

# CASHBOX

February 21, 1981

NEWSPAPER

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# "I LIKE WHAT YOU'RE DOING TO ME"



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## EDITORIAL Congratulations

One year ago, the PolyGram Group implemented a vast and controversial reorganization of its American operations. Facing the unavoidable facts of a recessionary economy, aggravated by spiralling inflation, the company pared its operations to the bone — eliminating any and everything it felt was unnecessary to the business of selling records for a profit.

The new organization, dubbed PolyGram Record Operations USA (PRO USA), initially raised a lot of eyebrows for its abandonment of many traditional industry practices (interpreted as "excesses" by the company's management); but the experiment in austerity and back-to-basics business has apparently paid off. While it is truly unfortunate that so many people had to be laid off, the results of the experiment are hard to dispute.

In the last month, PolyGram product has held the

top spot on the **Cash Box** Top 100 Singles chart, the Black Contemporary Singles chart and the B/C Albums chart. This week, PolyGram product is still at #3 on the Pop Singles chart, #2 on the B/C Albums chart and #1 and #2 on the B/C Singles chart. Many new PolyGram acts also show good potential for high chart ratings in the near future.

**Cash Box** would like to congratulate PolyGram on its success, but even more so for its courage to embark on the experiment in the first place. In a world where economics are about as predictable as the shifting sands of the desert, the industry needs new and practical approaches in order to survive. It is extremely gratifying to see PolyGram confront reality and come out a winner. PolyGram's experiment can only serve to benefit anyone who takes the time to look at it seriously.

# NEWS HIGHLIGHTS

- Bootleg merchandiser convicted of criminal charges (page 7).
- RIAA execs turn over disputed documents in Goody case (page 7).
- Music publishers optimistic about outlook for 1981 (page 7).
- Washington set as site for CRT mechanical appeals (page 7).
- "Coconut Telegraph" by Jimmy Buffett and U2's "Boy" (new and developing artist) are the top **Cash Box** Album Picks (page 13).
- Eric Clapton and his Band's "I Can't Stand It" and "Angel Of The Morning" by Juice Newton (new and developing artist) are the top **Cash Box** Singles Picks (page 11).

TOP POP DEBUTS		
<b>SINGLES</b>	68	ANGEL IN THE MORNING — Juice Newton — Capitol
<b>ALBUMS</b>	25	CAPTURED — Journey — Columbia

<b>POP SINGLE</b>
I LOVE A RAINY NIGHT Eddie Rabbitt Elektra
<b>B/C SINGLE</b>
DON'T STOP THE MUSIC Yarbrough & Peoples Mercury/PolyGram
<b>COUNTRY SINGLE</b>
WHO'S CHEATIN' WHO Charly McClain Epic
<b>JAZZ</b>
WINELIGHT Grover Washington, Jr. Elektra



Charly McClain

<b>POP ALBUM</b>
DOUBLE FANTASY John Lennon and Yoko Ono Geffen
<b>B/C ALBUM</b>
HOTTER THAN JULY Stevie Wonder Tamla/Motown
<b>COUNTRY ALBUM</b>
9 TO 5 AND ODD JOBS Dolly Parton RCA
<b>GOSPEL</b>
THE LORD WILL MAKE A WAY Al Green Myrrh

# CASH BOX TOP 100 SINGLES

February 21, 1981

Rank	Song	Artist	Weeks On Chart	
			2/14	Chart
1	I LOVE A RAINY NIGHT	EDDIE RABBITT (Elektre E-46656)	4	16
2	9 TO 5	DOLLY PARTON (RCA PB-12133)	2	12
3	CELEBRATION	KOOL & THE GANG (De-Lite/PolyGrem DE 807)	1	17
4	KEEP ON LOVING YOU	REO SPEEDWAGON (Epic 19-50963)	5	13
5	THE TIDE IS HIGH	BLONDIE (Chrysalis CHS 2465)	3	15
6	WOMAN	JOHN LENNON (Geffen GEF 49644)	8	6
7	SAME OLD LANG SYNE	DAN FOGELBERG (Full Moon/CBS 19-50961)	7	11
8	PASSION	ROD STEWART (Warner Bros. WBS 49617)	6	14
9	THE BEST OF TIMES	STYX (A&M 2300)	12	5
10	GIVING IT UP FOR YOUR LOVE	DELBERT McCLINTON (Capitol/M.S.S. P-4948)	11	12
11	(JUST LIKE) STARTING OVER	JOHN LENNON (Geffen GEF 49604)	9	17
12	HEY NINETEEN	STEELY DAN (MCA-51036)	10	13
13	TREAT ME RIGHT	PAT BENATAR (Chrysalis CHS 2487)	15	6
14	I AIN'T GONNA STAND FOR IT	STEVIE WONDER (Tamla/Motown T 54320)	17	11
15	RAPTURE	BLONDIE (Chrysalis CHS 2485)	27	4
16	THE WINNER TAKES IT ALL	ABBA (Atlantic 3776)	19	14
17	CRYING	DON McLEAN (Millennium YB11799)	20	5
18	LOVE ON THE ROCKS	NEIL DIAMOND (Capitol 4939)	13	17
19	HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')	NEIL DIAMOND (Capitol 4960)	23	4
20	A LITTLE IN LOVE	CLIFF RICHARD (EMI-America 8068)	22	11
21	HEARTBREAK HOTEL	THE JACKSONS (Epic 19-50959)	21	12
22	GAMES PEOPLE PLAY	THE ALAN PARSONS PROJECT (Arista AS 0573)	24	12
23	MISS SUN	BOZ SCAGGS (Columbia 11-11406)	18	13
24	SMOKY MOUNTAIN RAIN	RONNIE MILSAP (RCA PB-12084)	26	13
25	HEARTS ON FIRE	RANDY MEISNER (Epic 19-50964)	29	5
26	KISS ON MY LIST	DARYL HALL & JOHN OATES (RCA JH-12142)	30	5
27	SEVEN BRIDGES ROAD	EAGLES (Asylum E-47100)	28	9
28	WHAT KIND OF FOOL	BARBRA STREISAND & BARRY GIBB (Columbia 11-11430)	33	4
29	AH! LEAH!	DONNIE IRIS (Cersusel/MCA-51025)	31	11
30	TOGETHER	TIERRA (Boerdwelk WS8 5702)	25	16
31	LIVING IN A FANTASY	LEO SAYER (Warner Bros. WBS 49657)	37	5
32	HIT ME WITH YOUR BEST SHOT	PAT BENATAR (Chrysalis CHS 2464)	16	21
33	EVERY WOMAN IN THE WORLD	AIR SUPPLY (Arista AS 0564)	14	18
34	FADE AWAY	BRUCE SPRINGSTEEN (Columbia 11-11431)	49	3
35	LADY	KENNY ROGERS (Liberty UA-X130-Y)	32	21
36	HE CAN'T LOVE YOU	MICHAEL STANLEY BAND (EMI-America 8063)	34	15
37	DON'T STAND SO CLOSE TO ME	THE POLICE (A&M 2301)	56	3
38	TIME IS TIME	ANDY GIBB (RSO RS-1059)	36	14
39	FLASH'S THEME AKA FLASH	QUEEN (Elektra E-47092)	42	6
40	GUITAR MAN	ELVIS PRESLEY (RCA JH-12158)	47	5
41	(GHOST) RIDERS IN THE SKY	OUTLAWS (Arista AS 0582)	46	6
42	WHILE YOU SEE A CHANCE	STEVE WINWOOD (Island IS 49656)	57	3
43	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON (EMI-America 8071)	64	2
44	BACK IN BLACK	AC/DC (Atlantic 3787)	48	11
45	TOO TIGHT	CON FUNK SHUN (Mercury/PolyGrem 76089)	51	5
46	SOMEBODY'S KNOCKIN'	TERRY GIBBS (MCA-41309)	55	6
47	PRECIOUS TO ME	PHIL SEYMOUR (Boardwalk WS8-5703)	52	6
48	SHINE ON	L.T.D. (A&M 2283)	38	15
49	HUNGRY HEART	BRUCE SPRINGSTEEN (Columbia 11-11391)	35	16
50	ANOTHER ONE BITES THE DUST	QUEEN (Elektra E-47031)	44	28
51	IT'S MY TURN	DIANA ROSS (Motown M 1498F)	41	18
52	I MADE IT THROUGH THE RAIN	BARRY MANILOW (Arista AS 0566)	40	14
53	STAYING WITH IT	FIREFALL with LISA NEMZO (Atlantic 3791)	60	5
54	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES (Mercury/PolyGrem 76085)	63	4
55	DE DO DO DO DE DA DA DA	THE POLICE (A&M 2275)	39	18
56	TELL IT LIKE IT IS	HEART (Epic 19-50950)	43	14
57	GUILTY	BARBRA STREISAND & BARRY GIBB (Columbia 11-11390)	50	17
58	WHO'S MAKING LOVE	BLUE BROTHERS (Atlantic 3785)	53	10
59	JUST BETWEEN YOU AND ME	APRIL WINE (Capitol 4975)	76	3
60	AIN'T EVEN DONE WITH THE NIGHT	JOHN COUGAR (Riva/PolyGrem R-207)	69	4
61	FANTASTIC VOYAGE	LAKESIDE (Solar/RCA YB-12129)	67	4
62	JUST THE TWO OF US	GROVER WASHINGTON, JR. (Elektra E-47103)	77	3
63	AND LOVE GOES ON	EARTH, WIND & FIRE (ARC/Columbia 11-11434)	72	3
64	LIPSTICK	SUZI QUATRO (Dreamland/RSO DL 107)	70	4
65	FOOL THAT I AM	RITA COOLIDGE (A&M 2281)	59	11
66	MORE THAN I CAN SAY	LEO SAYER (Warner Bros. WBS 49655)	45	22
67	LOVE T.K.O.	TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3116)	58	13
68	ANGEL OF THE MORNING	JUICE NEWTON (Capitol 4976)	—	1
69	FIREFLIES	FLEETWOOD MAC (Werner Bros. WBS 49660)	75	3
70	WHIP IT	DEVO (Warner Bros. WBS 49550)	65	26
71	MASTER BLASTER (JAMMIN')	STEVIE WONDER (Tamla/Motown T54327F)	61	22
72	ONE STEP CLOSER	THE DOOBIE BROTHERS (Warner Bros. WBS 49622)	54	14
73	I LOVE YOU	CLIMAX BLUES BAND (Warner Bros. WBS 49669)	85	2
74	TURN ME LOOSE	LOVERBOY (Columbia 11-11421)	82	3
75	HOW 'BOUT US	CHAMPAIGN (Columbia 11-11433)	87	2
76	MY MOTHER'S EYES	BETTE MIDLER (Atlantic 3771)	62	14
77	SUDDENLY	OLIVIA NEWTON-JOHN/CLIFF RICHARD (MCA 51007)	66	19
78	I DON'T WANT TO KNOW YOUR NAME	GLEN CAMPBELL (Capitol 4958)	71	5
79	FLY AWAY	PETER ALLEN (A&M 2288)	74	5
80	DREAMER	THE ASSOCIATION (Elektra E-47094)	78	4
81	WASN'T THAT A PARTY	THE ROVERS (Cleveland Int'l./Epic 19-51007)	—	1
82	BEING WITH YOU	SMOKEY ROBINSON (Tamla/Motown T54321)	—	1
83	GIRLS CAN GET IT	DR. HOOK (Ceseblanca/PolyGram NB 2314)	79	17
84	WHO DO YOU THINK YOU'RE FOOLIN'	DONNA SUMMER (Geffen GEF 49664)	—	1
85	KEEP THIS TRAIN A-ROLLIN'	THE DOOBIE BROTHERS (Warner Bros. WBS 49670)	—	1
86	MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME	SPINNERS (Atlantic 3798)	—	1
87	OOO-EEE	NICOLETTE LARSON (Warner Bros. WBS 49666)	89	2
88	DON'T YOU KNOW WHAT LOVE IS	TOUCH (Atco/Atlantic 7311)	91	4
89	IT'S A LOVE THING	THE WHISPERS (Solar/RCA YB-12154)	—	1
90	THEME FROM RAGING BULL	JOEL DIAMOND (Motown M1504)	90	2
91	PROUD	THE JOE CHEMAY BAND (Unicorn UNI 3-95001)	92	3
92	IT'S MY JOB	JIMMY BUFFETT (MCA-51061)	94	2
93	LET ME GO	THE RINGS (MCA-51069)	—	1
94	FULL OF FIRE	SHALAMAR (Solar/RCA JH-12152)	97	2
95	BLACKJACK	RUPERT HOLMES (MCA-51045)	95	2
96	8TH WONDER	THE SUGARHILL GANG (Sugar Hill SH-753)	98	2
97	BURN RUBBER	GAP BAND (Mercury/PolyGram 76091)	—	1
98	LONG TIME LOVIN' YOU	McGUFFEY LANE (Atco/Atlantic 7319)	88	4
99	COLD LOVE	DONNA SUMMER (Geffen GEF 49634)	73	12
100	CAFE AMORE	SPYRO GYRA (MCA-51035)	93	4

### ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little In Love (ATV — BMI)	20	Fedora — BMI)	65	Just The Two (Antisla — ASCAP)	62	Riders In The (Edwin H. Morris — ASCAP)	41
Ah! Leah! (BEMA — ASCAP)	29	Full Of Fire (Spectrum VII/MykInde — ASCAP)	94	Keep On Loving (Fete — ASCAP)	4	Seme Old Lang Syne (Hickory Grove Adm. by April — ASCAP)	7
Ain't Even Done (H.G., Inc. — ASCAP)	60	Games People (WoolfSongs Ltd./Careers Adm. by Irving — BMI)	22	Keep This Train (Tauripn Tunes — ASCAP)	85	Seven Bridges (Irving — BMI)	27
And Love Goes On (Almo/Verdange/Cherubim — ASCAP/Foster Frees/Irving — BMI)	63	Girls Can Get It (Michael O'Connor — BMI)	83	Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI)	26	Shine On (Aimo/McRovscod/Irving/Buchanan Kerr — BMI)	48
Angel Of The Morning (Blackwood — BMI)	68	Giving It Up (Blackwood/Uрге — BMI)	10	Lady (Brockman — ASCAP)	35	Smoky Mountain Rain (PI-Gem — BMI)	24
Another One (Queen/Beachwood — BMI)	50	Guitar (Stigwood, Inc./Unichappell, Adm. — BMI)	57	Let Me Go (Facedown — ASCAP)	93	Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC)	46
Back In Black (J. Albert Ltd./Marks — BMI)	44	Guitar Man (Vector — BMI)	40	Lipstick (Chinnichap Adm. by Careers — BMI)	64	Starting Over (Lenono — BMI)	11
Being With You (Bertam — ASCAP)	82	He Can't Love You (Jelra/Bema — ASCAP)	36	Living In A (Rare Blue — ASCAP/ATV — BMI)	31	Staying With It (ATV/Braintree/Snow — BMI)	53
Blackjack (WB/The Holmes/Line Of Music — ASCAP)	95	Heartbreak Hotel (Bruce Springsteen — ASCAP)	21	Long Time Lovin' (McGuffey Lane — BMI)	98	Suddenly (John Farrar — BMI)	77
Burn Rubber (Total Experience — BMI)	97	Hearts On Fire (Nebraska/United Artists/Glasco — ASCAP)	25	Love On The Rocks (Stonebridge/EMA/Sulse — ASCAP)	18	Tell It Like (Conrad/Olrep — BMI)	56
Cafe Amore (Harlem/Crosseyed Bear — BMI)	100	Hello Again (Stonebridge — ASCAP)	19	Love T.K.O. (Assorted — BMI)	67	The Best Of Times (Stygan songs — ASCAP)	9
Celebration (Delightful/Fresh Start — BMI)	3	Hey Nineteen (Zeon/Freejunkt — ASCAP)	12	Master Blaster (Jobete & Black Bull (TM) — ASCAP)	71	The Tide Is High (Gemrod, Inc. — BMI)	5
Cold Love (GMPC — ASCAP)	99	Hit Me With (ATV Corp. — BMI)	32	Miss Sun (Hudmar — license pending)	23	The Winner (Artwork — ASCAP)	16
Crying (Acuff Rose — BMI)	17	How 'Bout Us (Dana Walden — license pending)	75	More Than I Can Say (Warner-Tamerlane — BMI)	66	Theme From Raging Bull (United Artists — ASCAP)	90
DeDo (Virgin, Adm. In U.S. by Chappell — ASCAP)	55	Hungry Heart (Bruce Springsteen — ASCAP)	49	Morning Train (Unichappell — BMI)	43	Time Is (Stigwood Adm. by Unichappell — BMI)	38
Don't Stand (Virgin Adm. by Chappell — ASCAP)	37	I Ain't Gonna (Jobete/Black Bull — ASCAP)	14	My Mother's Eyes (Aimo/Only Child/Mei-Dav — ASCAP)	76	Together (Mighty Three — BMI)	30
Don't Stop (Total X — ASCAP)	54	I Don't Want To Know (Seventh Son — ASCAP)	78	9 To 5 (Velvet Apple/Fox Fantere — BMI)	2	Too Tight (Val-je-Joe — BMI)	40
Don't You Know (Thames Talent — ASCAP)	88	I Love A Rainy (Debdave/Briarpatch — BMI)	1	Nothing Remains (Sumac — BMI)	88	Treat Me (Blackwood/White Dog — BMI)	13
Dreamer (Rockslam (Adm. by Bug) — BMI)	80	I Love You (C.B.B. — ASCAP)	73	One Step (Noodle Tunes — No Aff./Long Tooth — BMI/Rare Blue/Carlooney Tunes — ASCAP)	72	Turn Me Loose (Blackwood/Dean Of Music — BMI)	74
8th Wonder (Commodores Pub./Jobete — BMI)	96	It's A Love (Spectrum VII/MykInde — ASCAP)	89	OOO-EEE (McLooney Tunes — ASCAP)	87	Wasn't That A Party (United Artists — ASCAP)	81
Every Woman (Pendulum/Unichappell — BMI)	33	It's My Job (I've Got The Music Co. — ASCAP)	92	Passion (Riva/WB — ASCAP)	8	What Kind (Stigwood Adm. by Unichappell — BMI)	28
Fade Away (Springsteen — ASCAP)	34	It's My Turn (Colgems-EMI, Prince St. — ASCAP/Unichappell & Begonia Melodies — BMI)	51	Precious (Hearthmore/On The Boardwalk — BMI)	47	While You See (Island/Irving/Blue SkyRider — BMI)	42
Fantastic Voyage (Spectrum VII/Circle — ASCAP)	61	Just Between (Northern Goody/Two-Tunes Ltd. — ASCAP — CAPAC)	59	Proud (Unicorn — BMI)	91	Whip It (Devo/Nymph Adm. by Unichappell — BMI)	70
Fireflies (Fleetwood Mac — BMI)	69			Rapture (Rare Blue/Monster Island — ASCAP)	15	Who Do You (First Night — SUZA)	84
Flash's Theme (Queen/Wide/Beachwood — BMI)	39					Who's Making Love (Eest Memphis — BMI)	58
Fly Away (Irving/Woolnough/Unichappell/Begonia/Foster Frees — BMI)	72					Yesterday Once (Aimo/Hammer & Nails — ASCAP)	86
Fool That I Am (Unichappell/Begonia Melodies/							

Ⓢ = Exceptionally heavy radio activity this week

Ⓔ = Exceptionally heavy sales activity this week

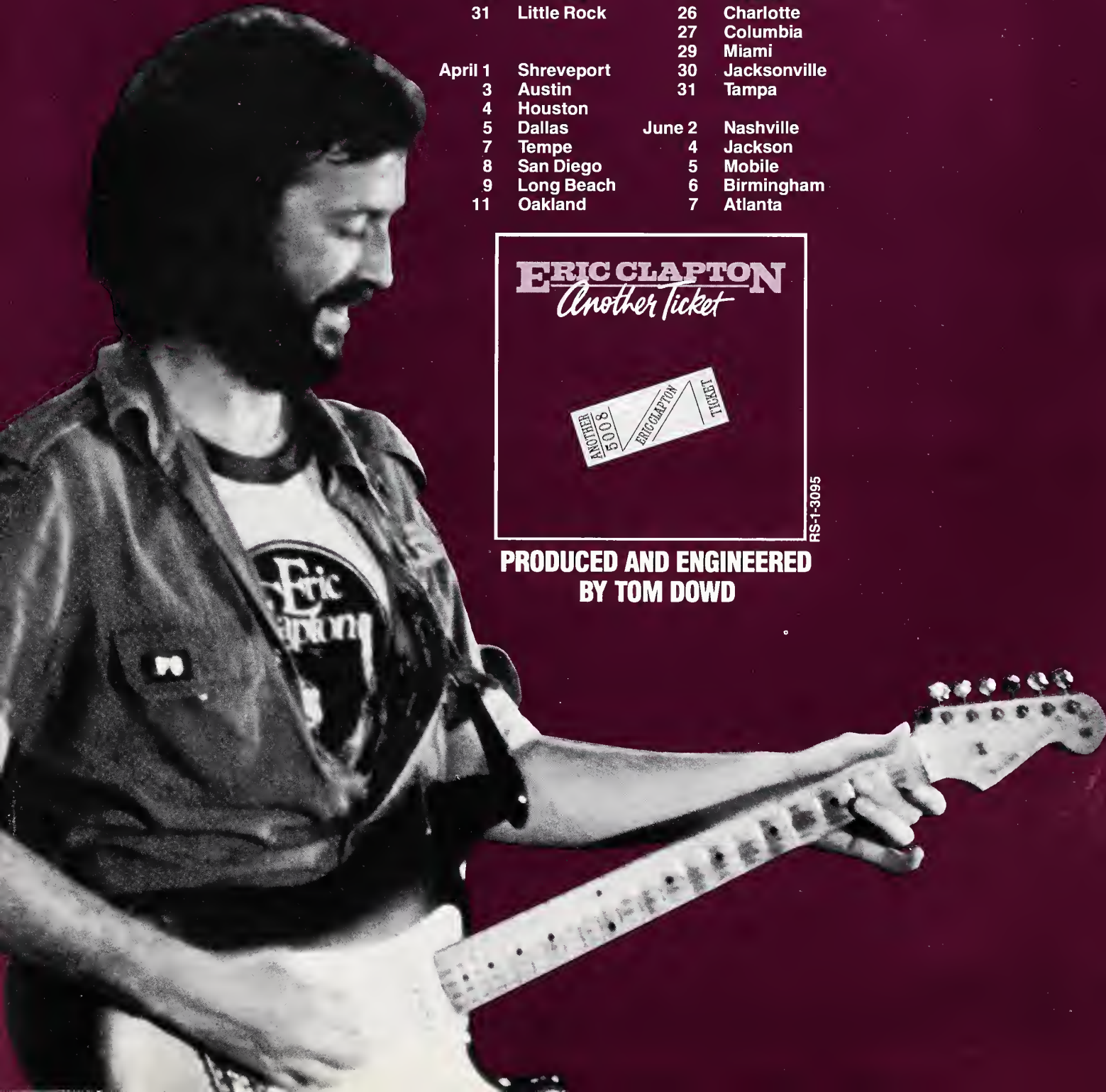
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RS-1-3095

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# CASH BOX NEWS



**CBS SCORES GRAND SLAM** — CBS Records has resigned the Isley Brothers and the T-Neck label to a worldwide distribution pact. The firm celebrated the signing with a recent listening session for the Isleys new LP "Grand Slam," at the CBS New York offices. Pictured are (l-r): Ronald Isley, Ernie Isley, Chris Jasper (Isley's keyboardist) and Marvin Isley of the group; Walter Yetnikoff, president, CBS Records Group; Kelly Isley of the group; Dick Asher, deputy president and chief operating officer, CBS Records Group; Rudolph Isley of the group; and Tony Martell, vice president and general manager, CBS Associated Labels.

