Machine and produced the first holographic film in conjunction with Salvador Dali.

Turkey To Participate At '81 MUSEXPO Meet

NEW YORK — Turkey will be represented for the first time at MUSEXPO at the 7th annual International Music, Video and Music Industry Market (exposition and conference), Nov. 1-5, at the Fort Lauderdale Marriott Hotel and Marina in Florida.

Representing the country at MUSEXPO '81 will be Turkouka Yilmaz Asozul.
Revised Format For Expo '81 Announced By AMOA Board

CHICAGO — A re-evaluation of current association policies and the structuring of future goals and objectives were among the key issues discussed by the AMOA Board of Directors at its April 2-4 Mid-Year meeting in Monterey, Calif. The board meeting also included a thorough review of the annual AMOA Exposition format, taking into consideration the various suggestions and complaints rendered after last year’s convention.

“The mid-year agenda was one of the largest in several years,” commented AMOA president Norman Pink, “however, each director came prepared to discuss each topic . . . and much was accomplished.”

A major reorganization of the AMOA committee structure was initiated by the board and the committees involved include Membership, Seminar, Exhibit and Expo Registration. Leo Droste, AMOA’s executive vice president, explained that with the association’s tremendous growth the scope of activities has expanded to such an extent as to warrant that these committee functions throughout the year.

The Seminar Committee, for example, will not confine itself solely to the Expo seminar program but will now be involved in other educational efforts, in addition to the annual Mid-Year Seminar. It was determined at the mid-year meeting that the 1981 Expo seminar format would be expanded and this committee is studying the possibility of holding concurrent sessions so that two seminars could be held during the same period of time at Expo ‘81, to afford a choice of selection to those attending the convention.

The board also agreed that the 1982 Management Seminar will be held at Notre Dame University in Indiana and, if there is enough interest, a second management seminar will be arranged at another time period.

Regarding the annual AMOA Exposition, Midway Offers Gorf T-Shirts

CHICAGO — Colorful, light blue T-shirts with full four-color permanent silk screen design featuring the Garf Robot figure and Gorf lettering style are now available for operators, locations, and players, through Midway distributors.

The specially designed T-shirts are made of easy care 50% cotton and 50% polyester and are considered ideal promotion pieces, whether for sale or for use as prizes, premiums or give-aways.

“The Gorf T-shirts come in a wide range of colors, sizes (6-16) as well as adult sizes (small, medium, large and x-large).”

Equipment Shines At NAMA Meeting

CHICAGO — The focus was on the new generation of vending machines and components equipped with microprocessors at the 1981 NAMA Western Convention, which was held in Phoenix, Ariz. April 3-5.

Located for the first time outside California, the convention displayed a wide variety of new machines and featured products, equipment and services of 130 exhibitors, according to G. “Buddy” Schreiber, chairman.

The spotlight was on the exhibits of vending machine and component manufacturer who introduced microprocessor technology in coin mechanisms and information retrieval systems which will allow coordination with existing computer systems.

Vending Machines

NAMA board chairman John B. Edgeron, Jr., who gave the keynote address at the convention’s opening session, characterized the new generation of vending equipment as the most important development in the industry.

Employee relations and motivation were featured in other program sessions and astronaut Ronald E. Evans, who participated in the second moon-landing flight, gave a vivid description of his experiences and also explained the space shuttle mission.

NAMA’s national 1981 convention and trade show will be held in Chicago (McCormick Place), from Oct. 29 to Nov. 1.

The Juke Box Programmer

TOP NEW POP SINGLES

1. STARS ON 45 STARS ON 45 (Radio Records/Atlantic R 5160)
2. AI NO CONDOR QUINCY JONES (A&M 2009)
3. SINCE I DON’T HAVE YOU DON McLEAN (Millenium YB-118)
4. WINNING SANTANA (Columbia 1-71050)
5. I DON’T NEED YOU RUPERT HICKS (MCA-51920)
6. JUST SO LONELY GET WET (RCA-20018)
7. I DON’T NEED YOU RUPERT HICKS (Epic-20018)