## Country, Ballad Trends Keep Publishing Business Healthy

by Marc Cetner

LOS ANGELES — The foray into the burgeoning video field and the increase of the mechanical royalty rate to four cents per tune by the Copyright Royalty Tribunal, effective July 1, (*Cash Box*, Dec. 27, 1980) are the chief reasons why publishers are approaching 1981 with a great degree of optimism, according to a *Cash Box* survey.

## NYC Court Shifts Appeals Of CRT Decision To D.C.

by Dave Schulps

NEW YORK — The Recording Industry Assn. of America (RIAA) won a victory last week when a New York Appeals Court ruled that appeals against the Copyright Royalty Tribunal (CRT) decision to raise the mechanical recording royalty rate to four cents per song will be heard in Washington, D.C. (*Cash Box*, Dec. 27, 1980).

The decision blocked an attempt by the National Music Publisher's Assn. (NMPA) and the American Guild of Authors and Composers (AGAC) to expedite action in the case by moving it to New York, where the median time for disposition is approximately one third that of Washington. After July 1, 1981 — the date the new, higher mechanical recording royalty rate is scheduled to go into effect — authors, composers and publishers stand to lose \$1 million per week in royalties until decisions are made on appeals by both sides.

The three-judge panel ruled with the RIAA's motion that the petition filed here by NMPA and AGAC within minutes of the CRT's Dec. 19 decision was submitted prematurely. The governing statute for the U.S. Court of Appeals (section 810 USC 17) requires that appeals be filed only after publication of the decision in the *Federal Register*. The CRT's decision was published on Jan. 5, after which time the RIAA filed first, in Washington, thereby giving that court jurisdiction over the appeals according to the ruling.

Morris Abram, the attorney for the NMPA, had argued that because the median time for an appeal to be heard in the D.C. courts is 14 months, as opposed to 5.1 months in the New York circuit, the likely date for disposition would be April 1982. Artists, composers and music publishers would stand to lose up to \$44 million in royalties over the course of the delay, he said.

Abram tried to convince the court that  
(continued on page 41)

The new areas of potential plus exploitation of the booming country music market and growing trend back to more melodic, ballad-oriented pop all point to a healthy year for publishers in 1981.

With mechanical and performance royalty revenues up by an average of 5-10% in 1980, many publishers felt the recovery from 1979's recession was partially attributable to the public's drift towards conservative musical styles (country, adult contemporary (A/C) pop and traditional ballads), with such acts as Barry Manilow, Kenny Rogers and Air Supply flourishing.

Both the conservative trend and the upward movement of royalty revenues are expected to continue throughout 1981, and while video rights and the hike in the mechanical rate hold vast potential for the future, publishers remain busy with present trends, the most visible of which is country music.

"Everything was up for us in 1980," said Tree International of Nashville president Buddy Killen. "I believe we were the top country publisher in the world last year, according to Broadcast Music, Inc. (BMI) and the American Society of Composers, Authors and Publishers (ASCAP). We had 76 songs on the charts last year, and our volume continues to grow. There's just a tremendous amount of opportunity for the publisher in Nashville right now."

### Right Wing Music

The growing potential of the country music trend was seen by Almo/Irving Music  
(continued on page 41)



**PLANET ROCKS WITH THE PLIMSOULS** — Planet Records has signed Los Angeles-based rock band The Plimsouls to a recording contract. The quartet's debut LP is set for February 20 release, and the first single from that album, "Now," will be released Feb. 16. Pictured at the signing are (l-r): Eddie Munoz of the group; Michael Barackman, A&R director, Planet; Dave Pahoa and Peter Case of the group; Richard Perry, president, Planet; Dave Urso, vice president, promotion, Planet; and Lou Ramirez of the group.

## Convicted T-shirt Bootlegger Facing Criminal Sentence

by Marc Cetner

LOS ANGELES — In a landmark case involving bootleg concert merchandising, a New York District Court judge found Great American Screen Design principal Leon Dymburt guilty of criminal contempt for ignoring injunctions to stop manufacturing and selling unauthorized T-shirts and other materials featuring images, logos or other references to popular musical acts. Dymburt, who could be jailed or face a fine payable to the U.S. Treasury, will be sentenced April 3.

The decision, which is the first time that a criminal contempt verdict has been born out of a civil case since the early 1900s, comes as the result of a rarely used statute that involved the naming of a private law firm (Parcher & Herbert) as special attorneys representing the court. It also marks the first time an alleged T-shirt manufacturer has been convicted of criminal charges and thus strikes a major blow in the fight against illegal concert merchandising.

Parcher & Herbert's involvement in the unorthodox case dates back to June 1978 when they were representing plaintiffs The Rolling Stones (Musidor & Co.) in a case that sought and obtained preliminary and permanent injunctions to prevent Brooklyn-based Great American Screen from the manufacturing, distribution or sale of

T-shirts embodying the likenesses, names logos, symbols or trademarks of the Rolling Stones or the noted Tongue & Lips design.

In a similar case in November of 1979, Parcher & Herbert were attorneys for Winterland Concessions and obtained a preliminary injunction to prevent Great American from the manufacturing, distribution or sale of T-shirts embodying the likenesses or names of the Grateful Dead.

However, the two cases were tied together when Parcher & Herbert obtained alleged evidence that Great American Screen had violated both injunction orders and was thus guilty of criminal contempt.

Upon their findings, Parcher & Herbert sought out a rare statute in the Federal Rules of Criminal Procedure that directed the court to obtain a United States Attorney or a special attorney to prosecute charges of criminal contempt of orders of the court.

Soon thereafter, Parcher & Herbert were appointed special attorneys and in court hearings in early December 1980, charged that Dymburt and Great American Screen Design were guilty of criminal contempt as they deliberately continued to print and sell Rolling Stones T-shirts after the court order, and that Great American and Dymburt printed and distributed Grateful Dead T-shirts after the November 1979 order.

Dymburt submitted a sworn affidavit,  
(continued on page 40)

## RIAA Submits Documents As Execs Clarify NARM '80 Talk

by Dan Nooger

NEW YORK — Under the threat of court-imposed fines of \$1,000 per day each for Jules Yarnell, special counsel to the RIAA's anti-piracy unit, and RIAA attorney Roy Kulcsar, the RIAA delivered to Federal District Court Judge Thomas C. Platt all of its long-disputed daily investigators' reports covering the period of January 1977 to February 1981. Judge Platt's law clerks have begun the onerous task of culling out those documents dealing with counterfeit records from an estimated total of over 6,000 reports and papers.

Attorneys for the defendants also rigorously examined RIAA president Stanley Gortikov, Joel Schoenfeld, staff counsel to the RIAA's anti-piracy unit, and Yarnell on the development and statistical background of Gortikov's speech before the NARM convention in Las Vegas on March 25, 1980. At that time, Gortikov stated "90% of 500 outlets were found to be

selling counterfeits, sometimes LPs, sometimes tapes, sometimes both, sometimes only a few, and sometimes stock in depth." It was this speech that first made the defense attorneys aware of the existence of daily investigators' reports on retail counterfeits in the RIAA's files.

### Ordered By Yarnell

The original survey of retail outlets was ordered by Yarnell in the summer of 1979 "not as a statistical sample conducted the way Gallup would conduct a poll but to get a feel for what was in the market in the way of counterfeits and was not done specifically to provide background for Gortikov's speech, which I did not help to write. In fact," Yarnell added, "the survey which Schoenfeld had conducted by his investigators was not exactly what I had in mind, but I only found this out after he had, with my permission, briefed Gortikov, about three weeks before he gave his speech. I don't believe a true scientific sample was done but I still believe in the accuracy of his statements."

In his own testimony, Gortikov stated "I received my information orally from Schoenfeld. We did not examine any daily reports or case files and I didn't ask how many stores were found to have counterfeit stock in depth. If we have reported to us the presence of significant quantities of counterfeits, the anti-piracy unit reports this to the FBI either orally or in writing. My purpose in giving the speech was to stress the prevalence of counterfeit records in the market and to throw a scare into those dealers involved."

Asked point-blank by Barry Singer, chief attorney for Goody president George Levy if he was referring to the present case when he stated "some very familiar companies and individuals have been indicted," Gortikov snapped, "If the shoe fits wear it!"

Schoenfeld was closely questioned by Singer about his duties for the RIAA, which include supervision of its field investigators — he has even done sporadic undercover work himself — and gave his version of the  
(continued on page 18)

# CBS, WCI Music Profits Up

## WCI Posts Record Music Revenue In '80

NEW YORK — Boosted by the highest fourth quarter revenues and income in the company's history, the Warner Communications Inc. (WCI) recorded music and publishing division reported last week that operating income for 1980 rose to \$82.9 million from \$81.7 million in fiscal 1979, while operating revenues rose 11% to \$806 million from \$725 million in 1979. In the fourth quarter, income of \$44.5 million was 32% above the comparable 1979 figure of \$33.7 million, while revenues rose to \$654.7 million compared to \$468.1 million.

WCI's operating income rose 26% to \$137 million from \$109 million of the

(continued on page 14)

# Arkus Convicted On Nine Counts Of Wire Fraud

by Michael Martinez

LOS ANGELES — A federal district trial jury here recently convicted Mickey Arkus, former president of Circle Marketing Corp., on nine counts of mail fraud totaling \$1.5 million in losses to several record companies. Arkus, who was first indicted in August 1980 (*Cash Box*, Aug. 9, 1980), is scheduled for sentencing March 9 by federal district court Judge Robert Kelleher, who tried the case.

Arkus and three others — Firouz Sepanlou, former vice president of Circle; Assdollah Seyeri, former treasurer of the firm; and Paul Donnelly, the firm's former warehouse manager — were all charged with plotting to defraud several major record companies by conspiring to obtain the records on credit, but eventually not paying for them.

Some of the companies involved included RCA, WEA, CBS, Capitol, MCA and PolyGram.

Charges against Donnelly, Sepanlou and Seyeri were dismissed after a government witness, important to the strategy of the case, died prior to the opening of hearings last October. Assistant U.S. Atty. Rick Flan said that the prosecution was continuing its investigation of the other alleged suspects.

Flan explained that the mail fraud scheme consisted of Arkus obtaining recorded product from major record companies, on credit, for export to Japan. The prosecutor said that Circle Marketing went from zero credit in June 1976, when the business began, to \$1.5 million in January 1978.

He further said that while the defendant continued to receive the product on credit, he never paid for the product.

# CBS Records Group Profits Increase 42%

NEW YORK — CBS Records Group reported last week that revenues and operating profits rose in both the fourth quarter and full year of 1980. The Group achieved a 42% gain in operating profits, which rose to \$72.3 million from \$51.0 million in fiscal 1979, with a revenue increase of eight percent, a rise to \$1.13 billion from \$1.04 billion in fiscal 1979.

Both revenues and operating profits showed a gain in the fourth quarter of 1980. Also, CBS Records International (CRI) had profits nearly equal to last year's record level.

The CBS/Columbia Group, which includes the Columbia House mail-order record operation and the Musical Instrument division, experienced a sharp decline in operating profits both in the fourth quarter

(continued on page 14)

# Droz To Give Keynote Address At NARM

NEW YORK — Henry Droz, president of the Warner/Elektra-Asylum/Atlantic (WEA) Corp., the distribution arm of Warner Bros., Elektra/Asylum and Atlantic Records, will serve as keynote speaker at the opening business session of the 1981 National Assn. of Recording Merchandisers (NARM) convention, April 12, in Hollywood, Fla. Droz' speech will center on the Convention theme, "Plan to Be There."

Droz, now head of WEA's branch distribution system, is a veteran of the music industry, with extensive experience in all facets of distribution, including management, sales, promotion, operations and warehousing. In 1972 Droz joined WEA as sales director and administrator of all national accounts. He worked closely with the late Joel Friedman, WEA's founder, in building the marketing/distribution organization. In 1973 he was appointed vice president and director of sales and in 1974 was named executive vice president. He succeeded Friedman as president of WEA in November 1977.

# McClain Earns First #1 Single This Week

NASHVILLE — Epic recording artist Charly McClain garnered her first #1 single on the *Cash Box* Top 100 Country chart with "Who's Cheatin' Who" from her album of the same name. McClain, who has been with Epic since September 1976, enjoyed Top 20 status with her last single, "Women Get Lonely," which reached #16 on the *Cash Box* Top 100 Country chart.

# Creative Packages Help Agents Fill Superstar Tour Void

by Dave Schulps

NEW YORK — At a time when superstars are touring with decreasing frequency and road costs are skyrocketing, a *Cash Box* survey of booking agents revealed a trend towards increased reliance on multiple artist packages and regional booking. Agents cited movement into smaller halls and clubs, expansion into more international markets and trimming of road and production excesses as other ways to keep acts working profitably.

"Giving the people more for their money" was the near consensus opinion of the agents polled, with emphasis on stronger tour packages as the best way to keep halls full.

"We're looking to put together striking packages," said Marsha Vlasic, agent for ATI in New York. "Instead of sending one act who won't fill the big event, we're putting two strong acts together who will fill the bigger buildings." She cited such successful recent couplings as Blue Oyster Cult and Black Sabbath; Outlaws with Molly Hatchet and Outlaws with Foghat, and the upcoming Pat Travers/Rainbow and Cheap Trick/UFO packages.

Jody Wenig, head of the concert department at Associated Booking Corp. (ABC), which primarily handles jazz and R&B acts, added, "What we're doing is creating carefully selected packages similar to the CBS 'One Night Stand' (*Cash Box*, Feb. 14) concept in order to give more value for money and eliminate the expense of carrying sidemen. An upcoming tour will feature

(continued on page 14)

# 1980 Anti-Piracy Data Is Released By RIAA

NEW YORK — Working with the Recording Industry Assn. of America Anti-Piracy Intelligence Unit in 1980, the FBI and local law enforcement agencies confiscated over \$55 million worth of illegal record counterfeiting and tape duplicating equipment, counterfeit and pirate LPs, 8-track and cassette tapes, bootleg records and related materials. The estimated value of confiscated hardware and software represented just a sampling of over 30 major actions in 15 states, according to Jules Yarnell, RIAA special council on anti-piracy.

Among the software retrieved in various raids were more than 85,000 LPs, over 75,000 pirate and bootleg 8-track and cassette tapes, over 700,000 pirate and counterfeit labels, 50,000 counterfeit and pirate sleeves and thousands of additional LPs and tapes taken in large volume seizures

(continued on page 16)

# CASH BOX



Alabama is rapidly becoming known as one of the biggest success stories of 1980-81, with its first two single releases from RCA reaching the #1 position, and the group's third single, "Old Flame," and the upcoming "Feels So Right" LP, moving into the Top 30 of the *Cash Box* Country Singles chart this week.

Alabama is Randy Owen, Teddy Gentry and Jeff Cook, cousins from Ft. Payne, Ala., and drummer Mark Herndon, who joined the group late in 1979. The three cousins first formed their musical unit around Christmas of 1969 and subsequently took a job at Canyonland, a nearby tourist park. Playing as opening act for such artists as Bobby Bare, Jerry Wallace and Cal Smith gave the young group its first inspiration on cracking the Nashville market, as well as invaluable experience.

The group continued playing weekend dates and working day jobs until one eventful day in March 1973 when Gentry, Owen and Cook decided it was all or nothing. They quit their day jobs, packed up and headed for Myrtle Beach, where they were assured of a six-nights a week gig. They had been writing songs all along, and the job was added impetus for them to begin incorporating original material into the set, which included a little rock, a little country and lots of danceable music.

The group's initial success in the club prompted it to press and distribute its own records, which unfortunately, didn't turn a head in Nashville. The group finally signed with GRT Records in 1977 and soon attracted the attention of Larry McBride, owner of the Dallas-based MDJ label. He signed the group, and everything looked as if it was going pretty good for a while. But the group's drummer abruptly quit, which put matters on hold until replacement Mark Herndon entered the picture. With a new drummer and spirits in high gear, the group released the Harold Shedd-produced single, "I Wanna Come Over," which reached the Top 40. The next single was really the one that gained the group much national attention and a record deal from RCA. Since then, the single, "My Home's In Alabama," has become something of a theme song for the four-member band.



**BMI HOSTS COPYRIGHT ANNIVERSARY CELEBRATION** — Broadcast Music, Inc., (BMI), in conjunction with the Los Angeles Songwriters Showcase and West L.A. Music, hosted a copyright anniversary bash that featured performances by EMI recording artist Robert John, Amanda McBroom, singing her own composition, "The Rose," and the Addrissi Brothers, and Bumps Blackwell, who sang "Ready Teddy" and "Good Golly Miss Molly." Lamont Dozier also received an award for one million performances of his com-



position, "How Sweet It Is." Pictured here at the soiree are (l-r): Roy Firestone, CBS News; David Shire, composer; Mel Albert, *Cash Box* executive vice president and general manager; Brooke Escott, BMI director of motion picture and television relations; Melissa Manchester, Arista recording artist; Ron Anton, BMI vice president; Dozier, receiving his award; and Michael Sherman, BMI executive, writer/publisher relations. Capitol recording group Future Flight performed a medley of Dozier's tunes.

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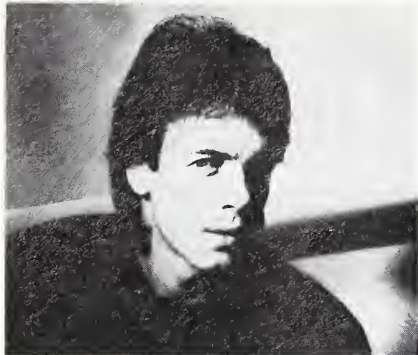
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IT'S WORTH IT.

## NEW FACES TO WATCH



### Rick Springfield

Pop rocker Rick Springfield was riding high in 1972. His debut single, "Speak To The Sky," gave him instant success, hitting the Top 10 in both the U.S. and Europe. However, the light, sugar-coated pop blessing was quickly to become a curse. The handsome, Australian-born singer/songwriter, in a classic case of media mislabeling, was branded with the "teen fave" moniker.

"I was the victim of a little misguided publicity," explains Springfield. "The press seemed to judge me on one song, and the kids ended up thinking they were getting the next David Cassidy. I would think I was doing in-depth interviews with magazines about my songs. But later, I'd end up reading stories about my dream girl or favorite color in these publications."

His follow-up album, although a well-crafted rock outing, also went the way of obscurity because of the teen dream labeling. His career was further sent into limbo when, on the eve of the release of his "Wait For The Night" LP, his label, Chelsea, folded.

However, after three years and a segue into an acting career, Springfield has returned with a new RCA album, "Working Class Dog," that is brimming with effervescent pop/rock tunes in the Raspberries vein.

Springfield enlisted Pat Benatar's husband, guitarist Neil Geraldo, and Foreigner/Pat Benatar producer Keith Olsen to give his compositions and production added rock 'n' roll punch on the new LP. The stellar company and Springfield's mature writing style mixed beautifully, and power pop tunes like "Jessie's Girl" and "I've Done Everything For You" highlight one of true sleeper album's of the yet young 1981.

"I've always favored loud pop," insists Springfield. "I go for a short, crisp and punchy sound, one that hits fast and leaves. I think that really comes through on the LP."

No stranger to the hard pop sound, Springfield began his musical career in his hometown of Melbourne, Australia, with a band called The Jordy Boys. "We were as hardcore as you can get when you're 16," quips Springfield. His accomplishments with the young band led to stints with more noted Aussie bands like Rock House and The Zoot, and he eventually landed a solo contract with Capitol Records.

Adding to the "Speak To The Sky" fiasco was the problem of not being able to obtain a stateside visa for concert tours. The non-visibility factor in the U.S. also prevented his "Comic Book Heroes" LP on Columbia from finding an audience.

And while Springfield pulled out all the stops for his "Wait For the Night" LP, using Elton John players Dee Nurray and Nigel Olsson for the waxing, the pop fuse was cut short when his fledgling Chelsea label folded virtually overnight.

Now, after biding time acting on such shows as *The Rockford Files* and *The Incredible Hulk*, Springfield has delivered an album that will finally be judged on its musical merits alone.

"I've got my green card, and I've just delivered my strongest and most cohesive album yet," enthuses Springfield. "I can finally go out and try and break my music legitimately in the U.S."



### Gerard McMahon

ARC/Columbia recording artist Gerard McMahon's slight frame, close-cropped hair and baby face belie his 29 years — not to mention the urgent, tension-filled vocals that mark "Blue Rue," the debut album by the L.A.-based singer/guitarist and his five-member group, Kid Lightning. Deceptiveness, however, is one of the former sideman's greatest assets, as virtually every song on the predominantly pop/rock package sports a well-crafted hook that insidiously ingrains itself in the listener's memory.

McMahon readily admits to having learned from the best while developing and honing his songwriting talents, although discovering the masters of the art was really a chance occurrence based on economics. Rather than rush out to buy the current hits while he was a youngster growing up in Wichita, Kan., the English-born McMahon began collecting records by the Everly Brothers, Eddie Cochran and obscure R&B artists simply because "they were cheaper than most other records."

Through the common musical interests of older friends, one of whom worked on a local TV show called *Hi-Fi Hop* (the local equivalent to *American Bandstand*, according to McMahon), he was encouraged to actively pursue his dream of performing. By the time he was 13 he had started his first band and was playing sock hops and CYO dances.

The Strangers, as the band was called, eventually disbanded after cutting one single, but the experience proved fruitful to the young redhead, as he began to churn out his own songs. After moving to Boulder, Colo., McMahon sat in on orchestration and arranging classes at Colorado University and did local commercial work to pay the bills. Like many musicians, he soon got the urge to travel to New York and seek his fortune.

"I got impatient," says the soft-spoken McMahon. "I wanted to have more knowledge of my craft and that meant spending time in the studio."

He got his wish, to a certain extent, because once in the Big Apple he began working on demo sessions at Electric Ladyland Studios, as well as doing arrangements on various projects for the Public Broadcasting System. The work wasn't steady enough, though, and he soon took on gigs as a sideman, playing piano for blues legend Big Mama Thornton and bass for Freddie Cannon. In 1972, McMahon moved out to L.A. for the first time and landed a gig as Jackson Browne's touring bassist.

"I really wanted to key in on a direction for myself, so I put some things together on an 8-track recorder with Gary Mallaber," he states. "Finding the right people who wanted to commit to having a band was the toughest part. Fortunately, it worked out."

Along with drummer Mallaber, a noted session player, McMahon imported three musician friends from Colorado — guitarist/keyboardist/vocalist John Massaro, guitarist Steve Sykes and keyboard/synthesizer player Al Campbell — and added bassist Kenny Lewis to complete the line-up.

After about 11 dates at L.A. area clubs, the band "really gelled as a cohesive unit."

## EXECUTIVE/PRODUCER PROFILE

# Tom Werman: Double Threat As Hit Producer, A&R Exec

by Michael Glynn

LOS ANGELES — The mystique of the successful and highly regarded record company A&R man has often been the fodder for one of the most popular myths and, occasionally, legends of the industry. At one time or another, it seems, nearly every person who has been in, or yearns to be in, the record business has indulged him or herself in the fantasy of jetting around the world, discovering the Next Big Thing in some out of the way, hole in the wall club and reaping the rewards and respect that come with signing multi-platinum acts.

More often than not, that scenario is the rare exception rather than the rule for the A&R profession. However, Tom Werman, executive staff producer and vice president of A&R for CBS Records, has realized every A&R man's dream more than once in his 10 year career.

As director of talent acquisition for Epic Records, he caught a little known Midwestern band by the name of Cheap Trick at the behest of producer Jack Douglas playing in, of all places, a shopping center in Quincy, Ill. Shortly thereafter, he signed the group to the label.

Just prior to that, he saw Ted Nugent, recently dropped by another label, playing for 250 at the Illinois Institute of Technology. "Just for the hell of it," Werman returned to see Terrible Ted open for Aerosmith at an East Lansing, Mich. hockey arena and soon convinced the label to sign him on simply "because he was available."

Werman auditioned southern rockers Molly Hatchet in an Atlanta recording studio while he was mixing down a Cheap Trick single. With a proven track record already behind him, Werman got the group inked and recorded in short order.

As an A&R executive, Werman took more than an active interest in the bands he had

### Basie, Copland To Be Honored By NARAS

LOS ANGELES — Bandleader Count Basie and composer Aaron Copland will be honored by the National Academy of Recording Arts and Sciences (NARAS) with the Academy's prestigious Trustees Award at this year's Grammy Awards Show, which is being held at Radio City Music Hall in New York City on Feb. 25.

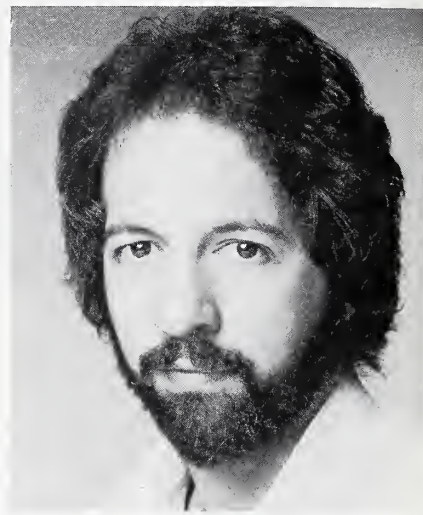
Basie was selected in recognition of "45 years as an outstanding band leader and pianist, an inspiration to everyone in the field of jazz, and as a nurturer of some of music's greatest talents."

Copland will be honored in recognition of "his outstanding contributions and influence in the world of American music and his ability to communicate his artistry with such grace to an appreciative public."

The honors bestowed upon Basie and Copland mark only the 12th and 13th such awards have been presented by the Academy in its 24-year history.

### Rock Promoter Sued

LOS ANGELES — Criminal charges have been filed against New Jersey rock concert promoter Richard A. Cohen by ICA, Ltd., Frank Zappa's production company. Cohen was charged on Sept. 24, 1980 of knowingly issuing a bad check in the amount of \$22,500 in payment for a concert by Zappa on April 27, 1980 at Stabler Arena, Lehigh University. Similar charges have been filed against Cohen by ICA, Ltd., regarding a bad check for \$30,608.14 issued by Cohen for a Zappa appearance at Rutgers University. An application to dismiss charges was denied in November by a Bethlehem, Pa. district court. Felony charges were scheduled to be set the week of Feb. 9.



Tom Werman

been pivotal in signing, convincing Epic to allow him to produce many of the albums by the aforementioned acts. The close knit relationships he developed as label executive liaison/producer paid off rapidly in precious metal; of the 20 LPs he has produced to date, he has mined five platinum records with Nugent, two with Molly Hatchet and one with Cheap Trick, in addition to two gold albums by the Trick and one from the Hatchet.

"It seems as if I've had a disproportionate success with the groups I've produced," muses Werman, who has a general production agreement with CBS that requires him to produce three albums a year for any CBS label, outside of his responsibilities as an Epic A&R executive. "All the gold and platinum albums I've ever worked on are from groups that I had signed myself."

Werman credits much of his success in the studio to the personal affinity between

(continued on page 18)

### N.Y. Assembly To Hear Crowd Safety Proposal

NEW YORK — A new crowd safety bill requiring increased security presence, earlier door-opening times and limited "festival seating" will be introduced this week in the New York State Assembly by Assemblyman Pete Granis.

The bill, which will apply to 5,000-plus seat venues, requires six guards per thousand attendees and door-opening one hour before showtime for reserved-seat shows, or seven guards per thousand and a two-hour lead time for unreserved seating. "Festival seating" capacity will be set at 5% above the reserved seating limit. Guards will be required at either type of show to police the entrances.

The bill, a revised version of one unsuccessfully introduced last year, will permit local governments to set their own rules for their areas if they act prior to July 1, 1982.

Granis hopes to introduce the bill in the Cities Committee which includes a number of its 30 co-sponsors.

### Clapton Sets Dates For National Concert Tour

LOS ANGELES — RSO recording artist Eric Clapton will be embarking on a four-month long, concert tour of the United States in March in support of his first studio album in two years, "Another Ticket," which is scheduled for release on Feb. 27.

The first leg of the tour, beginning March 2 in Portland, Ore., will include 29 dates ending April 11 at the Oakland Coliseum. The second part of Clapton's nationwide tour begins May 1 in Indianapolis and will include 28 dates, ending in Atlanta on June 7.

## NEW AND DEVELOPING ARTISTS

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**JUICE NEWTON** (Capitol 4976)  
**Angel Of The Morning** (3:49) (Blackwood Music, Inc. — BMI) (C. Taylor) (Producer: R. Landis)

This cover of Merilee Rush's 1969 pop hit is rapidly becoming a certifiable radio smash for the Virginia Beach-bred songstress and should provide the country artist with the perfect crossover vehicle. The grand string arrangements and resounding timpani are perfectly balanced by light acoustic guitar.



**THE ROVERS** (Cleveland International/Epic 19-51007)

**Wasn't That A Party** (3:39) (United Artists Music Co. — ASCAP) (T. Paxton) (Producer: J. Richardson)

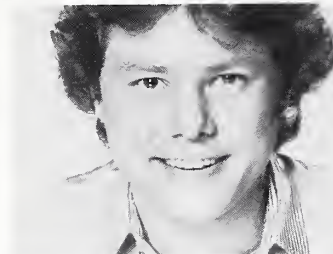
Already breaking out of the Midwest, this will take a lot of folks by surprise. The Rovers are none other than a re-named Irish Rovers, dropping the Irish and ethnic schtick here. However, this is a drinking song with amusing background effects and lyrics. A top pop radio debut.



**FRANKE & THE KNOCKOUTS** (Millennium YB-11801)

**Sweetheart** (3:46) (Big Teeth Music Pub. Corp. — BMI/Bright Smile Music Pub. Corp. — ASCAP) (F. Previte, W. Elworthy) (Producer: S. Verroca)

If there was a recipe for creating a hit record, then Franke & The Knockouts must have gone to the cookbook for this one. A smidgen of the famed McDonald-Loggins pop/R&B rhythm, a dash of Toto keyboards and vocals and other assorted ingredients will stir up heavy pop, AOR action.



**DAN HARTMAN** (Blue Sky ZS6 70053)

**Heaven In Your Arms** (3:34) (Silver Steed Music, Inc. — BMI) (D. Hartman) (Producer: D. Hartman)

Since exiting the Edgar Winter Group, Hartman has been tagged principally as a disco artist, based on the success of the dance smash "Instant Replay." This transition record, an expertly produced mid-tempo pop/MOR ballad, has all the earmarks of a Top 40 hit, though. The sublime vocals, layered with particular care, should make it a pop, A/C killer.

**SWEAT BAND** (Uncle Jam ZS6 70067)  
**Body Shop** (3:59) (Rubber Band Music, Inc. — BMI) (G. Shider, W. Collins) (Producer: B. Collins)

The groove continues . . . on this followup from Sweat Band to the Top 25 B/C single "Freak To Freak." It's most apparent that Bootsy has put the ultra production Boot in here — in other words, there's plenty of "controlled" freakin' going on, both vocally and instrumentally, as well as a Bootsy vocal cameo and handclap rhythm. Step lively, starchildren.



**THE DAZZ BAND** (Motown M 1507F)

**Invitation To Love** (3:28) (Three Go Music/Jazzy Autumn Music Corp. — ASCAP) (M. Caloun, P. Demudd) (Producers: Dazz Band)

The title track from the Dazz Band's current LP is a glowing musical love letter with the requisite dreamy string arrangements and heart-throb harmonies that will attract B/C play. Yearning lead vocals and pulse quickening horn work put it all together in classy (and slightly jazzy) fashion.



**DYNASTY** (Solar YB-12180)

**Something To Remember** (3:54) (Spectrum VII/Mykinda Music — ASCAP/Proud Tunes-BMI) (G. Dozier, N. Beard, L. Carriere) (Producer: L. Sylvers III)

The latest from the Dynasty trio of Nidra Beard, Linda Carriere and Kevin Spencer recalls the classic mid-tempo R&B/pop classics of yore, with plenty of swinging harmonies, bright and relentlessly upbeat. Synthesizer arrangements place it in a more contemporary context, however.



**RUSS BALLARD** (Epic 19-51002)

**Rock & Roll Lover** (3:31) (April Music Inc./Russell Ballard Ltd. — ASCAP) (R. Ballard) (Producers: R. Ballard, J. Stanley)

With fangs and claws bared, Ballard and his band of Barnet Dogs rip into this ferocious rock 'n' roll exercise, as the lead guitar gets a good workout together with a pumping kick drum. Backstage rock love is the theme here, which should readily appeal to AOR listeners (especially boys), along with the aggressive vocals.

## FEATURE PICKS

## HITS OUT OF THE BOX

**ROCKPILE** (Columbia 11-60503)

**Heart** (2:36) (Plangent Visions Music, Inc. — ASCAP) (N. Lowe) (Producers: N. Lowe, Rockpile)

This rambunctious mix of early rock sentimentality and revved up "Pile-drivin'" rhythm could get the dead twisting. These guys have a musical heart that pumps as hard and true as any around. Now it's up to Top 40 to play 'em.

**PHOEBE SNOW** (Mirage WTG 3800)

**Games** (3:37) (Jaspers Jeeters Music — BMI/Black Platinum Music, adm. by Analog — ASCAP) (V. Melamed, A. Farber) (Producers: G. Ladanyi, R. Canata)

The folk-jazz instrumental trappings that marked such Snow hits as "Poetry Man" have been eschewed in favor of a spacey keyboard and guitar dominated sound on this single from the forthcoming "Rockaway" LP. The transition suits Snow to a T.

**YES** (Atlantic 3801)

**Run Through The Light** (4:26) (Topographic Music Ltd., adm. by WB Music Corp./Island Music, adm. by Ackee Music, Inc. — ASCAP) (Downes, Horn, Howe, Squire, White) (Producers: Yes)

Like much of the material from "Drama," this single seems to recall bassman Chris Squire's work on his "Fish Out Of Water" solo LP of several years back.

**BOBBY GOLDSBORO** (Curb/CBS ZS6 70052)

**Alice Doesn't Love Here Anymore** (4:00) (House of Gold Music, Inc. — BMI) (B. Goldsboro) (Producer: L. Butler)

If Harry Chapin can do a sequel to "Taxi," then why can't Goldsboro do another tearjerker in the vein of "Honey?" Goldsboro's patented vocal quiver gets a good workout on this three handkerchief number about a wife leaving home.

**FUNKADELIC** (LAX WS8 70055)

**Connections And Disconnections** (3:39) (Milwaukee Music, Inc./Key Funk Music Inc. — BMI) (Funkadelic) (Producers: G. Errico, C. Haskins, C. Simon, G. Thomas)

A bass guitar and kick drum-heavy funkathon from LAX Records' Funkadelic, this has a marching beat that's guaranteed to have B/C listeners stepping out.

**THE O'JAYS** (TSOP ZS6 70050)

**You Won't Fall** (3:21) (Mighty Three Music/Cold Music — BMI/W.E. Publishing — ASCAP) (W. Williams, R. Mason, T. Stubbs, M. Jackson) (Producers: E. Levert, W. Williams, D. Pearson)

The O'Jays are in fine vocal form, harmony-wise, on this glistening ballad from the LP "The Year 2000," as the vocal message uplifts both the group and the listener. Horn accents underline nicely.

**YOKO ONO** (Geffen GEF 49683)

**Walking On Thin Ice** (t:58) (Lenono Music — BMI) (Y. Ono) (Producers: J. Lennon, Y. Ono, J. Douglas)

Ono's eerie, almost prescient, dance-oriented rock cut, mixed the night her husband died, features some dramatically discordant Lennon lead guitar work and hypnotic rhythms. The vocals are experimental, it would seem, from straight singing to wretching noises.

**THE OHIO PLAYERS** (Boardwalk WS8 5708)

**Try A Little Tenderness** (3:53) (Billsum Music — BMI) (J.A. Levi) (Producer: M. Pierce)

Otis Redding is a particularly hard act to follow, especially so if the act doing the covering is primarily schooled in funk . . . which is exactly the problem confronting the Ohio Players here. A good try, but this falls somewhat short of the mark.

**RUFUS** (MCA MCA-51070)

**Tonight We Love** (3:17) (Overdue Music — ASCAP) (D. Wolinski) (Producers: Rufus, J. Stronach)

The now-familiar marching rhythms and stylized horn bursts again mark this cut from the "Party 'Til You're Broke" LP, the first group album sans Chaka since "Numbers." Tony Maiden does a more than credible job on lead vocals, with a zesty backup assit. Max B/C.

**FLESHTONES** (I.R.S. SP-70954)

**Cold, Cold Shoes** (2:37) (My Idea Sound) (Streng, Zarembo) (Producer: P. Wexler)

New York's Fleshtones should actually heat up a lot of shoes with this DOR number from the "Up-Front" LP. A pulsing bass and cowbell rhythm are nicely integrated with economical horn, guitar work and a handclap fade finish. Primarily for AOR, clubs.

**ERIC CLAPTON AND HIS BAND** (RSO RS 1060)

**I Can't Stand It** (4:08) (Stigwood Music, Inc., adm. by Unichappell Music — BMI) (E. Clapton) (Producer: T. Dowd)

**JOURNEY** (Columbia 11-60505)

**The Party's Over (Hopelessly In Love)** (3:23) (Weed High Nightmare Music — BMI) (S. Perry) (Producer: K. Elson)

**MARVIN GAYE** (Tamla T 54322 F)

**Praise** (3:52) (No publisher listed) (M. Gaye) (Producer: M. Gaye)

**DONNA SUMMER** (Geffen GEF 49664)

**Who Do You Think You're Foolin'** (3:55) (First Night Music — SUIZA) (P. Bellotte, S. Levay, J. Rix) (Producers: G. Moroder, P. Bellotte)

**PEACHES & HERB** (Polydor PD 2157)

**Surrender** (3:22) (Bull Pen Music, Inc. — BMI) (K. St. Lewis) (Producer: F. Perren)

**BLUES BROTHERS** (Atlantic 3802)

**Going Back To Miami** (3:54) (Fort Knox Music Co., Inc. — BMI) (W. Cochran) (Producers: B. Tischler, P. Shaffer)

## CBS Names Slaughter, Eley

NEW YORK — CBS Records has appointed Vernon Slaughter as vice president, black music and jazz promotion, Columbia Records, and Paris Eley as vice president, black music and jazz promotion, Epic/Portrait/CBS Associated Labels.

Slaughter and Eley will be responsible for directing all promotional activities on behalf of Black music and jazz releases on the Columbia and E/P/A labels respectively. Slaughter will report to Stan Monteiro, vice president, Columbia label promotion, and Eley will report to Al Gurewitz, vice president, national promotion, E/P/A. Commenting on the appointments, Bruce Lundvall, president, CBS Records Division, said, "Black music and jazz are regarded as major growth areas at CBS Records." Lundvall added that the Columbia and E/P/A field promotion staff, which concentrate on black music and jazz promotion, will be significantly increased. These staffs will report directly to Slaughter and Eley.

Prior to the appointment, Slaughter had been vice president, jazz/progressive marketing, CBS Records since 1979. Beginning his association with CBS Records in 1970 as a college representative, he was named local promotion manager for the Baltimore/Washington and Virginia markets in 1973, and in 1976 moved to New York as associated director, album promotion, black music marketing, CBS Records. In 1977 he was appointed director, jazz/progressive marketing, CBS Records.

Eley has been vice president, national promotion, black music marketing, CBS Records, since 1978. He joined CBS Records in 1975 as local promotion manager, black music marketing, CBS Records in 1976. He was named director, merchandising, black music marketing in 1977. Prior to joining CBS, Eley was program director of KCOH in Houston.



Vernon Slaughter



Paris Eley

## NAIRD Convention Set For May 28-31

NEW YORK — The 1981 NAIRD (National Association of Independent Record Distributors) convention is scheduled for May 28-31 at the Sheraton Hotel in Philadelphia. Richman Bros. Records, Inc., of Pennsauken, N.J., one-stop and distributor, will host, with Sunny Richman serving as chairperson.

Plans for the convention include workshops covering topics submitted by NAIRD members, guest speakers, entertainment and a trade show. A banquet is slated for May 30, at the Sheraton, at which this year's NAIRD Awards will be presented. Plans for the coming year will be discussed at a Sunday morning breakfast meeting.

## NLDC Adds Services

NEW YORK — NLDC (National Label Distributing Co.) has expanded its services to include national promotion. Steve Schulman, president of NLDC, said that he would work the Baltimore-Washington and Philadelphia markets himself and reinforce his local distributor promotion people. NLDC is located at 1529 Walnut Street, 6th Floor, Philadelphia, Pa. 19102.

## Raitt Offices Relocate

LOS ANGELES — Warner Bros. artist Bonnie Raitt's management office, which is under the supervision of Jeffrey Hersh, recently relocated to 1574 Crossroads of the World, suite C-1, Hollywood, where Hersh will continue to provide financial and general office services for the vocalist.

## EXECUTIVES ON THE MOVE



Olinick

Brown

Massie

Goodman

**Olinick Named By RCA** — The appointment of Martin Olinick as division vice president, business affairs-west coast, has been announced by RCA Records. Since 1975, he has been director, business affairs-west coast, having transferred from New York to Los Angeles that same year. He was admitted to the California Bar in 1979 and is a member of the New York Bar.

**Changes At PolyGram** — PolyGram Records, Inc., has announced two new additions to the label's country music promotion department — John Brown, western regional country promotion manager; and Steve Massie, midwest regional country promotion manager. Brown was most recently a radio and merchandising consultant to Warner/Viva Records and Casablanca West. Prior to that, he was marketing director for MCA's country division. Massie, based in Chicago, has held positions as local promotion manager for Phonogram/Mercury Records, regional promotion manager for RSO Records, and, most recently, as field promotion representative for RCA Records.

**Goodman Named At RCA** — RCA Records has announced the appointment of Randy Goodman as administrator, artist development services, RCA Records, Nashville. He was previously with the Creative Services Division of Nashville's Top Billing, Inc., as national press coordinator.

**Alfa Names Molzan** — Caroline Molzan has been appointed production manager at Alfa Records. She has had experience in production management with Liberty, Dot, MGM and 20th Century Records, and leaves A&M as accounting supervisor to join Alfa.

**Peer-Southern Organization** — The Peer-Southern Organization has announced the appointment of John De Lorenzo as comptroller and manager of business services. Prior to joining the organization, he was manager of accounting for RCA Records.

**Mandel Promoted At Chappell** — Frank Mandel has been promoted to director of the copyright department of Chappell and Intersong Music. Mandel, who has been a manager of copyright since January 1977, heads the copyright department for Chappell and Intersong, their administered companies and affiliates.

**ASCAP Promotes Garfield** — ASCAP has announced the promotion of Wendi Garfield to west coast public relations coordinator. She has been with the firm over three years and previously served as office manager of ASCAP's west coast membership division.

**TDK Appoints Grassi** — TDK Electronics Corp. has announced the appointment of Robert J. Grassi to eastern district industrial/professional sales manager. Prior to joining TDK, he was with the Memorex Corp., where he served as area manager in the corporation's A/V Professional Division.

**Estrin Joins Warner** — Herbert A. Estrin has joined Warner Home Video, a division of Warner Communications Inc., as senior vice president, finance and administration. For the past year he was a financial consultant to companies engaged in the entertainment, hotel and casino fields as well as an investment advisor to individuals.

**Tompkins At RCA** — David D. Tompkins has been named vice president for industrial design for RCA's television, VCR and VideoDisc products. He succeeds Tucker P. Madawick who has retired after 21 years of directing the Division's industrial design activities. Tompkins established his own design firm in Boulder, Colo., in 1979. He organized the Columbus, Ohio, chapter of IDSA last year.

**Starr Named** — Peter Starr has been named publicity/promotion coordinator for "The Merv Griffin Show" for Metromedia Producers Corp. Most recently he operated Starr Struck Productions, an independent worldwide publicity/promotion firm. Prior to that he was national director of publicity for ABC Records; publicist, west coast for Columbia Records and Music Division publicist at Rogers & Cowan, Inc.

**Holtzman Named At AGAC** — The Executive Committee of the American Guild of Authors and Composers (AGAC) has just appointed songwriter Jonathan Holtzman as the new special projects director.

**Wolf & Rissmiller Names Holmes** — Margaret Holmes has been named administrative assistant at Wolf & Rissmiller Concerts of Beverly Hills. She had been in an administrative capacity of Lookout Management for about a year, and before that had been associated with Hartmann & Goodman Management, for 5½ years, and also with Clover Recorders.

**Strickland Joins Top Billing** — Top Billing has announced the appointment of Stan Strickland to tour publicist and national radio coordinator. He comes to the Nashville agency from Panama City, FL, where he was employed by Atwell Advertising as an account executive in advertising sales.

**Fox Leaves Swan Song** — After four years at Swan Song Records, Mitchell Fox has left to form Annod Productions and Mitchell Fox & Co., to develop and produce music and graphic artists. They will be located at 234 East 77th Street, New York, N.Y. Suite #3A 10021 (212) 472-9888.

**Waxie Maxie's Adds Penner** — Waxie Maxie's has announced the appointment of Marcy Penner as advertising manager. She was formerly the media director for Rozicer-Trotter & Some Others, a Washington, D.C., based ad agency.

**Reeder Named At Showco** — Randy Reeder has been appointed director of sales for Showco, Inc., and Showlites, Inc. In his new position, he will be responsible for both domestic and international sales and client relations for the affiliated sound reinforcement and lighting companies.

**Sherwin Named At Goddard** — Jane Elizabeth Sherwin has been named account executive with The Goddard Company. Sherwin, a graduate of the University of Southern California School of Journalism, has worked for several years as an assistant medical science writer.

**Diehl Appointed At REC** — Tom Diehl has joined REC Marketing as national sales manager. Prior to joining REC Marketing, he was the national sales manager for Lieberman Enterprises.

**Garfield Retires** — Harry Garfield has retired as a vice president of Universal Studios, Universal TV and MCA Music. He came to MCA in 1960 after working at Warner Bros. Music (formerly M.P.H.C.) where he had been assistant to the president.

**Irving Appointed At E/P/A** — Heather Irving has been appointed merchandising manager, west coast, Epic/Portrait/CBS Associated Labels. She will be responsible for coordinating all aspects of the E/P/A west coast merchandising department.

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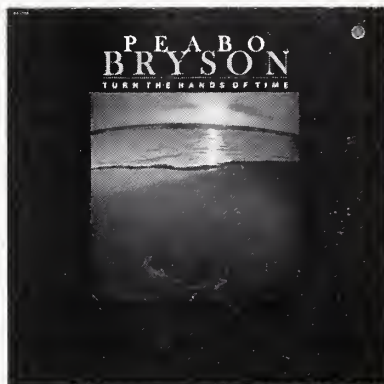
**COCONUT TELEGRAPH** — Jimmy Buffett — MCA-5169 — Producer: Norbert Putnam — List: 8.98

The old nautical wheeler has been extolling the virtues of rum, permanent vacations and life in the Florida Keys for the past ten years. Thankfully his pina colada covered soft rock and classic wit still sound as fresh as ever on "Coconut Telegraph." Songs like the title track and "The Weather Is Here, Wish You Were Beautiful" should send folks running for the nearest travel agent as his sun bleached and sandy tunes are almost like mini-Caribbean vacations. A hit starboard side for pop, AOR and country formats.