TOP NEW COUNTRY SINGLES

1. ELVIRA THE OAK RIDGE BOYS (MCA 10154)
2. BUT YOU KNOW I LOVE YOU DOLLY PARTON (RCA-FB-12005)
3. WHAT ARE WE DON’T IN LOVE Dottie West (EMI-America 8067)
4. MONA LISA WILLIE NELSON (Columbia 11-02005)
5. SURROUND ME WITH LOVE CHARLIE McCLAIN (EMI-10146)
6. LOVIN’ ARMS ELVIS PRESLEY (EMI-AE-10205)
7. MY WOMAN LOVES THE DEVIL OUT OF ME MOE BANDY (Columbia 11-02039)
8. THE MATADOR SYLVIA (RCA-FB-12124)
9. LONESOME HARRY BAND OF ABILENE (MCA-1333)
10. GOOD OL’ GIRLS SONNY CURTIS (Island IE-47729)

TOP NEW B/C SINGLES

1. PARADISE CHANGE (W/B-Marvin 3038)
2. SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-10016)
3. TWO HEARTS STEPHANIE MILLS (Motown-Fer-4004)
4. HURRY UP AND WAIT THE ISLEY BROTHERS (EMI-AE-10006)
5. CAN YOU FEEL IT THE JACKSONS (Epic 19-10033)
6. THE ELECTRICAL SPARKING OF WAR BABIES FUNKADELIC (Warner Bros. WBS 44678)
7. NEXT TIME YOU’LL KNOW SISTER SLEDGE (Columbia Atlantic 40132)
8. SUPERLOVE SKY (Salsoul/RCA 87-2150)
9. IF I DON’T LOVE YOU RANDY BROWN (Philo-133)
10. TELL ER’M HEARD IT SANDRA FEVA (Vortex V-138)

TOP NEW A/C SINGLES

1. HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-80514)
2. I LOVED ‘EM EVERY ONE T.G. SHEPPARD (Warner Bros. WBS 49690)
3. SUPER TRIPPER ABBAS (Atlantic-2369)
4. I LOVE YOU CLIMAX BLUES BAND (Warner Bros. WBS 49667)
5. I DON’T NEED YOU RUPERT HICKS (MCA-51920)

40

Cash Box/May 2, 1981
Dear Business Friends:

On March 1st, we had a fire and lost our company building together with all inventory and business records.

Kindly write or telex to us to let us have your names and addresses in our new list.

Our temporary business address, until we will have a new building, is

Azuma Bldg., No. 7, 1-Chome, Naka-ku,
Port P.O.Box 111, Yokohama, Japan 235

Telephones: (045) 212-1890 (7 lines)
Telex: 3823 764 KACLEX J

Sincerely
BONANZA ENTERPRISES, LTD.

Kay A. Chiba
President

The Distributorship Available
“GOLDEN POKER”

DOUBL-UP

CONTACT KAY A. CHIBA

Bonanza Enterprises, Ltd.
Telex. 3823-764 KACLEX J
Telephone (045) 212-1890
LOS ANGELES — The amusement game boom of the early 1980s is translating into more than huge earnings and rapid expansion. Now a big business, the coin industry is quickly becoming the darling of the financial community, according to a recent article in prominent business magazine Forbes and a research report by San Francisco-based Montgomery Securities.

Both analyses, although flattering to the industry as a whole, centered on Warner Communications affiliate Atari. The Forbes article pointed out that Warner Communications stock has shot up 65%, largely because of Atari making it a Wall Street favorite. It added that Atari's chief competitors are Gulf & Western-owned Sega, Bally Manufacturing, Williams Electronics (a spinoff of XCOR) and Florida-based Centuri.

The feature story also explored Atari's history with Warner Communications, explaining that Warner picked up the first coin-op video manufacturer for $28 million in 1978. It continued that at the time Atari had sales of $40 million and an anticipated annual growth rate of 20%. But by 1983, according to Forbes, Atari emerged as Warner's Flagship of the future. On sales of about $345 million, pretax earnings hit $65 million — 29% of its parent's operating income. In the article, Atari president and chief operating officer Raymond Kassar projected that in 1981 Atari will earn $120 million on sales of over $600 million.

The April 13 Forbes story also noted that Atari was the only U.S. manufacturer in both coin operated and home video, which gives it an advantage in research and development spending. In later paragraphs, Williams, Stern, Bally and such emerging Japanese companies as Taito, Universal, Sega and Nintendo were mentioned as "big business" competitors.