**TURN THE HANDS OF TIME** — Peabo Bryson — Capitol ST-12138 — Producer: Peabo Bryson — List: 7.98

Peabo Bryson is turning out to be the American Gigolo of the contemporary R&B scene: his recent duets with Roberta Flack, Natalie Cole and Melissa Manchester have truly been affairs to remember. And while he's a gold selling artist and every bit the caliber of Teddy Pendergrass, he hasn't earned the reputation of a T.P. In an effort to gain him some acclaim, Capitol has gone into the vaults and remixed and sweetened 10 unreleased Bryson tracks. Slick, soulful and rendered with an emotion that few B/C singers can muster, these mothballed tracks are given a new life.



**STANDING ON THE ROCK** — Edgar Winter — Blue Sky JZ 36494 — List: 7.98 — Bar Coded

Mr. White Trash has returned to his rockier roots on "Standing On The Rock." And while the last few albums had been moving in a funk direction, he's back with that old R&B-edged four on the floor that made him famous. Songs like "Star Garbage" and the title are immediately reminiscent of "They Only Come Out At Night." And yes, folks, there is a "Frankenstein." Winter romps his way through another synthesizer/sax-powered monster of a song in "Martians." Other tracks of note are a lovely ballad called "Love Is Everywhere" and a ballsy R&B number entitled "Everyday Man."



**SHEENA EASTON** — EMI America ST-17049 — Producer: Christopher Nell — List: 7.98

Scottish newcomer Easton is introduced to the American market via this fine self-titled debut. Led by the song "Morning Train (Nine To Five)," already a hit in the U.K. and climbing the charts here, Easton displays a smooth, stylish sound reminiscent of Laura Nyro in her "New York Tenderberry" days. This well-balanced LP moves from smooth ballads like "Cry" to upbeat pop/rockers like "Modern Girl" to the bright and bouncy "Don't Send Flowers." Pop, A/C and, B/C programmers will like this one.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

**FEELIN' ALL RIGHT** — New Riders Of The Purple Sage — A&M SP 4818 — Producer: Chuck Mellone — List: 7.98 — Bar Coded

This group of San Francisco cowboys took the feel of the Grateful Dead's "Workingman Dead" LP and have since refined it into their own pedal steel, high harmony country rock style. After too long a stay away from vinyl, the boys are back with a new label (A&M) and a diverse new album. The band touches on Firefall's country pop, as well as reggae, straight ahead rock and a taste of the early Eagles on this effort.



**BOY** — U2 — Island ILPS 9646 — Producer: Steve Lillywhite — List: 7.98

Production wizard Steve Lillywhite has thankfully maintained the garage band sound of this raw but talented foursome. There is a useful enthusiasm in the band's straight-edged wall of sound, but also an extreme air of confidence in the new wave delivery. A little more mature than Irish wild boys like The Undertones, this Dublin-based act should fare well on the AOR airwaves with the jig-like "I Will Follow" and the torrid "Out Of Control."

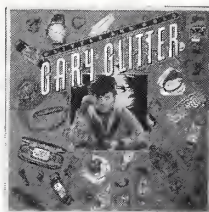


**SHADES** — J.J. Cale — MCA-5188 — Producers: Audie Ashworth and J.J. Cale — List: 7.98

Cale's hypnotic but subdued boogie blues remains one of the most distinct sounds in popular music. His influence on the styles of such hot guitarists as Eric Clapton and Mark Knopfler is undeniable, and disbelievers should check out "Deep Dark Dungeon" and "Pack My Jack" on this album. His snakey blues licks and soft 'n' raspy voice are in top form on "Shades." And while his sound is not the most energetic around, it's certainly one of the most listenable.

**GLITTER AND GOLD** — Gary Glitter — Epic 3E 36848 — Producer: Mike Leander — List: 4.98-EP — Bar Coded

Gary Glitter should not be mistakenly glossed over as the latest new waver. The Glitter man is a bit of a stranger on these shores, but in '71 he was the rage in England. His brilliantly produced, storm trooping rock 'n' roll sound was the nazz during glam rock era of T-Rex, The Sweet and David Bowie. Glitter classics such as "I Am The Leader Of The Gang" have been revived for this quaint greatest hits Nu-Disk.



**DANCE CRAZE** — Various Artists — Chrysalis CHR 1299 — Producer: Various — List: 7.98 — Bar Coded

Unless you've been hermetically sealed in a mayonaise jar for the past year, you've probably heard about the ska revival in Britain. The volatile mix of reggae, rock and R&B stylings has become a staple in dance clubs throughout the world and stands as one of the new wave's most engaging byproducts. Ska greats such as The Specials, The Beat and Selecter grace this exciting live package. There's a whole lot of skanking going on and AOR should jump on it.

**FRESH FRUIT FOR ROTTING VEGETABLES** — Dead Kennedys — I.R.S. SP 70014 — Producer: Norm — List: 7.98

London had the Pistols, New York had the Ramones and now San Francisco has unleashed The Dead Kennedys on the world. Favorites on the Bay Area scene for years, the band, led by the enigmatic Jello Biafra, plays in a raw, choppy style that you either love or hate, but it can't be beaten for sheer power and energy. Biafra's darkly satirical lyrics, like the best black humor, go straight for the jugular, as songs like "Kill The Poor" and "Holiday In Cambodia" illustrate.

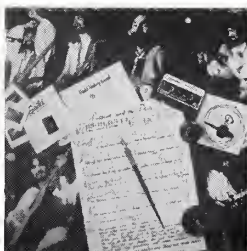


**ROCKET 88** — Atlantic SD 19293 — Producer: Ian Stewart — List: 7.98

Every rock 'n' roller under the age of 30 should be made to listen to this album, as it is a classic exercise in English boogie woogie-blues, aka the music that begat the British Invasion. A who's who of the genre, including such rock pioneers as Alexis Korner, Jack Bruce and Charlie Watts, has been assembled for this spirited live recording. Other notable blues swingers on this New Orleans-inspired album are John Picard, Colin Smith and Bob Hall.

**FRANK HOOKER AND POSITIVE PEOPLE** — Panorama BXL1-3853 — Producer: James Purdie — List: 7.98 — Bar Coded

This East Coast-based unit has a vintage pop/R&B sound that should send memories running back to the early days of Philly soul. Hooker's powerful tenor is surrounded by a honeycomb of MFSB-styled string and horn arrangements that suits the album's many ballads perfectly. Top tracks on this soothing serving of soul are "Early In The Morning" and "I Wanna Know Your Name."



**PASSION AND THE PAIN** — Todd Hobin Band — Aries AA 9150 — Producers: Todd Hobin and Bob Attridge — List: 7.98

This upstate New Yorker has been a favorite in Northeast colleges for the past several years, but his second LP on Aries Records should finally get his Springsteen-influenced rock some national exposure. His well-oiled five-piece rockin' machine has a lot of straight ahead rock fire, and its journeyman-like abandon should take hold with AOR programmers like Michael Stanley did earlier this year. Top tracks are the title, "Angel" and "I Want You."

**INTERPLAY** — Larry Santos — Overture OV 1201 — Producers: Various — List: 7.98

If Santos' voice sounds familiar, it's because you hear him daily crooning commercials for people like Pan Am and Seven-Up. He had a minor hit on Casablanca with "We Can't Hide It Anymore," but his Richie Havens-styled gentle rasp sounds better than ever on tracks like "Sailing Away" and "If I Could" on this LP. His nicely orchestrated pop is perfect A/C fare.



## Creative Packaging Helps Agents To Fill Tour Void Left By Superstar Acts

(continued from page 8)

a band made up of five headliners — Stanley Turrentine, Roy Ayers, Jean Carn, Lonnie Liston Smith and Bobbi Humphrey — all on the same stage together."

### Cost Cutting Vital

Shelly Schultz, vice president, music division, East Coast at ICM, stressed the importance of economizing in making a tour successful today, and said that the acts themselves clearly understood the need to tighten the belt. "There's a lot more intelligence on the part of today's acts," he maintained. "The willingness to economize separates the men from the boys. Crews are being reduced, musicians are doubling up in rooms, headliners and openers are working cooperatively. We're all working a lot harder for a lot less."

Barbara Skydel, executive vice president of Premier Talent Agency, added that her company "has always packaged tours, from the very beginning, and is continuing to do so," but that "right now there's a lack of that magic \$5,000 middle-level 'special guest' act than can make shows really happen. Still," she pointed out, "even in a bad year, we were able to break Pat Benatar, the B-52's, Talking Heads and Steve Forbert, so those middle-level bands are on their way up."

### Club Circuit Dry

Rick Bloom, owner of Rick Bloom's Office, an independent, L.A.-based agency, attributed the lack of middle-level bands today to the drying up of the club circuit from 1975-78. "During that time, everything was superstars. The club scene died out, and no one was developing new talent. I was booking the Troubadour at that time, and, quite honestly, there was no one to book. The talent had priced itself out of the clubs. Jimmy Buffett was the last artist of that era to break through the clubs."

"Today," he concludes, "promoters will move to smaller venues or not book at all."

The rationale behind the move towards regional booking and small venues, especially for the newer acts, has been understandable in light of the fact that fewer and fewer acts are being offered tour support by their labels. According to Wayne Forte, head of the East Coast music depart-

ment at the William Morris Agency, "Acts would rather stay close to home and work than tour the country and lose money."

Rick Bloom concurred, saying, "You've got to keep acts near home until their growth is sufficient enough to warrant expansion." He cautions, though, that acts must be booked strategically in their home areas to avoid overexposure. "We look for secondary cities within a hundred miles from home and try to establish a foothold there and, if possible, try to find one other general marketplace that the act can play, but an act shouldn't play at home more than every other month."

### Choosing Region Important

Forte cited three criteria for choosing what region a new group should go into — airplay, record sales and the probability of longevity in the region, with the consensus being that airplay is still the most important factor in determining what region to mine. For most new acts, most agents surveyed agreed that the Northeast and West Coast are the two most desirable areas for initial exposure, given their status as media centers, but that there are also exceptions to the rule.

Although observers of the industry might see such trends as regionalization and decreased tour support as totally negative developments, some of the agents surveyed obviously thought that in the longrun they may be beneficial. Premier's Barbara Skydel cited the sometimes extravagant tour support given during the mid-'70s for "having created unrealistic spending."

Meanwhile, ICM's Schultz commented that "For smaller acts, playing smaller venues can often mean increased visibility in an area. For bigger acts, we're looking to do two sold-out shows in 3,500 seaters rather than one half-full show in a 12,000 seat arena. It's better for the act, and it's better for the promoter."

## Boulding To Manage MCA Black Music Dept.

LOS ANGELES — Jerry Boulding was recently named managing director of black product for MCA Records, replacing Jan Barnes in the position. Boulding comes to the post from KDIA/Oakland, where he served as program director.

Boulding has also handled programming or consultant chores at WVON, WWRL, WCHB and WOL, among other stations.

Effective immediately, Boulding will commence his duties at MCA's national office at 70 Universal City Plaza, Universal City, Calif.

## WCI Earnings Increase

(continued from page 8)

preceding year. The 1979 earnings are before a gain of \$91.6 million realized from the sale of a 50% interest in WCI's cable subsidiary to the American Express Co. With this gain included, WCI's net income for 1979 totalled \$200.7 million.

WCI's board of directors voted a 2-for-1 stock split, effective Dec. 30, 1980. The board also voted to raise the cash dividend 36% on all shares. This new rate begins with the dividend payable on Feb. 16, 1981, and represents the ninth consecutive year in which WCI has raised the common stock dividend.

## CBS 1980 Profits Up

(continued from page 8)

ter and for the full year. 1980 profits in the Musical Instrument Division declined only slightly from the 1979 level, but the Columbia House Division experienced an operating loss. In a series of actions designed to strengthen its performance, the Group discontinued or sold a number of marginal operations in the House and Musical Instruments Divisions.

**THIS MUSIC OF BUSINESS** — Street talk has been going RCA's way these days. Reports are that Solar has definitely repacked with the firm, moments before **Dick Griffey** was to have moved his label to Elektra. Similarly, **David Bowie** may also repack, rather than accept rival labels' offers, based on RCA's strength in video. Other RCA talk has **Don Ellis** returning to America to head the firm's A&R division. . . . Associated labels of the majors are quietly rehiring independent promotion men. . . . The first midlines from a P&D label bow this spring when CBS puts out LAX's **War** catalog, which includes LAX's recent master purchases from UA and MGM. . . . Look for the hot team of **Jerry Love** and **Michael Zager** to orchestrate a comeback for the **Four Tops** like they did for the Spinners. . . . Are **Yes** and their from-the-beginning manager **Brian Lane** on the verge of breaking up?



**CARRASCO'S TV GUISE** — Hannibal recording artist Joe "King" Carrasco and the **Crowns** recently brought its brand of new wave Tex-Mex music to Saturday Night Live. Carrasco, with cape and crown, is pictured second from left.

responding to therapy. The rastaman is being treated five times a week by **Dr. Josef Issels**, one of Germany's most prominent specialists. . . . **Paul Simon** will host the Grammys. . . . the Clash's **Mick Jones** is in town to produce **Ian Hunter's** next album.

**WINNING WITH GARLAND JEFFREYS** — Only once every few years does an artist come up with an album that represents a dramatic turnaround of personal fortune, and in the best Rocky-type tradition turns losing into winning. In over the past 10 years, only on albums like **Sly's** "Dance To The Music," and **Earth, Wind, and Fire's** "That's the Way of the World," have we heard from artists who turned fatalism to optimism in the space of one vinyl offering to the next. Now, with the release of **Garland Jeffrey's** debut LP on Epic, "Escape Artist", New York's self-styled "restless keeper of the underground" has rejected the fatalism of his last offering, "American Boy And Girl," for an album (and an accompanying EP and single, "96 Tears") that brims with the spirit of victory. "I was definitely down when I recorded 'American Boy And Girl,'" Jeffrey told **Cash Box**. "I had just ended a three-year love affair, and all I could see was the down part of New York." Jeffrey's blue spirit was deepened by the record's lack of commercial success. But Jeffrey's turnaround came with "a lot of soul searching, and deciding that nothing was going to stop me," coupled with the European success of a single from the album, "Matador," which went gold in Germany and charted top five in five other European countries. "I got more support from my European company (CBS) than I did here, and it was the European success that helped rejuvenate me." As a result of CBS' support overseas, Jeffrey signed with the firm domestically and recorded the new album that reflected "my move away from New York: my escape from provincialism." Under Jeffrey's own auspices as producer, combined with **Bob Clearmountain**, who engineered, and CBS folks, "who made the calls," Jeffrey assembled an all-star cross-continental cast of musicians that included members of the **E-Street Band**, dubmasters like **Big Youth** and **Linton Kwesi Johnson**, and members of the **Rumour**, with whom he'll tour 10 European and Scandinavian countries in this month.

Jeffrey's brand of urban music has been increasingly dosed with reggae, and Jamaican media people man **Earl Chin** has called him the only American doing it right. As a result, Epic is releasing the album with an accompanying mostly-reggae EP, and to the label's credit, it will be marketed separately as a 12" for Jamaican communities. Jeffrey, however, would like to experience crossover of another kind. "I'm part white, Puerto Rican and black," he explained, "and if there was one dream I'd like to see come true, it would be to have exposure on black radio. While my European audience cut across all class and racial barriers, my audience is still somewhat restricted here." In the meantime, Jeffrey's schedule remains jam-packed. After his European tour he'll return to play America, break for a few weeks, then tour Japan and Australia. Jeffrey's, whose music has always been cinematic

in its imagery, is also scoring the music to a set-for-'81 movie called "The Break," in which he'll also have a starring role. More immediately, he shot two videos in January to accompany the release of the album. In parting, we told Jeffrey that the turns his career has taken recall those of fellow New York legend **Lou Reed**, who has recently found marital bliss after many years of having to look up to see down. "I've known Lou for almost 20 years," recalled Jeffrey. "We just had dinner last week and we were having a terrific time just feeling good about ourselves."

**SNIFFS 'N' SNORTS** — **Genya Ravan** and **Ronnie Spector** are collaborating on Spector's second Polish album. . . . **Kurtis Blow** plays Harlem World on Feb.

20. I'll be there this weekend for their "Battle of the Rap DJs." . . . Warner Bros. will release a **Little Feat** 2-LP compilation LP. . . . **Wilson Pickett**, **Solomon Burke** and **Don Covay** will take the Soul Clan show on the road this spring. At the same time, look for a trio consisting of **Chris Spedding**, **Busta Jones**, and **David Von Tiegham** to tour. . . . On April 5, this town will rock harder than it can remember when **Alan Pepper** and **Stan Snadowski** bring **Room Full Of Blues**, fronted by the legendary **Roy "Good Rockin'" Brown** to the Bottom Line for an evening of big city jump-blues.



**14 KARAT SOUL SINGING** — Local New York favorites 14 Karat Soul recently performed on Saturday Night Live. The group, which records for Jersey City, N.J.-based Catamount Records, recently recorded a demo financed by Warner Bros.

aaron fuchs

# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK



**EVANGELINE • EMMYLOU HARRIS • WARNER BROS. BSK 3508**

**Breaking out of:** Dallas, Oklahoma City, Houston, Nashville, Memphis, Atlanta, Charlotte, St. Louis, Milwaukee, Chicago, Cincinnati, Indianapolis, Denver, San Francisco, Phoenix, Portland, Los Angeles, Baltimore/Washington, Boston.

**RADIO:** Good Initial Reaction To "Mr. Sandman" Single At Pop And Country Radio.

**MERCHANDISING AIDS:** Posters, 1x1 Flats.

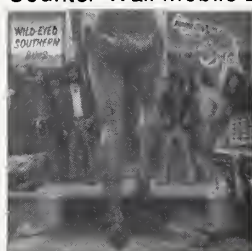
## ALBUM BREAKOUTS

**COCONUT TELEGRAPH • JIMMY BUFFETT • MCA 5169**

**Breaking out of:** Miami, Tampa, Jacksonville, Atlanta, Houston, San Antonio, Memphis, Richmond, Cleveland, Detroit, Milwaukee, Chicago, Indianapolis, St. Louis, Denver, Phoenix, San Francisco.

**RADIO:** It's My Job (45): #92, Top 100 Singles Chart.

**MERCHANDISING AIDS:** 15"x39½" Teaser Banners, 1x1 Flats, 2x2 Cover Blowups, Multi Use Counter-Wall Mobile Display..



**WILD-EYED SOUTHERN BOYS • .38 SPECIAL • A&M SP-4835**

**Breaking out of:** Atlanta, Memphis, Dallas, Charlotte, Denver, Salt Lake City, San Francisco, Sacramento, Portland, Seattle, Chicago, Milwaukee, Indianapolis, New York, Baltimore/Washington.

**RADIO:** Steadily Increasing Rock Album Airplay.

**MERCHANDISING AIDS:** 2x2 Posters, 1x1 Flats.

**ROWDY • HANK WILLIAMS, JR. • ELEKTRA/CURB 6E-330**

**Breaking out of:** Memphis, Nashville, Dallas, Oklahoma City, Houston, San Antonio, Atlanta, Kansas City, St. Louis, Minneapolis, Denver, Salt Lake City..

**RADIO:** Texas Women (45): #23 Bullet, Country Singles Chart.

**MERCHANDISING AIDS:** Banners, 1x1 Flats.



**CHAIN LIGHTNING • DON McLEAN • MILLENNIUM/RCA BXL 1-7556**

**Breaking out of:** Atlanta, Miami, Richmond, Dallas, Nashville, Oklahoma City, Denver, Portland, Seattle, Los Angeles, San Diego, St. Louis, Minneapolis, Milwaukee, Baltimore/Washington, New York.

**RADIO:** Crying (45): #17 Bullet, Top 100 Singles Chart; #35 Bullet, Country Singles Chart.

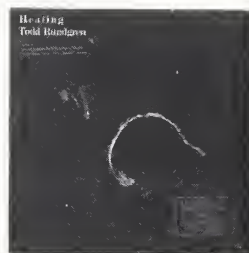
**MERCHANDISING AIDS:** 1x1 Flats, Posters, Interview Record, College Radio Special.

**HEALING • TODD RUNDGREN • BEARSVILLE BHS 3522**

**Breaking out of:** Cleveland, Columbus, Indianapolis, Chicago, St. Louis, Boston, Philadelphia, Baltimore/Washington, Oklahoma City, Houston, Atlanta, Phoenix, Los Angeles.

**RADIO:** Most Added Album, Rock Album Radio Report.

**MERCHANDISING AIDS:** Posters, 1x1 Flats.



**MAGIC • TOM BROWNE • GRP/ARISTA 5503**

**Breaking out of:** Baltimore/Washington, Philadelphia, Buffalo, Milwaukee, Chicago, Indianapolis, Memphis, Atlanta, New Orleans, Miami, Denver, Los Angeles.

**RADIO:** Thighs High (Grip Your Hips And Move) (45): #18 Bullet, Black Contemporary Singles Chart.

**MERCHANDISING AIDS:** 2x2 Flats, Mini Covers.

**MONDO BONGO • THE BOOMTOWN RATS • COLUMBIA JC 37062**

**Breaking out of:** Boston, New York, Dallas, Oklahoma City, Houston, Atlanta, Memphis, San Antonio, Chicago, Denver.

**RADIO:** Steadily Increasing Rock Album Airplay.

**MERCHANDISING AIDS:** Album Flats, Artist Poster, Regular Poster



## WHAT'S IN-STORE

**SUKIYAKI** — In the final stage of a three-part marketing strategy designed to promote "Sukiyaki," the new single by **A Taste of Honey**, Capitol Records released 6,000 copies of the record die-cut in the shape of an oriental fan. The limited-edition promotional disc was made available to Top 40 and R&B stations. In announcing the special disc, Capitol's first since a series of colored wax LPs in 1978-79, **Dennis White**, Capitol's vice president of marketing, said: "We intend to call attention to this single because we feel that it will establish once and for all A Taste of Honey's credibility in the pop marketplace." The first stage of the campaign was initiated during the first week of the new year when white-label double A-sided copies of the disc were made available to radio stations, and stock copies were serviced to retail outlets. The stock copies were affixed with Capitol dark purple labels and released inside a four-color sleeve depicting A Taste of Honey's **Hazel Payne** and **Janice Marie Johnson** in traditional oriental dress, standing on a wooden bridge surrounded by lush foliage. Phase two began two weeks later, when pop and R&B stations were re-serviced with the single. This was also double A-sided, and was stuffed inside the four-color sleeve along with an oriental fan to which a 4' x 4' card featuring the graphic was attached. The surface of the fan-shaped record was die-cut to precisely accommodate the grooves of "Sukiyaki." It is one-sided and features the photograph on the label as well as on the LP-sized sleeve in which the record is enclosed.

**VALENTINE CONNECTION** — **KROY** radio in Sacramento, Calif. invited its listeners to put their hearts on the line on Valentine's Day. Two Wats lines were installed at the new **Record Factory** outlet on Howe Avenue and **KROY** listeners could call their sweethearts anywhere in the United States between 10 a.m. and 8 p.m., compliments of **KROY**.

**TASTIEST GIFTS IN TOWN** — **Licorice Pizza** stores came up with their own Valentine Day promotion based on the theme "Show Your Love With the Gift of Music." The push featured treasured oldies that were on sale for \$3.99.

**FRAZE CRAZE** — Local morning DJ at **KLOS/Los Angeles**, **Frazer Smith**, recently dropped by **Tower Records/Sunset** masquerading as the debonair **Le Continental** for Valentine's Day to sign greeting cards that he had previously sent out to his listeners.

**THE CAVAGE PATCH** — **Cavages Record** stores, in conjunction with radio station **WGRQ**, **Epic Records** and **Epic recording group Cheap Trick**, is having a special promotion, "Cheap Trick Concert Spotlight," which coincides with the group's appearance at the Memorial Auditorium in Buffalo on Feb. 18. Winners in the promotion will receive tickets to the concert, plus an invitation to go onstage to join Cheap Trick in the song "The King Of The Whole Wide World." To be eligible, contestants will be required to fill out an entry blank at any Cavages or mail a post card to **WGRQ**. Cavages in-store promotion of the contest consists of flyers, signs and various in-store displays.

**RECORD BAR NEWS** — The Record Bar, Inc. will hold its eighth annual convention July 26-29 at Hilton Head Island, S.C., it was announced by convention coordinator **Jackie Brown**. Brown said that the convention, which is being held approximately a month earlier than in the past few years, will again be at the Hyatt at Palmetto Dunes. The annual convention is designed expressly for the 110 Record Bar store managers. With the opening of the new Record Bar in Athens, Ga. on Feb. 11 (the second outlet in that city), there will be a total of 111 stores. Six more openings are scheduled for March. The convention format combines business and recreation for Record Bar personnel and includes entertainment by top performers. Last year's convention, which celebrated the Bar's Platinum Anniversary, included a performance by Motown recording group the **Commodores** in recognition of the 20 years that both Record Bar and Motown have been in the record industry.

**DOCTOR'S APOTHECARY** — **WAWA** radio, one of Milwaukee's top soul stations, has come up with a discount card. It will be honored on Thursdays at **Radio Doctors & Records, Ltd.** in Milwaukee. The bearer of the card receives a dollar off the regular price of an album.

**REGIONAL BREAKOUTS** — **Marty Robbins**, **B.B. King** and the **Gary Glitter 10'** in the South... **Steve Cropper** and **Nolan & Crossley** in the Midwest... **Ozone**, **Tantra** and **Dan Siegel** in the West... and **Gene Dunlap**, **Sharon Redd** and **4 Out Of 5 Doctors** in the East.

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

linda ardit



**STUDENTS ARE FAST AT TURTLES** — The grand opening of Atlanta-based **Turtles Records'** 17th location was well received by many of the students at neighboring **Emory University**. The 1,800 square foot store is the chain's 14th metro location with other stores located in **Athens**, **Gainesville** and **Rome, Ga.**

## Regional Approach Stressed At WEA 1981 Spring Marketing Staff Meetings

LOS ANGELES — The debut of regional "Dig For Local Gold" awards and a variety of meetings, seminars and rap sessions on sales, advertising, promotion, merchandising, video, order-fulfillment, operations, data processing, warehousing, financing and credit highlighted the annual Warner/Elektra/Atlantic (WEA) Corp. Spring Marketing Meeting, held this year at the Doubletree Inn in Phoenix, Ariz., Jan. 27-30. One-hundred-sixty-five key executives from WEA; the Warner Bros., Elektra/Asylum and Atlantic labels; and WCI Home Video attended the meeting, which was moved up three months from its traditional date in order to effectively implement new marketing strategies for the first quarter of the year.

"Our purpose," said WEA president Henry Droz, "was not only to present and discuss some exciting and innovative plans for the upcoming year, but also to review what we did in 1980 to make it the best sales year in our history."

### Success Story

In his keynote address, Droz noted that the company had experienced such successes in 1980 as generating "between \$4-\$5 million with a three-pocket album listing for \$20.98 (Frank Sinatra's 'Trilogy') other triumphs like "a two-pocket \$15.98 album called *Urban Cowboy* ringing in about \$23 million and becoming the number one in dollar sales for the year," and "a single day (in which) we would release and ship three albums, each of which would hit number one, in the form of Jackson Browne, Rolling Stones and Queen."

In another address to the gathered ex-

ecutives, Richard Lionetti, WEA marketing vice president, outlined planned strategies to help racks, one-stops and retailers through greater emphasis on regional marketing, event promotions, special markets (classical, jazz, country and R&B) and a new artist development program.

The new artist development plan, exemplified by the "Dig For Local Gold" awards, entailed a stronger emphasis upon regional success in breaking records. "The program is just another example of the decentralization of the WEA system," said a company spokesman. "What we are essentially stressing is that a record doesn't necessarily have to be a nationwide smash to be considered a hit."

"By recognizing local branches for their success on a record, we boost their morale," the spokesman continued, "but it's much more than just a stroke. It's recognition that a regional success can not only blossom into a national hit, but also prove a valuable means to evaluate new acts. It may give our labels another way to look at their acts, with regional successes providing enough confidence in the acts to stick with them for another one, two or three more LPs."

Recognizing such local successes, "Dig For Local Gold" awards were presented to various WEA branches, including the New York Marketteam for its success with Change's self-titled LP; the Houston and Charlotte Marketteams for Zapp's self-titled LP; the Baltimore/Washington, D.C. Marketteam for Stacey Lattisaw's "Let Me Be Your Angel" LP; and the Los Angeles,

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## RIAA Releases Data On Anti-Piracy Efforts

(continued from page 8)

not broken down by item. These seizures were only an indication of the year's progress in the battle against pirates and counterfeiters by the industry.

The RIAA also scored victories during 1980 via several favorable court rulings, criminal prosecutions and large seizures of counterfeit and pirate goods. Among the most notable of the court rulings were:

- A ruling by the U.S. District Court in New York upholding the use of felony counts of Interstate Transportation of Stolen Property and of violating the Racketeer Influenced Corrupt Organization (RICO) statute in its indictment of Sam Goody, Inc. and its two principals.

- A Florida District Court of Appeals unanimously affirming last year's conviction of tape pirate Larry Crow for dealing in "stolen property," which the court said could include artists' rights to royalties from record companies.

- The New York State Anti-Piracy Law withstanding a constitutional challenge in Suffolk County Criminal Court when Michael Rascio moved for dismissal of his indictment on 75 counts relating to the manufacture and sale of unauthorized sound recordings.

Notable among criminal prosecutions were:

- The U.S. Supreme Court's denial of David Heilman's Petition for a Writ of Certiorari and declining to review his 1979 conviction of copyright infringement.

- The sentencing of two individuals on counts of wire fraud and copyright infringement in the "ModSoun" investigation in New York.

Notable seizures by Federal and state police included:

- Over \$20 million in pirate 8-track and cassette tapes and mastering and manufacturing equipment from People's Stereo/Utopia Ultrasound in Newark, Ohio.

- Over \$12 million worth of shipment and materials from Michael Rascio and his Long Island companies.

## SPARS Sets Regional Luncheon Seminars

LOS ANGELES — The Society of Professional Audio Recording Studios (SPARS) has scheduled two regional meetings in both the New York and Los Angeles areas for Feb. 19 as part of its continuing series of informal sessions spotlighting topics of interest to the audio and video/film industries.

"Audio For Film & Video — What Is Your Future" will be the subject of the luncheon seminar here, to be held 12:00 noon at the Villa Capri Restaurant. Phil Seretti, engineer/consultant for Seri Systems, a film and video post-production service, will be discussing the topic "Video In The '80s"; while Steve Waldman, a partner in Screen Sound, Inc., consultants in film and video applications, will examine the subject "Requirements For Film Sound." Chris Stone, owner of the Record Plant in Los Angeles and SPARS assistant to the president, will also be on hand to offer insight into finance and personnel requirements for video and film. The west coast event has been organized by Stone, Guy Costa, SPARS vice president and treasurer (Motown/Hitsville USA), and Wally Heider Recording Studios' Terry Stark.

Ampex Corp. will host the New York luncheon seminar, which has been produced by SPARS vice president Dave Teig, also of Atlantic Studios. The meeting will take place at 12:30 p.m. at D'Angelo's Restaurant, 242 West 56th St. Among the featured speakers will be Richard Mack, mixing engineer for National Recording, and Richard Mulliner, technical supervisor of post-production audio/video sweetening for ABC-TV, who will outline the many aspects of "Video Sweetening."

Non-members, as well as SPARS members, are invited to participate in both meetings and reservations are mandatory. Those interested in the New York seminar can contact Dave Teig at (212) 484-6093 and for the Los Angeles luncheon, call Terry Stark at (213) 466-5474. The cost is \$10 per person.

**LAST HURRAH FOR HALEY** — Historians have always downplayed his role as the pioneering rock 'n' roller because he was older and didn't have the teen idol face, but **Bill Haley** was a true godfather of the genre. Haley, who died Feb. 9 of a heart attack in his Harlingen, Texas home at age 55, was best known for the classic rock anthem, "Rock Around The Clock." The song literally became the rock 'n' roll shot heard 'round the world when it gained international exposure as the theme for the seminal teenage rebellion movie, "*Blackboard Jungle*." He skyrocketed to fame with the ubiquitous **Comets** on the song's success and continued on with such hits as "Shake, Rattle And Roll," "See You Later Alligator" and "Crazy Man Crazy," but by the '60s his popularity had waned in the U.S. While most U.S. sinics dismissed him simply as the man who set the stage for **Elvis Presley**, Haley remained a huge attraction in Britain. He stopped performing in the U.S. in his last 10 years, but played concerts in the U.K. as late as 1979. Born in the Detroit suburb of Highland Park, Haley worked as a DJ in Pennsylvania, but later dedicated his time to performing in country & western outfits. In his band, **The Saddlemen**, Haley began experimenting with country and R&B forms. In 1952, the band was renamed **Bill Haley & The Comets**, and by the time 1954 rolled around, Haley had found the formula for the cataclysmic song, "Rock Around The Clock," that was to change the face of musical history. Haley spent his final years living between Harlingen and Juarez, Mexico.

**SWEET RELEASES** — The forthcoming **Who** album, entitled "Face Dances," will feature some fancy artwork. The cover of the band's first release for Warner Bros. consists of four original portraits of each of the four members (16 paintings in all) by a virtual **Who's Who** of the British art world. The LP is due in late March. . . . **Brian Eno**, who attended the recent Ghana Music Festival and managed to produce Ghanaian band **Edikanfo** while down there, will finally have his collaboration with **Talking Head David Byrne** released when "My Life In The Bush Of Ghosts" ships Feb. 25. . . . Other E.G. releases of note are "League Of Gentlemen" by **Robert Fripp** (March 9) and the debut LP by the **Teo Macero**-produced fake jazz band **The Lounge Lizards** (Feb. 16). . . . We're also told that **Roxy Music**, which is currently touring Oz, has cut a remake of the **John Lennon** chestnut "Jealous Guy." Sounds like classic **Bryan Ferry** fare. . . . Due to overwhelming consumer demand, Warner Bros. will be putting out a commercial release of the four-song live **Devo** EP that it has been circulating for promo purposes. The mini-disc was recorded live at the Fox Warfield in San Francisco last August and features revamped versions of the "Freedom Of Choice" overture, "Whip It," "Be Stiff" and "Gates Of Steel."

**L.A. ROCK TAKES ITS BEST SHOT** — Chapter Two in the ongoing saga of the much-maligned local music scene begins anew after shaking off the stigma of the **Knack** backlash with some lively new releases from the cream of the pop/rock crop here. To begin with, **The Pilmsouls**, perhaps the best of the batch, will finally have its hotly anticipated debut Planet LP on the streets Feb. 20; and, judging from a preview listening party held at Wally Heider's Recording Studio Feb. 3, the record should quell any doubts that the City of Angels is still a thriving and vital source of new talent. The bristling, hook-laden rocker "Now" will be the first single from the record and is slated to be released simultaneously with the LP, which deftly plays on the influences and energy



of early **Beatles**, **Stones** and vintage R&B as exemplified by the cover of **Wilson Pickett's** "Minnie Skirt Minnie" . . . **Paul Collins** checked in last week to tell us that **The Beat**, which cut one of 1979's most underrated records, has been renamed the **Paul Collins Beat**, which is also the title of its forthcoming followup Columbia LP. The album, which sees the return of **Bruce Botnick** as producer, is due for a late March or early April release. Last but certainly not least, keep an eye out for **Great Buildings'** self-titled debut, another taut and feisty pop/rock effort, which is set for a March 13 release, also on Columbia. A three-song preview EP will go to Album-Oriented Rock radio stations Feb. 20. . . . P.S. L.A. girl group the **Go-Go's**, which recently played to packed

houses for two consecutive nights at the Roxy along with **The Ventures**, has announced that it will be cutting an LP soon featuring the newest addition to the band, **Kathy Valentine**, formerly of the **Textones**, which has now been re-named **Carla Olsen & The Textones**.

**QUOTE OF THE WEEK** — **Blondie** keyboardist **Jimmy Destri** came up with a zinger last week while in town to firm up plans for his upcoming solo LP on **Chrysalis**. Listing the prime qualifications he looks for in a producer, Destri said: "I'm lookin' for somebody who can mix drums like **Mike Chapman**, do horn arrangements like **Quincy Jones** and drink like **Nick Lowe**."

**WESTWORDS** — The Annual Bay Area Music Awards, an event that has become the biggest pop celebration on the San Francisco music scene, will be held April 15 at the Warfield Theatre beginning at 8 p.m. This year's ceremony will also feature performances by a number of internationally popular artists including **Marty Balin**, **Journey**, **Ronnie Montrose** and **Lacy J. Dalton**. The yearly gathering, which is celebrating its 4th anniversary, is a benefit for the Bay Area Music Archives. . . . Island International Productions is preparing to release its much anticipated reggae adventure film, **Countryman**, on video cassette and disc. The movie, which features the music of **Bob Marley** and **The Wallers** and **Lee "Scratch" Perry**, should become the first feature length film to be purposely released for home video before theatrical distribution. . . . **Cash Box** staffer **Len Chodosh**, who recently attended a rare solo performance by the legendary **Taj Mahal** at McCabe's Guitar Shop in Santa Monica, notes that the tiny venue will be the spot for an unannounced **Manhattan Transfer** gig in March.

**IN CLUBLAND** — The Starwood did not receive that much desired emergency stay order (**Cash Box**, Feb. 7), and, according to manager **David Forest**, it will have to seek other channels in the court system to open its doors. The club is hoping to be back in business by Feb. 20. . . . The "public nuisance" plague is beginning to spread, as we've been informed by Costa Mesa-based Cuckoo's Nest manager **Jerry Roach** that his club is also getting heat from city officials. Those concerned about that club's future can attend a public hearing Feb. 17 that will question the establishment's worth to the community.

marc ceter



# JAZZ

# ON JAZZ

## TOP 40 ALBUMS

	Weeks On 2/14 Chart	Weeks On 2/14 Chart	
<b>1 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	1 15	<b>21 ALL AROUND THE TOWN</b> BOB JAMES (Tappan Zee/Columbia C2X 36786)	— 1
<b>2 LATE NIGHT GUITAR</b> EARL KLUGH (Liberty LT-1079)	3 12	<b>22 RODNEY FRANKLIN</b> (Columbia JC 36747)	20 14
<b>3 VOICES IN THE RAIN</b> JOE SAMPLE (MCA 5172)	9 3	<b>23 LOVE APPROACH</b> TOM BROWNE (GRP/Arista 5008)	18 32
<b>4 CARNAVAL</b> SPYRO GYRA (MCA 5149)	2 17	<b>24 IN CONCERT, ZURICH, OCTOBER 28, 1979</b> CHICK COREA and GARY BURTON (ECM-2-1182)	22 11
<b>5 NIGHT PASSAGE</b> WEATHER REPORT (ARC/Columbia JC 36793)	4 11	<b>25 GOTHAM CITY</b> DEXTER GORDON (Columbia JC 36853)	27 3
<b>6 GIVE ME THE NIGHT</b> GEORGE BENSON (Qwest/Warner Bros. HS 3453)	5 29	<b>26 MAGNIFICENT MADNESS</b> JOHN KLEMMER (Elektra 6E-284)	23 29
<b>7 INHERIT THE WIND</b> WILTON FELDER (MCA 5144)	6 18	<b>27 THE HOT SHOT</b> DAN SIEGEL (Inner City IC 1111)	28 5
<b>8 CIVILIZED EVIL</b> JEAN-LUC PONTY (Atlantic SD 16020)	7 19	<b>28 SAVANNA HOT-LINE</b> NATIVE SON (MCA 5157)	31 2
<b>9 FAMILY</b> HUBERT LAWS (Columbia JC 36396)	10 20	<b>29 OUTUBRO</b> AZYMUTH (Milestone M-9097)	25 9
<b>10 ODORI</b> HIROSHIMA (Arista AL 9541)	8 14	<b>30 NIGHT SONG</b> AHMAD JAMAL (Motown M7-945RA)	19 13
<b>11 MAGIC</b> TOM BROWNE (GRP/Arista 5503)	— 1	<b>31 RHAPSODY AND BLUES</b> THE CRUSADERS (MCA 5124)	24 34
<b>12 MR. HANDS</b> HERBIE HANCOCK (Columbia JC 36578)	13 14	<b>32 VICTORY</b> NARADA MICHAEL WALDEN (Atlantic SD 19279)	29 18
<b>13 REAL EYES</b> GIL SCOTT-HERON (Arista AL 9540)	12 10	<b>33 LAND OF THE THIRD EYE</b> DAVE VALENTIN (GRP/Arista 5009)	30 22
<b>14 THIS TIME</b> AL JARREAU (Warner Bros. BSK 3434)	16 36	<b>34 LOVE FANTASY</b> ROY AYERS (Polydor/PolyGram PD-1-6301)	34 16
<b>15 TWENNYNINE with LENNY WHITE</b> (Elektra 6E-304)	15 16	<b>35 UTOPIA PARKWAY</b> MIKE MANDEL (Vanguard VSD 79437)	35 5
<b>16 SEAWIND</b> (A&M SP-4824)	11 20	<b>36 ROUTES</b> RAMSEY LEWIS (Columbia JC 36423)	33 28
<b>17 80/81</b> PAT METHENY (ECM 2-1180)	14 16	<b>37 THE CELESTIAL HAWK</b> KEITH JARRETT (ECM MSE 1175)	32 12
<b>18 TOUCH OF SILK</b> ERIC GALE (Columbia JC 36570)	17 19	<b>38 CATCHING THE SUN</b> SPYRO GYRA (MCA 5108)	38 49
<b>19 IT'S JUST THE WAY I FEEL</b> GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	26 2	<b>39 HOW'S EVERYTHING</b> SADAO WATANABE (Columbia C2X 36818)	36 22
<b>20 4 X 4</b> MCCOY TYNER (Milestone 55077)	21 11	<b>40 LOVE AT FIRST SIGHT</b> SONNY ROLLINS (Milestone M-9098)	40 15

**JAZZ GOES CABLE** — Dizzy Gillespie will lead a dream band at New York's Avery Fisher Hall, Lincoln Center for the Performing Arts, on Feb. 16. Although the band itself, which features such all-stars as **Milt Jackson, Max Roach, Slide Hampton, Jimmy Heath, Jon Hendricks, Curtis Fuller** and **Frank Wess**, is newsworthy enough, future broadcast plans for the concert exemplify the quickly accelerating multi-media approach to marketing jazz.

Like CBS Records' recent "One Night Stand" concerts that were aired by the BRAVO pay cable system, the Gillespie concert will be videotaped, although plans call for it to be shown on PBS, with co-production by PBS station KCET-TV in Los Angeles. But in the long run, networks like the independent arts subscription BRAVO or CBS and ABC cultural cable services, are vehicles that jazz programs, which previously aired almost exclusively on public television, must now gear themselves, if they are to survive.



**HERMAN'S CONCORD JAM** — Bandleader Woody Herman recently stopped by Concord Records to discuss his new release, "Woody Herman Presents A Concord Jam." Pictured are (l-r): Hermie Dressel, Herman's manager; Bob Golden, director of artists development, Concord; Herman; and Al Julian, director of national promotion, Concord.

of the Gillespie concert, to parlay its TV projects into multi-media productions. Jazz-America is also starting a comprehensive 25-30 hour series on the history of jazz, whether or not PBS picks up an option on it. The initial production of four programs, which will be broadcast nationally on PBS and National Public Radio, has been partly underwritten by grants from the National Endowment for the Arts (NEA) and the Atlantic Richfield Co. (ARCO). While ARCO is free to fund whom it pleases, NEA must adhere to strict dictates concerning profit and non-profit organizations. While the money NEA has given for the project has gone to KCET, any subsequent cross-marketing done by JazzAmerica would have to exclude NEA.

In a conversation with **Cash Box**, NEA's **Brian Dougherty**, director of media arts: film/radio/television, pointed out some of the thorny issues facing NEA in the wake of the production boom. "These days, if you don't have cable in your hip pocket, you can't open with a full house," said Dougherty. "We give money to non-profit organizations, which includes public television. We're also in favor of the widest distribution of whatever we fund. With this series, our immediate grant is to KCET. Now the subsequent location of rights, etc., and the endowment's role in those rights, is something we are very much studying at the present time. There'll be a meeting this week involving members of the National Council and our lawyers to decide and study further what we'll do about it. There's a body that believes that the endowment should have a share in the revenues from these productions to turn back to other patronages of the arts. There's also a body that I personally go with that feels that the endowment should serve as a stimulus and should leave the residual rights in the hands of the grantees. But as things are, if it's a profit-making organization, we do have a problem. A few years ago, I strongly suggested that we do a jazz series, and I was kind of shouted down as a middle-aged white liberal. Then we decided, 'the hell with it,' and decided to back this project with KCET anyway because the art is neglected. We feel none of this would be happening without our initiative. These things don't seem to come out of the private sector as they should. And so we have supported an immense amount of jazz, especially in radio. We want the art to receive some stimulus, and we want some of the bucks to start flowing through the jazz support system and back to the musicians. When money ends up where it should, with the creators and the people who make it, and if the media people want to do more work to strengthen this field, I would think an association with them a reasonable view that this agency might want to take. But if it ends up as a very close-to-the-chest commercial venture, obviously there'll be several questions around here. With PBS, they've been a wonderful partner for us in many ways these nine years, but they're simply one of the many funding areas considered. We consider the commercial sector if it can be done on a non-profit basis. Our mandate is to reach the public, and the PBS audience is a goodly slice of that, but not the only. As for PBS' pay service making it self-sufficient, the day that happens, I'll buy you dinner at The Four Seasons."

fred goodman



**JAMES RECEIVES FOR TOUCHDOWN** — While in New York for a recent Carnegie Hall appearance, Tappan Zee/Columbia recording artist Bob James was presented with a gold record for his album "Touchdown." Shown standing at the presentation are (l-r): Peter Paul, manager; Stan Monteiro, vice president, Columbia label promotion; Paul Smith, senior vice president and general manager, marketing, CBS Records; Vernon Slaughter, vice president jazz and progressive marketing, CBS Records; George Butler, vice president, progressive and jazz music, A&R, Columbia Records. Pictured seated are (l-r): Bruce Lundvall, president, CBS Records division; James; and Dick Asher, deputy president and chief operating office, CBS Records Group.

## JAZZ ALBUM PICKS

**CONCEPTS IN BLUE** — J.J. Johnson — Pablo Today 2312-123  
— Producer: J.J. Johnson — List: 8.98

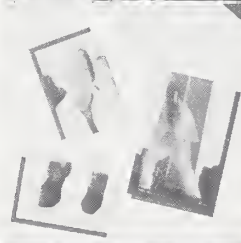
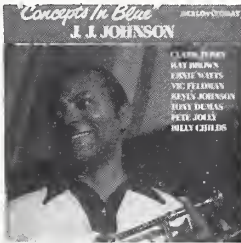
Aside from his role as the seminal bebop trombonist, J.J. Johnson has always been a composer, arranger and leader of exceptional merit. His relaxed tone and swing is again in abundant evidence on this recording, and the three horn frontline lends a remarkably full sound to a small group. "Nermus," a reworking of "Mohawk," and the title track are as fine as any group recording Johnson has made, his late-'50s Blue Notes not withstanding. Very warm, very fluid and very good.