A sidebar to the Forbes story talked of the fervor for such games as "Asteroids," "Defender," "Berzerk" and "Pac-Man." The place also discussed amusement game problems such as game depreciation, short life spans, inconsistent nature of the boom and stopped up foreign competition.

A more in-depth analysis of the Atari operation is contained in Montgomery Securities' March 26 financial report on Warner Communications. The analysis' final summation was that Warner Communications was a sound business investment, largely due to the merits of Atari.

"Given Atari's proprietary technology and explosive growth," summed the analysts, "with and Atari now the largest source of Warner earnings, Warner's multiple should rise, providing additional upside leverage on expanding earnings expectations."

The report continued by saying that analysts had recently toured the Atari manufacturing facilities in Sunnyvale, Calif., and met with the management team. Highlights included:

- Management estimated Atari sales would rise to $600 million in 1981, up from $400 million in 1980, based on opening of the company's new plant.
- Management estimated that Atari operating earnings would rise to $20 million in 1981, up from $7 million in 1980.
- Various statistics were given to delineate the growth taking place in 1981: employment is anticipated to rise to 4,000 up from 2,700 at year end; buildings occupied are estimated at 39, up from 29; and footage occupied is expected to be 1.7 million square feet, up from 1.1 million.
- International sales represented 25% of business in 1980, mostly from coin-op (arcade) games. Consumer games will receive their first major push internationally in 1981.
- Arcade games had an exceptional year in 1980 due to the success of "Asteroids."

NAKAMURA WEDDING — Kyoko Nakamura, daughter of Masaya Nakamura, owner and president of Namco Limited, was married on March 7 at the Hotel Okura in Tokyo, to Shigechi Ishimura, one of the key design engineers of Namco. Some 300 people from all over the world attended the reception and a number of the women attending from overseas wore the traditional Japanese formal costume, making the party even more bright and colorful. Among those pictured are (l-r): Lila Zinter (Exidy), Diane and Stan Jarock (Midway), Jeanette Maroske (wife of Midway president Dave Maroske), Joel Hoebberg, the newlyweds Shigechi Nakamura and Kyoko Nakamura, Dave Maroske (Midway), Joe Robbins (Atari), Masaya Nakamura, Hiro Nakamura (Namco), Ronald Van Shepperson (Intertop of Spain), Arnold Kaminkow (Bally Northeast), Endi Scheir and J. Franco (Recreativos Franco of Spain).

Tom Herrick Exits VP Post At Gottlieb

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for the past three years," commented Bloom. "Tom for some time has expressed an interest in reducing his career activities to a less than full-time level; however, as conscientious as he is, the opportunity to do so never seemed to arise and, in fact, might never have existed."

"It is impossible to quantify the many contributions that Tom has made at Gottlieb during the past three years, and I can only express my behalf of myself and the company our respect and great appreciation. Although not on a daily basis, we keep in close contact with the future," Bloom added. "And I'm sure that Tom's many friends, both at Gottlieb and within the industry, will join me in wishing him the very best in the many, many years to come."

Herrick, a coin-industry veteran for over 25 years whose career spans sales and marketing positions with the original J.P. Seeburg Company and the publishing sector as well, said, "I'm taking the summer off to handle some neglected personal affairs and relax a bit. Then when fall rolls around and my future objectives are sorted out, I may look for consultant or part-time activities within the industry."

In the meantime," he concluded, "I'm conveying heartfelt thanks to my associates at Gottlieb and all my distributor friends. It's been a great three-year association with one of my all-time favorite companies."

AMOA Board Meet

(continued from page 40)

committee is composed of Wayne Hesch (chairman), Richard Sils, John Estridge, Wesley Lawson, Hy Sandler, Jim Watkins and Jack Kerner.

Commenting with the April edition of The Location, the AMOA monthly newsletter will reflect considerably expanded coverage and include various special features and will be further embellished in the months to come. Also on the planning board is a Link-Letter, to be specifically designed and written as a communications vehicle for state associations.

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Cash Box/May 2, 1981
CHICAGO CHATTER

Cash Box felicitations to Midway’s director of sales Larry Berke, who is celebrating his 35th year in the coin-op business. Berke started in the business on June 7, 1946, as an operator, after service in the U.S. Army. He’s been with Midway for the past 13 years and has loved every minute of it. Here’s to the next 35, Larry — and with such hot sellers as “Pac-Man,” “Gort” and “Rally-X” they should be a breeze.

Tom Campbell, Stern’s marketing chief, is gearing for a big, healthy run with the factory’s latest video, entry, “Scramble.” Initial reaction, he said, has been every bit as strong — if not stronger — as that enjoyed by “Berzerk” when it first came out. Among Scramble’s popular features are the six levels of difficulty which challenge players and keep them coming back. Stern is about set for volume shipments of this new piece. Factory is also getting ready to start sample shipping the “Berzerk” cocktail table — and by the time this column makes its way to readers, the “Lightning” pinball machine will be in sample delivery to distributors.

Welcome aboard to Vicchi Chalergen, who joins the Stern organization in the position of administrative assistant-sales and marketing. She will be working closely with Tom Campbell and Ben Rochetti.

WITH THE SPRING BUYING SEASON in full swing and such exceptional sellers as Williams “Defender” video game, the folks at World Wide Dist. are mighty busy these days. President Fred Skor is constantly on the phone, however, up until now deliveries on “Defender” haven’t even put a dent in the accumulation of orders. “Hopefully,” the factory will come through with more volume shipments to meet present demands,” commented the distributor’s Howie Freer. He mentioned that the new Williams “Jungle Lord” pin is in test — and making “number one” grades.

GETTING “BACK TO THE BASICS” — Bally Pinball Division marketing vice president Tom Nieman couldn’t be more elated over the tremendous reception the new “Eight Ball Deluxe” pinball machine has been receiving. Without benefit of any special promotion or gimmicks, here is a machine that’s been bringing in very high earnings on tests and running away with some of the hottest competition — and doing it “strictly on its own merits,” as Nieman points out. The design is contemporary, the play is out. And there’s an outstanding voice track that calls the shots all the way, to make for a super package. “Spring is normally a strong buying season for pins,” Nieman added, “and Eight Ball Deluxe is a game that will be a good investment for the operator.”

ON THE SINGLES SCENE: Gus Taroff of Singer One Stop For Ops has a number of new singles he’s recommending for jukebox programming, topped by the Willie Nelson version of the Nat Cole classic “Mona Lisa” (Columbia), which is geared for country and adult locations. “Medley” by The Stars On 45 (Atlantic) is a natural for pop and adult spots. This record features condensed versions of such past hits as “Venus,” “Sugar Sugar,” “The Beatles” “Do You Wanna Know A Secret” and “We Can Work It Out,” among others, and is not bound by any limitations for jukebox play in Gus opinion. For teen locations he recommends “Hold On Loosely” by .38 Special (A&M) and for soul “Two Hearts” by Stephanie Mills & Teddy Pendergrass (20th Century) and “There Must Be A Better Word Somewhere” by B.B. King (MCA).

EASTERN FLASHES

A full contingent of Shaffer Dist. personnel, headed by president Steve Shaffer, will attend the big OMAA state convention, May 8-9 in Columbus, to man the Shaffer exhibit and participate in the show. “We have donated a Rowe R-85 jukebox as a raffle prize,” Shaffer said, and Shaffer will also be holding a sales incentive promotion during the two-day conclave, offering valuable prizes to purchasers of Rowe phones. Steve had no complaints about present business at Shaffer — “it’s great.” In addition to a prospering convenience store market, coin-op equipment is cropping up in large grocery chains and apparel selections in department stores, which certainly brings in new business. Midway’s “Hulk-X”, Taito America’s “Crazy Climber” and Gremlin’s “Astro Blaster” are among the distributors most consistent video sellers. Shaffer had a lot of good comments to make about “Astro Blaster” with its concept changes that seem to be “inducing impulse play.” This, combined with “incredible animation” and the “outstanding sound” which is the “finest in the industry,” he added, gives the player the feeling that someone is standing right with him, promoting the play. He also noted that the first stage of the game is a little easier now, so that novice players will be encouraged to continue on and advance to the more exciting stages.