**SOLO: ODO OP8 FX** — Baird Hersey — Bent BRS3 —  
Producer: Baird Hersey — List: 7.98

As leader of the Year of the Ear Band, Hersey was able to establish himself as a fine guitar player and thoughtful musician. With this solo venture, Hersey continues to present himself in both these lights, albeit with somewhat different shadings. Employing an Arp Avatar, Oberheim eight-voice polyphonic synthesizer and a Sequential Circuits sequencer, the guitarist emerges with some unorthodox results. Hersey's electronic probes are intelligent and refreshingly non-exploitive of the synthesizer's more blatant properties.

**SOLO** — Vinny Golia — Nine Winds 0104 — Producer: Vinny Golia — List: 7.98

With three group LPs on his self-produced Nine Winds label, Golia moves his exploration of the reed family into the solo sphere. Sporting a prodigious set of chops, Golia takes the soprano, tenor, baritone and bass saxophones as well as the clarinet and bamboo flutes under his command. The reedman's ability to extend the range of his instruments is well augmented by his confidence within the traditional scope of the instruments. Golia deserves wider attention.



# Tom Werman: Double Threat As Hit Producer, A&R Exec

(continued from page 10)

the particular act and himself; and, he readily points out, that affinity is naturally stronger when he has signed the artist or group himself.

"You go through a lot of pain and frustration working an album with a group," states Werman. "It's like a six-week encounter session; you learn a lot about each other, most importantly strengths and weaknesses."

As a former musician himself, Werman is especially sympathetic to the needs of the acts he produces. However, his background in marketing has also taught him that presentation is equally as impor-

tant as performance. As Werman tells it, though, his parents' desire for him to succeed as a business executive at one time created a serious conflict between his personal wishes to make it in the music industry, so much so that he nearly gave up music altogether.

## High Expectations

The son of a well-to-do Boston family, Werman says that he constantly felt the need to live up to the expectations of his father, a Harvard Business School graduate, and his mother, a former straight A French major at Wellsley. Following the path of his parents, Werman went through college, but now admits that he was "really miserable" going after a masters in

business economics.

While attending Columbia University, though, Werman got together with some friends and formed a band called The Walkers. The group soon had a regular gig as the house band at The Metropole in New York City, attracting the likes of Andy Warhol to its shows. It was at a private party, however, that Nat Weiss, now president of Nemperor Records but then an independent lawyer, approached Werman and the group and asked if they would like to audition for Beatle manager Brian Epstein, who Weiss represented in the U.S. at the time. Werman turned the audition down.

"I thought it would break my parent's hearts if I went through with it and had to drop out of school," recalls the producer. "And I knew that it just wasn't the right thing for me to do at the time. I was being groomed to be a high-powered business executive, not a rock 'n' roller, and I knew they'd never understand."

Werman stayed in school and after graduation, took a position with Grey Advertising in New York, working on accounts for Proctor and Gamble as marketing specialist for about 13 months. Despite other lucrative job offers, the urge to get back into the music business became too great and after about two months of interviews, he finally got his foot in the door at CBS. After meeting with Clive Davis, then president of CBS, he joined the label in 1970 as an assistant in the A&R department.

## Learned On The Job

Learning the craft of record production was not an easy task, admits Werman, who

adds that he was basically self-taught, with the studio itself principally serving as classroom.

"I sort of bumbled my way through the first couple records," he notes. "But when I saw Ted (Nugent), I knew he was an artist who could make great records . . . and I knew just what they should sound like. I'm not what you'd call a technical wizard in the studio . . . in fact, I still don't know how to turn on a recording console. But I do know how to mix a record."

As a producer, the ever-outspoken Werman says that his number one priority is that a record should sound good on the radio.

"I can't be responsible when someone buys one of the records I did, takes it home and puts it on his PRO-68995 high-end audio system," says Werman. "I don't make records for audiophiles."

However, while Werman prefers to think of his style of production as "chameleon-like," bringing "a little something different to every album," like many other well-known boardmen he leaves an indelible mark on each of his projects. It wasn't until his latest find, The Producers, that he came to terms with his own 'sound.'

"When we started recording the Producers, I kept hearing a bit of Cheap Trick on the tracks and it really started to aggravate me," states Werman. "But when I realized that that sound was something that I brought to Cheap Trick and took with me when I stopped recording them. But I like to change, to progress. I left Ted because it was time for a change for me, because he wouldn't change."

# RIAA Turns Over Anti-Piracy Reports

(continued from page 7)

initial meeting with Yarnell when he ordered the survey. Schoenfeld stated repeatedly that he had kept no written records of the results of his investigators' checks of retail outlets, which were done as part of their regular duties, other than the daily reports and case files which have already been produced to the court. He also stated that in his briefing of Gortikov, he had supplied him with his own estimates of the number of stores checked and the incidence of counterfeit records found, based on the reports.

At times both Kulcsar and Yarnell raised objections, contending that the questioning seemed to become more an examination of the RIAA's internal operating procedures and Schoenfeld's own credibility than an inquiry into whether the terms of the Goody subpoenas had been compiled with. Schoenfeld maintained that all of the materials except those protected by attorney-client privilege had been delivered to the court.

## Civil Contempt

Although the RIAA has cooperated with the court and complied with the subpoenas by supplying its documents, Yarnell has refused to resume his testimony in open court regarding the redactions (blacking out) of portions of those documents which have already been turned over to the

defendants. He stated that he would be willing to testify in camera (in Judge Platt's chambers) but the judge rejected this on the grounds that it would deny defense counsel the opportunity to cross-examine him. Judge Platt has stated that he would therefore find the RIAA in civil contempt, but he has delayed signing the contempt citation to prevent the case being put before the Second Circuit Court of Appeals until the conclusion of the current round of hearings.

The status of the court-imposed fines is unknown at this time. The judge's only comment has been that he "thought" they had had an effect, but Yarnell says "no money has changed hands." He also noted that the original Court of Appeals opinion, handed down in August 1980, required Judge Platt to rule that the documents are admissible evidence and that they will constitute a defense in the case, which the judge has refused to do.

Kenneth Holmes, chief attorney for the retail chain, has requested a short delay in the trial's opening date, now set for March 2, claiming that the large number of court appearances relating to the RIAA's files and reports have delayed defense counsels' preparations for the trial. Judge Platt has not yet ruled on this and several references have been made in court to commencing on the originally scheduled date.

# WEA Holds 1981 Spring Marketing Meeting

(continued from page 16)

Boston and New York Marketteams for the B-52's self-titled LP.

Other highlights of the four-day meeting included:

- An outline of WEA's 1981 strategy for increasing its share of the black music market by Hank Caldwell, WEA black music marketing vice president. Caldwell said the company would concentrate on product awareness, visibility and reaction time, with special emphasis on breaking new acts and

customizing promotions for large retail chains, wholesalers and small retailers.

- A general advertising seminar that defined national and regional priorities, procedural changes in developing stronger regional marketing criteria and guidelines for formulating local and national campaigns. The seminar was chaired by Barbara Burns, WEA national advertising director.

- A closed-theater preview of the upcoming Warner Bros. film, *Superman II*.



**REGIONAL TEAMS DIG THE GOLD AT WEA MEET IN TUCSON** — A new feature of WEA's annual Spring marketing meeting, held this year in Tucson, Ariz., Jan. 27-30, was the presentation of "Dig For Local Gold" awards to branch marketteams for breaking individual records locally. Included in the awards were: the Baltimore/Washington team for breaking Stacy Lattisaw's "Let Me Be Your Angel" on Cotillion; the New York team for breaking Change's "The Glow of Love" on RFC; the Houston and Charlotte teams for breaking "Zapp," the self-titled debut LP on Warner Bros.; and the Boston, Los Angeles and New York teams for breaking "The B-52's," and the group's single, "Rock Lobster," on Warner Bros. Pictured in the top row at the awards ceremonies are (l-r): Henry Droz, WEA Corp. president; Pete Stocke, WEA Philadelphia branch manager; Rich Lionetti, WEA Corp. vice president of marketing; Van Wyckoff, WEA Baltimore/Washington, D.C. sales manager; Pat Purcell, WEA Baltimore/Washington, D.C. marketing coordinator; George Rossi, WEA vice president of sales and promotion administration; Barry Eisenberg, WEA

New York marketing coordinator; Droz; Paul DeGennaro WEA New York sales manager; Mike Holzman, WEA New York branch manager; Hank Caldwell, WEA vice president, Black Music Marketing; Lionetti; John Quinn, WEA Houston sales manager; Droz; Paul Sheffield, WEA Dallas branch manager; and Pat Bresler, WEA Dallas marketing coordinator. Shown in the bottom row are (l-r): James Wood, WEA Atlanta sales manager; Droz; Jack Klotz, WEA Atlanta marketing coordinator; Bill Biggs, WEA Atlanta branch manager; Caldwell; Roger Helms, WEA Charlotte sales manager; Lionetti; Fran Aliberte, WEA Boston sales manager; Droz; Don Dumont, WEA Boston branch manager; Dan Cotter; WEA Boston marketing coordinator; Mark Goldstein, WEA Los Angeles marketing coordinator; Lionetti; Dave Mount, WEA Los Angeles sales manager; Droz; Brent Gordon, WEA Los Angeles branch manager; and Rick Rieger, WEA Los Angeles field sales manager. A highlight of the four day event was a preview of the forthcoming Warner Brothers film "Superman II."

## AIR PLAY

**SHOCKWAVES FROM CHICAGO** — Controversial and sometimes volatile **WLUP/Chicago personality Steve Dahl** was fired on Feb. 6 by Heftel Broadcasting, owners of the Loop. In a prepared statement, Heftel board chairman **Tom Hoyt** cited continued assaults on community standards and repeated violations of company policy as reasons for the dismissal. When contacted, Hoyt further elaborated on company policy and Federal Communications Commission (FCC) standards infractions. "The nature of Steve's humor touches upon various social aspects like drugs and sex, and we knew that when I hired him two years ago. We ask all of our announcers to agree to policies that mirror FCC regulations. I sincerely believe that Steve is a great talent, but he refused to understand and adhere to certain regulations. It wasn't so much his outrageous behavior, but no single individual is going to be bigger than the company or the station and possibly jeopardize a license." Hoyt dispelled rumors that the action was of a political nature regarding a possibility that the company was clearing the way for acquiring a New York radio property or that Dahl's syndicated "Breakfast Club" show had anything to do with the sudden decision. "We're not trying to wreck Steve's career or his network. In our network agreement, Heftel was a business partner. We still have the network hooked up in place, and it is available for him. If he decided to operate his network from this city or another city, fine; the satellite is hooked up here and he can use it, but he will have to find another financial backer." Sources indicated that use of the satellite costs about \$25,000 per month. The streets are full of wide-spread speculation as to where Dahl himself was not available for comment. It was verified that negotiations with WLUP rival Metromedia outlet **WMET**, completely fell through. Another speculation is that Dahl is currently talking with some Los Angeles stations, including **KMET** and **KROQ**. Another strong feeling on the street was that Dahl may go to **WABX/Detroit** which was one of the stations carrying his network program. Hoyt asserted that Dahl's dismissal did not herald the dawn of a new WLUP and that the action was also very sad. A replacement has not been named for Dahl, as the station is preferring a low profile with respect to Dahl's replacement and his fans according to Hoyt.



**ARCING DIVER** — Island recording artist **Steve Winwood** (l) recently stopped in at New York City station **WNEW** to chat with long-time friend **Scott Muni** about his latest LP, "Arc Of A Diver."

**SOMETHING NEW** — Countless specials about the **Beatles** have been made, but from the city of ex-champions and steel comes a Fab Four special with a different angle. *The Roots of the Beatles*, which traces the cultural and musical influences of the group, focuses primarily on specific, original '50s and '60s recordings like the **Donays'** "Devil In His Heart" and "Twist And Shout" by the **Isley Brothers**, as well as artists like **The Marvelettes**, **Shirelles**, **Little Richard**, **Smokey**

**Robinson**, **Larry Williams** and **Elvis Presley**, from whom the Beatles derived much of the foundation of their style. This specialty oldies program is produced and is being offered for syndication by Sirius Prod., an umbrella company for media projects formed by **Don Bombard**, air personality at **WKTQ/Pittsburgh**. The package is completed with interviews of many of those contributing artists, and one of the real treats is a version of "Mr. Moonlight," done by the original artist, **Dr. Feelgood**, and the Beatles together. Sirius Prod. can be reached at (412) 343-5225. . . The Hollywood-based **Studio B Co.** is offering two syndicated radio comedy series. *American Morning Laugh Track* is the brainchild of radio personality **Rick Dees** and features a collection of 130 of his best routines when he was on the air at both **KHJ/Los Angeles** and **WMBQ/Memphis**. This package comes complete with custom intros, teasers and promos. *Somewhere Over The Radio There's* . . . *Rock Comedy*, was created and produced for contemporary stations and includes 280 vignettes by comedy writers and performers **Ron Stevens** and **Joy Grdnic**. Both Stevens and Grdnic were on the air at **KSHE/St. Louis** and later **KWST/Los Angeles**. Besides contributing material to the TV show *WKRP In Cincinnati*, the duo also performs on the college and comedy club circuit around the country. Free demos are available for both of these packages by contacting Studio B at 800-421-4498 or (213) 462-7261. . . And finally, **POLYMEDIA**, a company offering consultation and production services to performers, has been formed by radio personality **Tony Kilbert** and sound specialist **Jeff Jampol**. The company will also specialize in developing and producing programs for radio syndication. Kilbert is currently working middays at **KMEL/San Francisco** after working at former cross-town rival **KSAN** for five years. Jampol's prior experiences include managing, sound consulting for Videowest and CBS Retail, as well as live audio engineering for artists like **Boz Scaggs**, **Al DiMeola** and **Dire Straits**, to name a few. **POLYMEDIA** can be reached at (415) 561-9160.

**HISTORY OF ROCK 'N' ROLL** — Sometime in early March, **Drake-Chenault's Silver Anniversary** edition of *The History of Rock 'n' Roll* will hit the air waves in a projected 200 markets generating estimated advertising revenues to exceed \$4.5 million according to the firm. Eighty stations have committed so far, with the latest sign-ons including **WLS/Chicago** and **WASH/Washington, D.C.** The 52-hour Silver Anniversary is the third update of the original 48-hour presentation that premiered in 1969, and was compiled and narrated by **Bill Drake**. The show is produced by **Bill Watson** and is available on an exclusive market basis. With recent additions, the rock marathon now includes 800 songs, 500 interviews, and three-hour segments devoted to **Elvis Presley** and the **Beatles**, as well as special attention given to the **Motown Sound**, **Stevie Wonder**, the **Rolling Stones** and a tribute to **John Lennon**.

**VENUS FLYTRAP OPENS UP** — **Tim Reid**, aka the affable, soft spoken DJ **Venus Flytrap** on the popular TV series *WKRP in Cincinnati*, revealed another leaf of his many talents last week, when he unveiled his book of poetry, *As I Feel It*, at a publisher's party held at the **Improv** in Hollywood. The party was very well attended and fellow **WKRP** stars were all in attendance except **Howard Hessman** (**Johnny Fever**) and **Gordon Jump** (**Arthur Carlson**), who were allegedly haggling over **Fever's** reluctance to play the hits. Reid's poetic verses are sheer beauty, touching upon relationships, thoughts and philosophies. With the help of his band, **A Touch Of Class**, Reid recited a few selections from his book, which is published by Los Angeles-based **Timalove Enterprises, Inc.**

mark albert

## Variety, Consistency Bring Success To WKTU, KRLA

by Mark Albert

**LOS ANGELES** — **WKTU** and **KRLA** have become the leading active music stations in New York and Los Angeles, respectively, based on the Fall 1980 Arbitron ratings (Quarterly) for persons 12+ in the metro area. The significance of these results, however, may not be in the actual numbers themselves, but how they support the programming theory that variety in music and content can be the key to success. In the nation's two largest markets, where ethnic and cultural demographics are very diverse, these two stations strive to mirror their listeners and have created a successful posture over specialty stations like those strictly black, country, AOR, jazz, classical or whatever.

Both of these stations are as different as night and day. **WKTU** operates on the FM dial, programs music ranging from **Dolly Parton** and **Kenny Rogers** to **Devo**, **Donna Summer** and **Kool & The Gang**, then ties it together with strong air personalities. On the other hand, **KRLA's** success should quiet those prophets of doom who believe that a music station cannot survive on the AM dial, as this semi-automated, Oldies/Top 40 contemporary outlet forged ahead of all of its FM competitors. The two elements that do characterize both **WKTU** and **KRLA** are variety and consistency.

**WKTU** exploded into the New York market in early 1979 with a disco format, and in the 1979 April/May ratings, the station led the market by a substantial margin over its closest competitor. However, competitor **WBLS** vaulted back into the top spot during the 1979 July/August ratings and had been the leading music station until the Fall 1980 ratings. When it was clear the disco fad was dying, **WKTU** management repositioned the station in terms of image and presentation, an adjustment that bore fruit in the Fall ratings as the station jumped into the top spot once again with an 8.3, a two point-plus jump over its summer ratings. Program director **Dale Reeves** singled out the change to a variety of music styles that now best reflects the character of New York City. He also stressed that **WKTU's** primary assets of strong personalities and a street image relevant to the listening audience were built-in constants that aided in the station's return to the top.

### Replaced Disco

"When disco started dying as a fad," **Reeves** explained, "we had to make certain adjustments. It was our personalities that gave us the edge to change and fine tune our music programming. Any music changes would have been pointless and possibly unsuccessful, without the strong image of our air personalities.

"Our playlist is quite diverse," **Reeves** continued. "We're playing music by artists like **Dolly Parton**, **Pat Benatar**, **Bruce Springsteen** and **Stevie Wonder**. It's really pop music, energetic music that identifies New York."

Like **WKTU's** **Reeves**, **KRLA** program director **Jack Roth** feels that his station has always had a sense of variety and consistency starting right at the top with **KRLA** senior vice president **Art Lebow**, who has been a recognizable feature in the Los Angeles market for 30 years. **KRLA** was also at one time L.A.'s leading station back in the '60s, when it was known to Los Angeles listeners as the **Beatles'** station. Personalities like **Bob Ewbanks** and **Casey Casem** promoted the **Hollywood Bowl** and **Dodger Stadium Beatles** concerts. **Dave Hall** was considered the "fifth Beatle" on the West Coast, interviewing the band everywhere, similar to the way **Murray the K**

had that distinction on the East Coast. When that era ended, it was **KHJ's** turn to lead the market, and it wasn't until 1975-1976, according to **Roth**, that **KRLA** again led the market when it debuted its oldies format.

"Art is really the mastermind of **KRLA's** current format. The market was different then; for example, **KHJ** was still the powerhouse Top 40 and 10Q (**KTNQ**) hadn't come on the air yet with its Top 40 approach. Consequently, we were like an oasis on the dial offering listeners what they simply weren't getting anywhere else."

But after the novelty wore off, **KRLA's** ratings began to sag and, while **Roth** and management kept faith in the format, changes were necessary in approaching an audience that was getting older, as well as more diverse ethnically.

"One segment of our audience that we appeal to is the white nostalgia crowd between 30 and 40 years old. Nobody is really catering to them. Other stations play a lot of oldies, but usually the more contemporary '70s oldies. We play some of those, but we lean more heavily on oldies from the '60s and '50s.

### Latin Audience Significant

"That's important for the Latin audience we have here as well," **Roth** continued. "Besides the fact that they all know and remember listening to **Art Lebow** in the past, early R&B flavored oldies are appealing to that segment of the population. During the daytime, over 30% of our listenership is Spanish, with about 15% black and the rest white."

**Roth** feels that **KRLA's** main competition is on the FM dial.

"The FMs in general have gotten by with less commercials. We had to be aware of that. We've also toned down the announcers so that we come on the air in a pleasant and warm manner." With the Fall ratings, **KRLA's** 12+ share of 4.1 was better than all of the FM music stations and dethroned AOR giant **KMET** from the top perch. Again, **Roth** attributed variety and consistency to **KRLA's** success and agreed with **Reeves** on the importance of strong identity.

"From an image standpoint, consistency is vital," he said. "In a market of 70 stations, you have to stand for something or goodbye. You have to be something that your audience can firmly relate to from the music to the news and in between. One major reason why **KMET** has always been so successful is because they maintain a consistent image in everything they do."

"While we target for the 25-40 year olds during the day, we decided to go after the teens at night. Between 7 and 11 p.m., we play about 50% oldies and 50% new music. We put **Art** back on the air for those evening hours, and the result was that we started gaining teen listeners, as well as that elusive older demographic that wanted to hear **Art** on the air again. So, **KRLA** offers the top hits of today, whether its **Kool & The Gang**, **Pat Benatar** or **Dolly Parton**, as well as an unusual oldies rotation that isn't being played anywhere else in this city. Just as important, is the flow of the music, and that credit directly belongs to our music director, **Rick Stancato**. He sits down for hours and programs record to record and day to day."

For both **Reeves** and **Roth**, changes and adjustments had to be made at their respective stations in order to re-establish a strong identity with listeners. In both cases, a format of a wide variety of music as opposed to specialized formats was implemented and reinforced with consistency and a character that reflects their individual markets. In both cases, based on results, the adjustments towards variety paid off.

LP Chart Position

**9 AC/DC • BACK IN BLACK • ATLANTIC**  
 ADDS: None. **HOTS:** WMMS, KBPI, WBAB, WWWM, KLLO, KROQ, WCOZ, WBLM, KWST, KMET. **MEDIUMS:** WOUR, WCCC. **PREFERRED TRACKS:** Title, Money, Shook, Hells.  
**SALES:** Good to moderate in all regions; weakest in East.

**— ANY TROUBLE • WHERE ARE ALL THE NICE GIRLS? • STIFF AMERICA**  
 ADDS: None. **HOTS:** WRNW. **MEDIUMS:** KZEL, KMG, WCCC, KOME, WBAB, WAAL, WCOZ, KSJO, WBLM. **PREFERRED TRACKS:** Second Choice.  
**SALES:** Slight response in East and Midwest; weak in others.

**44 APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**  
 ADDS: None. **HOTS:** WLIR, KSHE, WBLM, WYFE, WCOZ, KEZY, WCCC, WAAL, KROQ, KNCN. **MEDIUMS:** KZOK, WLVO, KMET, KWST, KZEL, WOUR, WMMS, WSHE, KOME, KBPI, WBAB, WYDD, WWWM, KLLO, WKDF, WAAF, KSJO. **PREFERRED TRACKS:** Just Between, Future Tense.  
**SALES:** Good to moderate in all regions; strongest in Midwest.

**190 THE BABYS • ON THE EDGE • CHRYSALIS**  
 ADDS: None. **HOTS:** KOME, KROQ, KSJO. **MEDIUMS:** WKDF, KNCN, WCOZ. **PREFERRED TRACKS:** 17, Downtown.  
**SALES:** Fair in West; weak in all others.

**5 PAT BENATAR • CRIMES OF PASSION • CHRYSALIS**  
 ADDS: None. **HOTS:** KMG, WIBZ, WMMS, WBAB, KLLO, WCOZ, KSJO, WBLM, KWST, KMET. **MEDIUMS:** KEZY, WCCC, KMEL, WABX. **PREFERRED TRACKS:** Treat Me, Best Shot, Prisoner.  
**SALES:** Good in all regions.

**8 BLONDIE • AUTOAMERICAN • CHRYSALIS**  
 ADDS: KZOK. **HOTS:** KMEL, WBLM, KZEL, WIBZ, WMMS, WRNW, KOME, WBAB, WYDD, WAAL, KROQ, WNEW, KNAC, WKDF, KNCN, KSJO. **MEDIUMS:** KZOK, KWST, KEZY, WOUR, WCCC, KBPI. **PREFERRED TRACKS:** Tide, Rapture.  
**SALES:** Good in all regions.

**126 THE BOOMTOWN RATS • MONDO BONGO • COLUMBIA**  
 ADDS: None. **HOTS:** KROQ, KNAC. **MEDIUMS:** KZEL, KMG, WRNW, WHFS, WBAB, KSJO, WLIR. **PREFERRED TRACKS:** Banana, Up All Night, Go Man.  
**SALES:** Moderate breakouts in all regions.