Tony Yula Of Mondial-Springfield says that the upcoming new Gottlieb pin “Mars God of War” is testing out superbly and should be a big winner for Gottlieb. Also doing extremely well on test is the Taito America “Zorcon.” Mondial’s hit video sellers include Atari’s “Anteloids Deluxe,” Gremlin’s “Astro Blaster,” Taito America’s “Crazy Climber” and “Space Invaders Triveline.” The distributor is currently prepping for a Gremlin service school, which is tentatively scheduled for May 27.

INDUSTRY CALENDAR

May 5-8; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus

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

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

June 5-7; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander

June 11-13; Illinois Coin Machine Operators Assn.; annual conv.; Holiday Acres; Rhinelander

July 24-25; Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn; Missoula

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

Sept. 25-26; West Virginia Music & Vending Assn.; annual meeting; Ramada Inn; South Charleston

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

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond
Michael Lippman: Involvement Is The Key To Guiding Careers

(continued from page 8)

portunity to learn the inside of the record industry, explains Lippman. “I look on it as a business,” he says. “It’s a business that has its own particular aspects of business, and I don’t think I could have gotten a better teacher than Clive Davis.”

Always an artist-oriented person, Lippman formed his management company in 1979 with the idea of keeping it small. And while he is best known for maintaining a tiny stable of artists headed by Sayer and Manchester, he is equally proud of his two producers, Muslin and Nevidom. “Producing is about as close to my own right,” insists Lippman. “They choose the songs, pick the musicians and create the atmospheres.” He adds, though, that they have different styles: “They are both great, and economically, they’re like an artist as well. Therefore, their relationships with the record buying public are unique.”

New Label Formed

Lippman has also ventured into other areas of entertainment, including producing the re-formed Pistol Prod., a film production company with noted lyricists/singer/songwriter Bernie Taupin. They are producing Marie Lawrence and the Urban Fox, a film based on Francine Prose’s 1977 book about the legendary 19th century New Orleans woman who was an orphan.

The likable manager’s entry into television was as producer of the recently released hour-long Melissa Manchester Home Office Special. Titled Music Of Melissa, Manchester, it was taped in front of a live audience last winter at the Wilshire Theatre in Beverly Hills. It featured the singer and pianist performing a variety of songs, each designed to highlight Manchester’s career is perhaps the greatest example of Lippman’s best friend/business partner management style.

“The biggest career change in my stable has been with Melissa,” Lippman adds. “We altered everything from her look to her music. She now has a sexy image that she herself didn’t realize was hiding under her all this time, and her musical style has also been revamped.”

Lippman pointed out that Manchester was able to bring the rock and roll circuit a few years back when most of the stars were noting her head were horns, strings and a coda.

“The image change worked,” explains Lippman. “I now think that she can take her career further than Streisand, because she’s a fire singer, a pretty lady and a brilliant composer as well.”

Sayer has also gained from direction channeling his up-and-down career. The pairing of Sayer with musician/producer Alan Tarney has worked beautifully. The slick modern sound that the becomes part together has resulted in two hit singles, and Lippman feels Sayer has developed in other areas. He now longer has that boy next door image that he had on his first album, maintains Lippman. “He also doesn’t wear the same T-shirts and jeans every day. He’s more sophisticated with the times.”

Lippman has also benefited budget-wise with his two flagships artists, The Sayer/Tarney “Living In A Fantasy” LP cost as little as the first Knack album (approximately $15,000) because they were the only people involved in the project. And both Sayer and Manchester are touring extensively in this time of economic depression, because they are such cost cutters on the road.

“Touring is tremendously expensive now—anybody you can afford, so it’s best to tour in the summer when there’s a lot of subscription theater. And most important to us is that it’s a big expense to book the best and cheapest way to tour.”

Lippman pointed out that Manchester loves to bus and go on the road. In addition to the subscription theater for the duo, they also don’t waste a lot of time fooling around in the studio, and that she spent money to make sure she had a hundred dollars in another quarter.

Manchester is presently showing her new image to the show coveted at the Riviera Hotel in Las Vegas and Sayer, who currently is the biggest tour on the road, is going to be a major event in the career of these artists. They are both happy with the progress that they have made in the last few years.”

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