# 5 MOST ADDED

**81 JIMMY BUFFETT • COCONUT TELEGRAPH • MCA**  
 ADDS: WBLM, KSJO, WNEW, KEZY. **HOTS:** WWWM, KNCN, KINK. **MEDIUMS:** KEZY, KZEL, WIBZ, WMMS, WSHE, WOME, KZAM, WYDD. **PREFERRED TRACKS:** My Job, Growing Older, Title.  
**SALES:** Moderate breakouts in all regions.



# 6 MOST ADDED

**187 J.J. CALE • SHADES • MCA**  
 ADDS: WAAL, KZAM, KOME, WCCC. **HOTS:** None. **MEDIUMS:** KZEL, WOUR, WHFS, WWWM, KINK. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in Midwest; fair breakouts in all other regions.

**123 THE JIM CARROLL BAND • CATHOLIC BOY • ATCO**  
 ADDS: None. **HOTS:** KZEL. **MEDIUMS:** KMG, WMMS, WRNW, WSHE, KNAC, WAAF, WLVO. **PREFERRED TRACKS:** Too Late, People Who, City.  
**SALES:** Fair in East and West; weak in others.

**40 THE CLASH • SANDINISTA! • EPIC**  
 ADDS: WAAF. **HOTS:** WLIR, WOUR, WMMS, WCCC, WRNW, KOME, WHFS, WBAB, KROQ, WNEW, KNAC, KWST. **MEDIUMS:** KZEL, WWWM, WAAL, KSJO, WBLM, KMET. **PREFERRED TRACKS:** Call Up, Police, Ivan Meets, Hitsville.  
**SALES:** Moderate in all regions; strongest in West.

LP Chart Position

# 1 MOST ADDED

**38 ELVIS COSTELLO & THE ATTRACTIONS • TRUST • COLUMBIA**



ADDs: WLVO, KMET, WWWM, KOME, WMMS, WIBZ, KZEL. **HOTS:** WRNW, WHFS, WBAB, KROQ, WNEW, KNAC, WLIR. **MEDIUMS:** WLVO, KEZY, WOUR, WCCC, WSHE, KNCN, KSJO, WBLM. **PREFERRED TRACKS:** Ciubland, Watch Your, Whisper, Own Gun.  
**SALES:** Good to moderate in all regions.

#10 MOST ACTIVE

**29 DIRE STRAITS • MAKING MOVIES • WARNER BROS.**  
 ADDS: None. **HOTS:** KINK, KZOK, KMET, WBLM, WIOQ, WYFE, KEZY, WOUR, KMG, WIBZ, WMMS, WCCC, WSHE, KOME, KBPI, WBAB, WWWM, WNEW, KNCN. **MEDIUMS:** WLIR, WCOZ, KZEL, WYDD, KROQ, KNAC. **PREFERRED TRACKS:** Skateaway, Romeo, Tunnel, Expresso.  
**SALES:** Moderate to fair in all regions; weakest in East.

**14 THE EAGLES • EAGLES LIVE • ASYLUM**  
 ADDS: None. **HOTS:** WIBZ, KOME, KZAM, WBAB, WWWM, WKDF, KSJO, KMEL, KMET. **MEDIUMS:** KEZY, WSHE, KNCN, KZOK. **PREFERRED TRACKS:** Seven, New Kid, Limit, Life's Been.  
**SALES:** Good to moderate in all regions.

**103 FIREFALL • CLOUDS ACROSS THE SUN • ATLANTIC**  
 ADDS: None. **HOTS:** WIBZ, KINK. **MEDIUMS:** KEZY, WRNW, WSHE, KOME, KBPI, WWWM, WAAL, WKDF, KNCN, WLVO, KZOK. **PREFERRED TRACKS:** Staying.  
**SALES:** Weak in all regions.

**27 FLEETWOOD MAC • LIVE • WARNER BROS.**  
 ADDS: None. **HOTS:** KMET, KMEL, WIOQ, KEZY, KMG, WIBZ, WMMS, KOME, KZAM, WBAB, WYDD, WWWM, WNEW, KNCN, WAAF, KSJO. **MEDIUMS:** WLVO, WABX, WBLM, WSHE, KLLO, WCOZ. **PREFERRED TRACKS:** Fireflies.  
**SALES:** Moderate in all regions.

# 7 MOST ADDED

**168 PEARL HARBOUR • DON'T FOLLOW ME, I'M LOST TOO • WARNER BROS.**  
 ADDS: WWWM, KOME, WCCC, KZEL. **HOTS:** WLIR. **MEDIUMS:** WHFS, KNAC. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in all regions; strongest in West.

**24 HEART • GREATEST HITS/LIVE • EPIC**  
 ADDS: None. **HOTS:** KOME, KNCN, KSJO. **MEDIUMS:** KEZY, KMG, KROQ, WKDF. **PREFERRED TRACKS:** Tell It.  
**SALES:** Moderate to fair in all regions; weakest in Midwest.

**90 DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA**  
 ADDS: None. **HOTS:** WLVO, WABX, WOUR, WIBZ, WMMS, WCCC, KOME, KBPI, WAAL, WAAF, KSJO. **MEDIUMS:** KMEL, KZEL, KMG, KLLO, KROQ, WKDF, KNCN, WCOZ, WBLM. **PREFERRED TRACKS:** Ah! Leah!, Hear You, Title, Agnes.  
**SALES:** Fair in all regions; weakest in West.

**104 THE JAM • SOUND AFFECTS • POLYDOR/POLYGRAM**  
 ADDS: KNCN. **HOTS:** WRNW, WHFS, KNAC, WLIR. **MEDIUMS:** WBAB, KROQ, KSJO, WBLM. **PREFERRED TRACKS:** Start!, Different Now, Pretty Green, Monday, Corner Shop, Entertainment.  
**SALES:** Moderate to fair in all regions; strongest in West.

**— JOAN JETT • BAD REPUTATION • BOARDWALK**  
 ADDS: WBLM, KSJO. **HOTS:** KNAC. **MEDIUMS:** KZEL, WSHE, KROQ, WLIR. **PREFERRED TRACKS:** Title, Own Me, Wooly Bully.  
**SALES:** Breakout in South; weak in all others.

LP Chart Position

# 5 MOST ACTIVE

**25 JOURNEY • CAPTURED • COLUMBIA**



ADDs: None. **HOTS:** WLIR, KZOK, WLVO, KMET, WABX, KSHE, KWST, KMEL, WBLM, WYFE, KSJO, WCOZ, KEZY, KMG, WMMS, WCCC, WSHE, KOME, WBAB, WYDD, WWWM, KLLO, WNEW, KNCN, WAAF. **MEDIUMS:** KBPI, WAAL, KROQ, WKDF. **PREFERRED TRACKS:** Party's Over.  
**SALES:** Major breakouts in all regions; strongest in West.

**65 NICOLETTE LARSON • RADIOLAND • WARNER BROS.**  
 ADDS: None. **HOTS:** KEZY, WIBZ, WRNW, KZAM, KINK. **MEDIUMS:** WMMS, KOME, KBPI, WBAB, WWWM, WKDF, KNCN, WBLM, KSHE, KZOK. **PREFERRED TRACKS:** Ooo-eee, Title.  
**SALES:** Fair in all regions; strongest in West.

# 2 MOST ACTIVE

**1 JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFGEN**



ADDs: None. **HOTS:** WLIR, KINK, KZOK, WLVO, KMET, KWST, KMEL, WIOQ, WYFE, KSJO, WCOZ, WAAF, KNCN, WKDF, KEZY, WOUR, WIBZ, WMMS, WSHE, KOME, KZAM, KBPI, WBAB, WYDD, WWWM, WAAL, KROQ. **MEDIUMS:** WABX, WBLM, KZEL, KMG, WCCC, KLLO. **PREFERRED TRACKS:** Woman, Wheels, Starting Over.  
**SALES:** Good in all regions.

**121 LOVERBOY • COLUMBIA**  
 ADDS: KMET, KMG. **HOTS:** WCCC, WYFE, KSHE. **MEDIUMS:** WIBZ, WMMS, WSHE, KOME, KBPI, WBAB, WYDD, KLLO, KROQ, WAAF, WCOZ, WBLM. **PREFERRED TRACKS:** Turn Me Loose.  
**SALES:** Weak in South; fair in all others.

**98 MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.**  
 ADDS: WAAF, WMMS. **HOTS:** KZEL, KEZY, WRNW, WWWM, KROQ, KNCN, WYFE, WBLM, KSHE. **MEDIUMS:** WLIR, KZOK, WLVO, WIBZ, WCCC, WSHE, KOME, KBPI, KLLO, WAAL, KSJO. **PREFERRED TRACKS:** For You.  
**SALES:** Moderate to fair in all regions.

**71 DELBERT McCLINTON • THE JEALOUS KIND • CAPITOL**  
 ADDS: None. **HOTS:** WSHE, WWWM, WAAL. **MEDIUMS:** WOUR, WIBZ, WMMS, WCCC, KOME, KBPI, WYDD, KROQ, KNCN, WCOZ, WBLM, KINK. **PREFERRED TRACKS:** Giving It Up.  
**SALES:** Fair in all regions.

#10 MOST ADDED

**— GERARD McMAHON & KID LIGHTNING • BLUE RUE • ARC/COLUMBIA**  
 ADDS: KSHE, WAAL, WCCC. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.  
**SALES:** Weak initial response.

**167 RANDY MEISNER • ONE MORE SONG • EPIC**  
 ADDS: WAAL, WCCC. **HOTS:** KEZY, WMMS, WSHE, KBPI, WWWM, WYFE, WLVO, KINK. **MEDIUMS:** WOUR, KZAM, WKDF, KNCN, WBLM, KMEL, WABX, KZOK. **PREFERRED TRACKS:** Hearts.  
**SALES:** Fair in Midwest and West; weak in others.

# 9 MOST ADDED

**115 NAZARETH • THE FOOL CIRCLE • A&M**  
 ADDS: WLIR, WYDD, WIBZ. **HOTS:** KZEL. **MEDIUMS:** KEZY, WBAB, WWWM, KNCN, KSHE. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.

LP Chart Position

183 NIGHT • LONG DISTANCE • PLANET/ELEKTRA  
**ADDS:** KLOL, KMGN. **HOTS:** WCOZ. **MEDIUMS:** KLOL, KEZY, KOME, KBPI, WBAB, WYDD, WAAL, KSJO. **PREFERRED TRACKS:** Airwaves. **SALES:** Weak in all regions.


## # 7 MOST ACTIVE

26 OUTLAWS • GHOST RIDERS • ARISTA  
**ADDS:** None. **HOTS:** WLIR, KZOK, WLVQ, KMET, KWST, WBLM, WYFE, WOUR, KMGN, WIBZ, WMMS, WCCC, KOME, WYDD, WWWM, KLLOL, WAAL, KNCN, WAAF, WCOZ, KSJO. **MEDIUMS:** WABX, KSHE, KMEL, KZEL, KBPI, WKDF. **PREFERRED TRACKS:** Riders. **SALES:** Moderate to fair in all regions; strongest in East and West.

16 THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA  
**ADDS:** None. **HOTS:** KINK, KZOK, WABX, WIOQ, WYFE, KSJO, WAAF, KEZY, WOUR, WIBZ, WMMS, WSHE, KOME, WBAB, WWWM, KLLOL, WKDF, KNCN. **MEDIUMS:** WLVQ, KMET, WBLM, WCOZ, KZEL, WCCC, KZAM, KBPI, KROQ. **PREFERRED TRACKS:** Games, Price, Snake. **SALES:** Good to moderate in all regions; weakest in South.

12 THE POLICE • ZENYATTA MONDATTA • A&M  
**ADDS:** None. **HOTS:** WLIR, KMET, WABX, KWST, KSJO, KEZY, WMMS, WRNW, WSHE, KOME, WHFS, WBAB, WWWM, KLLOL, KROQ, WNEW, KNAC, KNCN. **MEDIUMS:** WLVQ, WCOZ, KZEL, WCCC, KBPI, WKDF. **PREFERRED TRACKS:** Don't Stand, De Do Do, Drive, Canary. **SALES:** Good to moderate in all regions.


## # 4 MOST ACTIVE

4 REO SPEEDWAGON • HI INFIDELITY • EPIC  
  
**ADDS:** None. **HOTS:** KZOK, WLVQ, KMET, WABX, KSHE, KWST, WBLM, WIOQ, WYFE, WCOZ, WAAF, KNCN, WKDF, KEZY, WOUR, WIBZ, WMMS, WCCC, WSHE, KOME, KBPI, WBAB, WYDD, WWWM, KLLOL, WAAL. **MEDIUMS:** WLIR, KMEL, KZEL, KMGN, WRNW, KROO. **PREFERRED TRACKS:** Keep On Loving. **SALES:** Good in all regions.

152 THE RINGS • MCA  
**ADDS:** None. **HOTS:** WAAF, WCOZ, WBLM. **MEDIUMS:** KMGN, WIBZ, WCCC, WRNW, KROQ, KSJO, KWST. **PREFERRED TRACKS:** Let Me Go. **SALES:** Moderate in East; fair in all others.

97 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA  
**ADDS:** None. **HOTS:** WMMS, KOME, WBAB, KROQ, WNEW, KNAC, KSJO, KMET, WLIR. **MEDIUMS:** KZEL, WWWM, KNCN. **PREFERRED TRACKS:** Heart, Book, Pet You, Nothing But, Teacher. **SALES:** Fair in East and South; weak in others.

## # 2 MOST ADDED

107 TODD RUNDGREN • HEALING • BEARSVILLE  
  
**ADDS:** KSHE, WYDD, KZAM, WIBZ, KMGN, KZEL. **HOTS:** WMMS, WCCC, WWWM, WRNW, WBAB, WLIR. **MEDIUMS:** KEZY, WHFS, KNCN, WBLM, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Moderate breakouts in all regions; strongest in Midwest.

174 PHIL SEYMOUR • BOARDWALK  
**ADDS:** WYFE, KNCN. **HOTS:** KZEL, WMMS, WLIR. **MEDIUMS:** WYFE, KEZY, WCCC, KOME, KBPI, WWWM, WAAL, WCOZ, KSJO, WBLM, KMET. **PREFERRED TRACKS:** Precious, Let Her. **SALES:** Fair in Midwest and East; weak in others.


LP Chart Position

— SHERBS • THE SKILL • ATCO  
**ADDS:** KLLOL. **HOTS:** WOUR. **MEDIUMS:** KZEL, WCCC, WRNW, WWWM, KLLOL, KSJO, WYFE, KSHE, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response.

134 SHOES • TONGUE TWISTER • ELEKTRA  
**ADDS:** None. **HOTS:** WIBZ. **MEDIUMS:** WMMS, WWWM, KROQ, KSJO, KMET. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest and West; weak in others.

84 GRACE SLICK • WELCOME TO THE WRECKING BALL • RCA  
  
**ADDS:** KROQ. **HOTS:** KZEL, WRNW, WBAB. **MEDIUMS:** WLVQ, KSHE, WBLM, WYFE, KEZY, WOUR, KMGN, WIBZ, WCCC, KOME, WYDD, WWWM, KNCN, WAAF, WCOZ, KSJO. **PREFERRED TRACKS:** Wrecking Ball, Mistreater, Shooting, Sea. **SALES:** Moderate to fair in all regions; strongest in West.

## # 3 MOST ADDED

— RICK SPRINGFIELD • WORKING CLASS DOG • RCA  
  
**ADDS:** WBLM, KSJO, WAAL, WBAB, WHFS. **HOTS:** KZEL, WCOZ. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** I've Done Everything. **SALES:** Weak initial response.

## # 3 MOST ACTIVE

15 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA  
  
**ADDS:** None. **HOTS:** WLIR, KZOK, WLVQ, KMET, KWST, KMEL, WBLM, WIOQ, WYFE, WCOZ, WAAF, KNCN, WKDF, WNEW, KROQ, KEZY, WOUR, WIBZ, WMMS, WRNW, WSHE, KOME, WBAB, WYDD, WWWM, KLLOL, WAAL. **MEDIUMS:** KINK, KZEL, KZAM, KBPI. **PREFERRED TRACKS:** Fade, Heart, Cadillac, Ties, Ramrod, Title. **SALES:** Good to moderate in all regions.

101 THE MICHAEL STANLEY BAND • HEARTLAND • EMERALG  
**ADDS:** None. **HOTS:** WMMS, KBPI, WWWM, KLLOL, WLVQ. **MEDIUMS:** WOUR, WIBZ, WCOZ, WBLM, KMEL, WABX. **PREFERRED TRACKS:** He Can't. **SALES:** Weak in West; moderate to fair in all others.

## # 6 MOST ACTIVE


10 STEELY DAN • GAUCHO • MCA  
**ADDS:** None. **HOTS:** WLIR, KINK, KZOK, WLVQ, WABX, KWST, KMEL, WIOQ, WYFE, KSJO, KNCN, WKDF, KEZY, WIBZ, WMMS, WCCC, WRNW, WSHE, KOME, KZAM, WBAB, WYDD, WAAL. **MEDIUMS:** WBLM, WCOZ, KZEL, KMGN, KBPI, KLLOL, KROO. **PREFERRED TRACKS:** Hey Nineteen, Babylon. **SALES:** Good to moderate in all regions.

## # 8 MOST ACTIVE

17 ROD STEWART • FOOLISH BEHAVIOUR • WARNER BROS.  
**ADDS:** None. **HOTS:** KINK, WLVQ, KMET, KSHE, KWST, KMEL, WBLM, WIOQ, KEZY, WIBZ, WMMS, WRNW, KOME, WBAB, WYDD, WWWM, KROQ, KNCN, KSJO, WYFE. **MEDIUMS:** KZOK, WABX, KZEL, KBPI, WCOZ. **PREFERRED TRACKS:** Passion, Dance With, Title. **SALES:** Good to moderate in all regions.

LP Chart Position

## # 1 MOST ACTIVE

7 STYX • PARADISE THEATER • A&M  
  
**ADDS:** None. **HOTS:** WLIR, KZOK, WLVQ, KMET, WABX, KSHE, KWST, KMEL, WBLM, WIOQ, KSJO, WCOZ, WAAF, KNCN, KZEL, KEZY, WOUR, WIBZ, WMMS, WCCC, WRNW, WSHE, KOME, KBPI, WBAB, WYDD, WWWM, KLLOL, WAAL, WKDF. **MEDIUMS:** KROO. **PREFERRED TRACKS:** Best Of Times. **SALES:** Good in all regions.


99 TALKING HEADS • REMAIN IN LIGHT • SIRE  
**ADDS:** None. **HOTS:** WHFS, KROQ, WNEW, KNAC. **MEDIUMS:** KMGN, KWST, KMET. **PREFERRED TRACKS:** Crosseyed, Lifetime, Under Punches. **SALES:** Fair in East; weak in all others.

33 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M  
**ADDS:** KROO. **HOTS:** WLIR, KMET, WCCC, WRNW, WBAB, KLLOL, WAAF, WCOZ. **MEDIUMS:** KZOK, WLVQ, KSHE, KZEL, KMGN, WIBZ, WSHE, KBPI, WYDD, WWWM, KNCN, KSJO, WYFE. **PREFERRED TRACKS:** Title. **SALES:** Moderate in all regions; strongest in West.

47 TOTO • TURN BACK • COLUMBIA  
**ADDS:** WLIR. **HOTS:** WCOZ, KNCN, KEZY, KMGN, WIBZ, WMMS, WCCC. **MEDIUMS:** WLIR, KZOK, WLVQ, KMET, KWST, WBLM, WYFE, KSJO, KZEL, WOUR, WRNW, KZAM, KBPI, WYDD, WWWM, KLLOL, WAAL, KROO, WKDF. **PREFERRED TRACKS:** Elenore, Love For. **SALES:** Moderate in all regions.

57 UFO • THE WILD THE WILLING AND THE INNOCENT • CHRYSALIS  
**ADDS:** None. **HOTS:** WCCC, KOME, WCOZ. **MEDIUMS:** WLIR, KZEL, WOUR, WMMS, WSHE, WBAB, KLLOL, WAAL, KROQ, KNCN, KSJO, WYFE, WBLM, KWST, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions; strongest in West.

## # 4 MOST ADDED

— U2 • BOY • ISLAND  
  
**ADDS:** WNEW, KROQ, WAAL, WBAB, KZEL. **HOTS:** None. **MEDIUMS:** WCCC, WHFS, WWWM, WLIR. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response.

## # 9 MOST ACTIVE

33 STEVE WINWOOD • ARC OF A DIVER • ISLAND  
**ADDS:** KROQ. **HOTS:** WLIR, KINK, KZOK, WLVQ, WIOQ, WYFE, KNCN, KEZY, WOUR, WIBZ, WMMS, WCCC, WRNW, KOME, WHFS, KZAM, WWWM, KLLOL, WAAL. **MEDIUMS:** WABX, KSHE, WBLM, WCOZ, KZEL, WSHE, KBPI, WKDF. **PREFERRED TRACKS:** Chance, Night Train. **SALES:** Good to moderate in all regions.

11 STEVIE WONDER • HOTTER THAN JULY • TAMLA/MOTOWN  
**ADDS:** None. **HOTS:** KZAM, WAAL, KNCN, WIOQ, KINK. **MEDIUMS:** WBLM, KZOK. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

## # 8 MOST ADDED

91 XTC • BLACK SEA • VIRGIN/RSO  
**ADDS:** KSHE, WWWM, KOME. **HOTS:** WHFS, KROO. **MEDIUMS:** WMMS, WCCC, KBPI, KNAC, KNCN, WCOZ, KSJO, WABX, WLIR. **PREFERRED TRACKS:** Generals, Towers, Rocket. **SALES:** Fair in West; weak in all others.

48 WARREN ZEVON • STAND IN THE FIRE • ASYLUM  
**ADDS:** None. **HOTS:** KMGN, WIBZ, WRNW, KOME, WBAB, WAAL, KNCN, WAAF, KSJO, KWST, KMET. **MEDIUMS:** WLIR, WLVQ, KZEL, KEZY, WMMS, WCCC, KBPI, WWWM. **PREFERRED TRACKS:** Werewolves, Lawyers, Poor, Title. **SALES:** Moderate in East; weak in all others.

LAST WEEK	THIS WEEK		WEEKS ON CHART
4	1	I LOVE A RAINY NIGHT	EDDIE RABBITT 16
2	2	9 TO 5	DOLLY PARTON 12
1	3	CELEBRATION	KOOL & THE GANG 17
5	4	KEEP ON LOVING YOU	REO SPEEDWAGON 12
3	5	THE TIDE IS HIGH	BLONDIE 15
8	6	WOMAN	JOHN LENNON 6
7	7	SAME OLD LANG SYNE	DAN FOGELBERG 11
6	8	PASSION	ROD STEWART 14
12	9	THE BEST OF TIMES	STYX 5
11	10	GIVING IT UP FOR YOUR LOVE	DELBERT McCLINTON 12
9	11	(JUST LIKE) STARTING OVER	JOHN LENNON 17
10	12	HEY NINETEEN	STEELY DAN 13
15	13	TREAT ME RIGHT	PAT BENATAR 6
17	14	I AIN'T GONNA STAND FOR IT	STEVIE WONDER 11
27	15	RAPTURE	BLONDIE 4
19	16	THE WINNER TAKES IT ALL	ABBA 14
20	17	CRYING	DON McLEAN 5
13	18	LOVE ON THE ROCKS	NEIL DIAMOND 17
23	19	HELLO AGAIN (LOVE THEME FROM "THE JAZZ SINGER")	NEIL DIAMOND 4
22	20	A LITTLE IN LOVE	CLIFF RICHARD 11
21	21	HEARTBREAK HOTEL	THE JACKSONS 12
24	22	GAMES PEOPLE PLAY	THE ALAN PARSONS PROJECT 12
18	23	MISS SUN	BOZ SCAGGS 13
26	24	SMOKY MOUNTAIN RAIN	RONNIE MILSAP 13
29	25	HEARTS OF FIRE	RANDY MEISNER 5
30	26	KISS ON MY LIST	DARYL HALL & JOHN OATES 5
28	27	SEVEN BRIDGES ROAD	EAGLES 9
33	28	WHAT KIND OF FOOL	BARBRA STREISAND & BARRY GIBB 4
31	29	AHI LEAHI	DONNIE IRIS 11
25	30	TOGETHER	TIERRA 16

LAST THIS WEEK WEEK WEEKS ON CHART

PRIME MOVER

37	31	LIVING IN A FANTASY	LEO SAYER 5
<p>ADDS: Q102-33, KOFM-29, WRKO-30, WMC-FM, KVIL, WZUU-29, WDOQ-30. JUMPS: KOPA 27 To 23, KFMD 27 To 22, WTIK Ex To 38, WANS 30 To 25, WCAO 28 To 25, WISM 28 To 21, WSEZ 31 To 27, WAYS Ex To 27, BJ105 34 To 30, 92X 26 To 21, JB105 29 To 26, KJR Ex To 28, KMJK-FM Ex To 28, KCPX 25 To 20, KTLK 37 To 31, KENO 29 To 26, KERN 29 To 25, Y103 30 To 24, WRVQ 27 To 22, WHHY 30 To 25, KFI Ex To 30, 94Q 18 To 14, WKXX 26 To 20, WBBQ 24 To 21, WFIL 30 To 26, WBEN-FM 39 To 32, KEEL Ex To 33, WIFI Ex To 28, KDWB 18 To 15, KC101 28 To 22, WPGC 29 To 26, WSPT Ex To 27, KBEQ Ex To 20, WLS 42 To 38, WRJZ 30 To 27, F105 Ex To 30.</p> <p>SALES: Moderate in the Midwest. Fair in the West.</p>			

16	32	HIT ME WITH YOUR BEST SHOT	PAT BENATAR 21
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14	33	EVERY WOMAN IN THE WORLD	AIR SUPPLY 18
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PRIME MOVER

49	34	FADE AWAY	BRUCE SPRINGSTEEN 3
<p>ADDS: WSEZ, WSGN, WAXY, WQXI, Day-Part KJRB. JUMPS: KFMD Ex To 26, WTIK 25 To 21, Q102 25 To 22, WRFC 29 To 26, WANS Ex To 28, WISM Ex To 25, WKBO 25 To 21, WPRO-FM 26 To 23, WIKS Ex To 33, WAKY 29 To 26, KRBE Ex To 28, BJ105 30 To 21, 92X Ex To 25, JB105 31 To 28, WSGA 23 To 19, KMJK-FM 32 To 26, KTLK Ex To 36, KERN Ex To 22, Y103 40 To 36, WDRQ 28 To 20, WICC 25 To 21, WHHY Ex To 29, WBBF Ex To 25, 94Q 26 To 22, WWKX 31 To 23, WBBQ Ex To 28, WFIL 29 To 25, WBEN-FM 35 To 30, WIFI Ex To 25, Z93 24 To 21, WKBW Ex To 26, WWKX Ex To 26.</p> <p>SALES: Breaking out in the West, East and Midwest.</p>			

32	35	LADY	KENNY ROGERS 21
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34	36	HE CAN'T LOVE YOU	MICHAEL STANLEY BAND 15
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CASH SMASH

56	37	DON'T STAND SO CLOSE TO ME	THE POLICE 3
<p>ADDS: KJR, WAKY-30, KFMD-27, Q102-34, WRFC, WISM, WKBO, WSEZ, WPRO-FM, WIKS, WICC-29, WHHY, WQXI, Z93, WKBW. JUMPS: WTIK Ex To 39, WTRY 30 To 25, 13K 28 To 24, WAYS 27 To 23, KRBE 26 To 18, CKLW Ex To 22, KMJK-FM 31 To 25, KTLK Ex To 39, Q105 27 To 23, KSFX Ex To 20, WDRQ 29 To 20, WRVQ 22 To 18, WBBF 26 To 21, 94Q 28 To 23, WWKX Ex To 28, WBBQ 29 To 25, WBEN-FM 36 To 31, WPGC 20 To 17, WSPT Ex To 22, WRQX Ex To 17.</p> <p>SALES: Moderate in all regions.</p>			

36	38	TIME IS TIME	ANDY GIBB 14
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42	39	FLASH'S THEME AKA FLASH	QUEEN 6
<p>ADDS: WMC-FM, Day-Part WOW. JUMPS: Q102 21 To 18, WSEZ Ex To 35, KJR 28 To 24, KTLK 13 To 9, KENO 22 To 17, WRVQ 12 To 8, 94Q 4 To 2, WSPT 22 To 19.</p> <p>SALES: Fair in all regions.</p>			

47	40	GUITAR MAN	ELVIS PRESLEY 5
<p>ADDS: KFMO-23, WISM, WAKY-31, 14Q-30, WQXI, WHB-19, 92Q, KTSA. JUMPS: WCAO Ex To 27, WSEZ 34 To 30, WPRO-FM Ex To 26, KRAV Ex To 25, BJ105 Ex To 38, JB105 22 To 19, KCPX 19 To 16, KENO Ex To 28, WRKO Ex To 27, WICC 29 To 25, WHHY 25 To 22, WFIL 27 To 24, WOKY 26 To 23.</p> <p>SALES: Fair in all regions.</p>			

LAST THIS WEEK WEEK WEEKS ON CHART

46	41	(GHOST) RIDERS IN THE SKY	OUTLAWS 6
<p>ADDS: WPRO-FM, KOFM-28, WSGA-34, KMJK-FM, KERN-30. JUMPS: WTRY 23 To 19, WANS Ex To 30, WSEZ Ex To 32, WAYS 23 To 19, WIKS 31 To 27, WSGN 20 To 17, KJRB 11 To 9, KJR 20 To 17, WRVQ 20 To 15, WKXX 18 To 14, KEEL 24 To 18, WIFI 25 To 20, WSPT 7 To 1, WRJZ Ex To 29.</p> <p>SALES: Fair in all regions.</p>			

HIT BOUND

57	42	WHILE YOU SEE A CHANCE	STEVE WINWOOD 3
<p>ADDS: WIFI, KC101-28, WKBW, F105, WWKX, WTIK, WCAO, WABC, WSEZ, WOW-26, KJRB, KCPX, WICC-27, WGCL-27, WQXI, WBEN-FM, KDWB-22. JUMPS: KOPA Ex To 30, WRFC 23 To 19, WANS Ex To 26, WISM Ex To 27, WKBO 30 To 26, WAYS 26 To 22, WIKS Ex To 29, KRBE 29 To 25, CKLW Ex To 30, KJR Ex To 27, KMJK-FM Ex To 29, KTLK 39 To 32, Y103 26 To 17, WRVQ 25 To 21, WHHY Ex To 28, 94Q 23 To 17, WKXX 30 To 22, WBBQ Ex To 29, Z93 28 To 23, WSPT 30 To 25, KBEQ Ex To 19, WRJZ Ex To 28.</p> <p>SALES: Breakouts in the West and Midwest.</p>			

HIT BOUND

64	43	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON 2
<p>ADDS: WRJZ, KSTP-FM, WAXY, WRKO, KRTH, WICC-26, 14Q-24, WGCL, 94Q, KEEL, WBEN-FM, Z93, KC101-27, 92Q, WZZR, KFMD, WRFC, WANS, WABC, WISM, WSEZ, JB105-33, KJR, Q105-26, KENO, KERN, WHBO-29. JUMPS: KOPA Ex To 29, WCAO Ex To 28, WPRO-FM Ex To 27, WGSV Ex To 27, WSGN Ex To 23, WAKY 31 To 29, WOW 27 To 24, KRAV 29 To 21, KJRB Ex To 29, KCPX Ex To 27, Y103 Ex To 37, WFIL Ex To 28, WOKY Ex To 26, WSPT Ex To 29, WKBW Ex To 22, WGH 19 To 9.</p> <p>SALES: Just shipped.</p>			

48	44	BACK IN BLACK	AC/DC 11
<p>ADDS: Y100-28, WLS-34. JUMPS: 13K 23 To 20, WIKS 19 To 14, JB105 19 To 15, KMJK-FM 16 To 13, KNUS 17 To 14.</p> <p>SALES: Moderate in the West and Midwest. Fair in the East and South.</p>			

51	45	TOO TIGHT	CON FUNK SHUN 5
<p>ADDS: KFMD, WANS, KERN-28. JUMPS: WCAO 19 To 15, Y100 26 To 20, WAYS Ex To 30, WGSV Ex To 28, JB105 28 To 23, WSGA 17 To 8, KENO Ex To 27, WAXY Ex To 25, KFRC 27 To 22, KRTH 30 To 27, WHHY 24 To 19, KFI 30 To 22, KEEL Ex To 34, WIFI Ex To 27, Z93 Ex To 27, WMC-FM 24 To 19, KC101 25 To 21.</p> <p>SALES: Moderate in the West. Fair in all other regions.</p>			

55	46	SOMEBODY'S KNOCKIN	TERRI GIBBS 6
<p>ADDS: WKIX, WANS, WPRO-FM, WAYS, KENO, WICC, 14Q-27, 94Q, Z93, F105. JUMPS: KOPA Ex To 26, KFMD Ex To 29, WTIK 39 To 34, WCAO 22 To 19, WISM Ex To 24, WSEZ Ex To 34, WGSV 17 To 11, WSGN 14 To 10, KRAV 10 To 4, KOFM 10 To 6, KCPX 29 To 23, Y103 39 To 35, WHHY Ex To 27, WQXI Ex To 20, WFIL Ex To 30, KC101 29 To 19, WKBW Ex To 23, WRJZ 27 To 21, WWKX 27 To 19.</p> <p>SALES: Fair in the Midwest and South.</p>			

52	47	PRECIOUS TO ME	PHIL SEYMOUR 6
<p>ADDS: WANS, WIKS, WOW-27, KJR, KENO, KERN-29, WDRQ, WNCI, WBEN-FM. JUMPS: KFMD 29 To 25, WTIK 35 To 30, WRFC Ex To 27, WCAO 27 To 24, WISM Ex To 26, WGSV 25 To 20, WSGN Ex To 22, KRAV 20 To 16, JB105 33 To 29, KTLK Ex To 38, WRVQ 29 To 26, WKXX 22 To 18, WFIL Ex To 29, KEEL Ex To 35, WIFI Ex To 30, WSPT 28 To 24, WKBW Ex To 27, WRJZ Ex To 30.</p> <p>SALES: Breakouts in the Midwest. Weak in all other regions.</p>			

1 CASH BOX

THE ONLY CHARTS YOU CAN COUNT ON!

# RADIO CHART

TOP 100 SINGLES  
FEBRUARY 21, 1981

LAST WEEK	THIS WEEK		WEEKS ON CHART
38	48	SHINE ON	L.T.D. 15
35	49	HUNGRY HEART	BRUCE SPRINGSTEEN 16
44	50	ANOTHER ONE BITES THE DUST	QUEEN 28
41	51	IT'S MY TURN	DIANA ROSS 18
40	52	I MADE IT THROUGH THE RAIN	BARRY MANILOW 14
60	53	STAYING WITH IT	FIREFALL 5
<p><b>ADDS:</b> WNCI, WGCL, WIFI, WOKY, WZUU. <b>JUMPS:</b> KOPA 29 To 25, 96KX 19 To 16, KFMD Ex To 28, WISM Ex To 29, WSEZ 27 To 24, JB105 34 To 30, KTLK 28 To 24, KENO Ex To 29. <b>SALES:</b> Fair in the Midwest.</p>			
63	54	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES 4
<p><b>ADDS:</b> Y100-24, WABC, JB105-35, KFI, WPGC-24, WSPT, Day-Part 92Q. <b>JUMPS:</b> WTIK Ex To 23, WSEZ 35 To 28, WSGA 25 To 20, KRFC 32 To 26, KRTH Ex To 28, WBBQ Ex To 27, KEEL Ex To 26. <b>SALES:</b> Moderate in the West. Fair in all other regions.</p>			
39	55	DE DO DO DE DA DA DA	THE POLICE 18
43	56	TELL IT LIKE IT IS	HEART 14
50	57	GUILTY	BARBRA STREISAND & BARRY GIBB 17
53	58	WHO'S MAKING LOVE	BLUES BROTHERS 10

## HIT BOUND

76	59	JUST BETWEEN YOU AND ME	APRIL WINE 3
<p><b>ADDS:</b> 96KX, WTIK, WTRY, WISM, WKBO-29, WSEZ, KRBE, CKLW, KMJK-FM, KENO, WKXX, WBBQ, KEEL, WBEN-FM, WPGC-30. <b>JUMPS:</b> KTLK Ex To 40, Y103 38 To 33. <b>SALES:</b> Breakouts in the East.</p>			
69	60	AIN'T EVEN DONE WITH THE NIGHT	JOHN COUGAR 4
<p><b>ADDS:</b> WTIK, WGSV, WIKS, KRBE, 94Q-29, WFIL, WIFI. <b>JUMPS:</b> WRFC Ex To 29, KTLK 40 To 34, Y103 Ex To 38, WHHY Ex To 30, WWKX Ex To 30, WOKY 25 To 22.</p>			
67	61	FANTASTIC VOYAGE	LAKESIDE 4
<p><b>ADDS:</b> 13K-30, WSGA-32. <b>JUMPS:</b> WTIK 40 To 36, KCPX Ex To 40, KRFC 14 To 7. <b>SALES:</b> Fair in all regions.</p>			

## HIT BOUND

77	62	JUST THE TWO OF US	GROVER WASHINGTON, JR. 3
<p><b>ADDS:</b> WOKY, WMC-FM, KRAV, Q105-25, WAXY, WICC-30, WHHY, WKXX, KDWB-21, Z93, WZUU, KC101-29, WTIK, WTRY, WRFC, WANS, KFYE, WAYS, WIKS, WSGN. <b>JUMPS:</b> WGSV 29 To 23, KJRB 29 To 25, WSGA 31 To 26, Y103 36 To 23, 94Q 30 To 24, WSPT Ex To 28. <b>SALES:</b> Breakouts in the Midwest.</p>			
72	63	AND LOVE GOES ON	EARTH, WIND & FIRE 3
<p><b>ADDS:</b> KC101-30. <b>JUMPS:</b> WCAO 30 To 26, WSEZ Ex To 33, WPRO-FM Ex To 24, JB105 35 To 31, KCPX Ex To 35, KENO Ex To 30, WAXY Ex To 26, KRFC Ex To 40, WGCL Ex To 30. <b>SALES:</b> Breakouts in the East and Midwest.</p>			

LAST WEEK	THIS WEEK		WEEKS ON CHART
70	64	LIPSTICK	SUZI QUATRO 4
<p><b>JUMPS:</b> WBBQ 18 To 13, WSPT 26 To 21. <b>SALES:</b> Breakouts in all regions.</p>			
59	65	FOOL THAT I AM	RITA COOLIDGE 11
45	66	MORE THAN I CAN SAY	LEO SAYER 22
58	67	LOVE T.K.O.	TEDDY PENDERGRASS 13

## HIT BOUND

—	68	ANGEL OF THE MORNING	JUICE NEWTON 1
<p><b>ADDS:</b> WRVQ, WICC, KFI, WFIL, WRJZ, WWKX, WSGN, WGSV, WAYS, WSEZ, WRFC, WCAO, BJ105, JB105-32, KJRB, KJR, KCPX, KTLK, WAXY, Y103, WDRQ. <b>SALES:</b> Just shipped.</p>			
75	69	FIREFLIES	FLEETWOOD MAC 3
<p><b>ADDS:</b> WSEZ, KTLK. <b>JUMPS:</b> WRFC 12 To 10, WISM Ex To 30, WSGN 26 To 18, KRBE 28 To 23, KERN 27 To 24, WOKY 28 To 24. <b>SALES:</b> Fair in the Midwest and South.</p>			
65	70	WHIP IT	DEVO 26
61	71	MASTER BLASTER (JAMMIN')	STEVIE WONDER 22
54	72	ONE STEP CLOSER	THE DOOBIE BROTHERS 14
85	73	I LOVE YOU	CLIMAX BLUES BAND 2
<p><b>ADDS:</b> WSGN, JB105-34, KMJK-FM, KCPX, Y103, WHHY, KBEQ. <b>JUMPS:</b> 96KX Ex To 31, WRFC Ex To 28, WGSV Ex To 30, KRBE Ex To 30, WAXY Ex To 27, WRVQ Ex To 27, WGH Ex To 17.</p>			
82	74	TURN ME LOOSE	LOVERBOY 3
<p><b>ADDS:</b> Q102-35, CKLW. <b>JUMPS:</b> KTLK Ex To 37, WHHY 29 To 26, WBBQ 30 To 24. <b>SALES:</b> Fair in the Midwest.</p>			
87	75	HOW 'BOUT US	CHAMPAIGN 2
<p><b>ADDS:</b> WCAO-30, WHHY, KFI, 94Q-30, WQXI, WKXX, WWKX. <b>JUMPS:</b> WTIK Ex To 37, WGSV Ex To 29, Y103 Ex To 39, 92Q Ex To 29.</p>			
62	76	MY MOTHER'S EYES	BETTE MIDLER 14
66	77	SUDDENLY	OLIVIA NEWTON-JOHN/ CLIFF RICHARD 19
71	78	I DON'T WANT TO KNOW YOUR NAME	GLEN CAMPBELL 5
74	79	FLY AWAY	PETER ALLEN 5
78	80	DREAMER	THE ASSOCIATION 4
—	81	WASN'T THAT A PARTY	THE ROVERS 1
<p><b>ADDS:</b> KFMD, CKLW-29, Q105-27, WBBF, KFI, WSPT, WRJZ, WWKX. <b>JUMPS:</b> WAYS 20 To 12, WBEN-FM 38 To 34. <b>ON:</b> WSGN, 96KX.</p>			
—	82	BEING WITH YOU	SMOKEY ROBINSON 1
<p><b>ADDS:</b> WTIK, WKBO-30, WSGA-33, KCPX, KRTH, WGCL, WIFI. <b>JUMPS:</b> KJRB Ex To 30. <b>ON:</b> WFLB, KTLK, WFIL.</p>			
79	83	GIRLS CAN GET IT	DR. HOOK 17

LAST WEEK	THIS WEEK		WEEKS ON CHART
—	84	WHO DO YOU THINK YOUR FOOLIN'	DONNA SUMMER 1
<p><b>ADDS:</b> KOPA, BJ105-40, KSFY, Y103, WBBQ, WWKX, WFIL, WIFI.</p>			
—	85	KEEP THIS TRAIN A ROLLIN'	THE DOOBIE BROTHERS 1
<p><b>ADDS:</b> WCAO, WSEZ, WSGN, WRVQ, KSTP-FM. <b>JUMPS:</b> KTLK 32 To 25, KFRC Ex To 37, WWKX Ex To 29. <b>ON:</b> WHHY, Y103.</p>			
—	86	MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME	SPINNERS 1
<p><b>ADDS:</b> WRFC, WCAO-29, WGSV, WDRQ, WBBQ, WZZR. <b>JUMPS:</b> KC101 30 To 26, WPGC 28 To 23. <b>ON:</b> WFLB, 92Q.</p>			
89	87	OOO-EEE	NICOLETTE LARSON 2
<p><b>JUMPS:</b> KBEQ 10 To 8.</p>			
91	88	DON'T YOU KNOW WHAT LOVE IS	TOUCH 4
<p><b>JUMPS:</b> CKLW Ex To 28, WDRQ Ex To 29, WWKX Ex To 31, WSPT 25 To 20.</p>			
—	89	IT'S A LOVE THING	WHISPERS 1
<p><b>ON:</b> KFRC. <b>SALES:</b> Fair in all regions.</p>			
90	90	THEME FROM RAGING BULL	JOEL DIAMOND 2
92	91	PROUD	THE JOE CHEMAY BAND 3
<p><b>JUMPS:</b> WSPT 20 To 15.</p>			
94	92	IT'S MY JOB	JIMMY BUFFETT 2
<p><b>ADDS:</b> WGSV, WKXX. <b>JUMPS:</b> 94Q Ex To 28, WQXI Ex To 27.</p>			
—	93	LET ME GO	THE RINGS 1
<p><b>ADDS:</b> WPRO-FM, JB105, WGH.</p>			
97	94	FULL OF FIRE	SHALAMAR 2
<p><b>ADDS:</b> WAXY. <b>JUMPS:</b> Y100 21 To 17.</p>			
95	95	BLACKJACK	RUPERT HOLMES 2
98	96	8TH WONDER	THE SUGARHILL GANG 2
<p><b>SALES:</b> Fair in the West and South.</p>			
—	97	BURN RUBBER	GAP BAND 1
<p><b>ON:</b> WSEZ. <b>SALES:</b> Moderate in the South. Fair in the Midwest.</p>			
88	98	LONG TIME LOVIN' YOU	McGUFFEY LANE 4
73	99	COLD LOVE	DONNA SUMMER 12
93	100	CAFE AMORE	SPYRO GYRA 4

## LOOKING AHEAD

WHERE DID THE TIME GO?	THE POINTER SISTERS
<b>ADDS:</b> WGH, WIFI, KCPX, BJ105	
CH CH CHERIE	JOHNNY AVERAGE BAND
<b>ADDS:</b> BJ105, KCPX, KFI, WGH. <b>JUMPS:</b> WBBQ Ex To 30.	
GAMES	PHOEBE SNOW
<b>ADDS:</b> 94Q, WHHY.	

**CASH SMASH**—denotes significant sales activity.  
**PRIME MOVER**—denotes significant radio activity.  
**HIT BOUND**—denotes immediate radio acceptance.

# sugar hill strikes again!

**"EIGHTH WONDER"**  
[SH-553] • "12 INCH"  
**SUGAR HILL GANG**  
POP: 96 • R&B: 16

**"BIRTHDAY PARTY"**  
[SH-555] • "12 INCH"  
**GRANDMASTER FLASH**  
**AND THE FURIOUS FIVE**  
R&B: 94

**SUGAR HILL RECORDS**  
96 WEST STREET  
ENGLEWOOD, NEW JERSEY 06731

# COUNTRY

## 'CMA Week' Proclaimed At Atlanta Meeting

NASHVILLE — In conjunction with the Country Music Assn. (CMA) board meeting in Atlanta, Feb. 2-8, Georgia governor George Busbee proclaimed the week as Country Music Assn. Week in the state.

In the proclamation, Gov. Busbee cited the CMA as "the trade organization for the country music industry (that has) carried the banner of this musical form throughout the nation and the world . . . (and) has so advanced the cause of country music."

While CMA committee meetings were held throughout the day, Feb. 3, in preparation for the formal convening of the board on the following day, the organization also hosted a reception and show for more than 400 Georgia members and other guests at Mama's Country Showcase in Atlanta, which featured emcee Tom T. Hall and Brenda Lee. Prior to the show, several citations were presented by the CMA, including a certification of appreciation to Wynette (Mama) Mitchem and Bill Hagood of Mama's Country Showcase, and to Jim Wilder, owner of WBIE/FM in Marietta, Ga.

In an effort to gain more advertising support for country radio, the CMA and Plough Broadcasting Co. hosted a luncheon and showcase for the Atlanta advertising and media community at the Colony Square Hotel. The luncheon was attended by more than 200 of Atlanta's key advertising and media executives.

During the Feb. 4 board meet, several dates relative to country music functions were set, including the next board meet, set for April 22-23 in London; Fan Fair, June 8-14; the Talent Buyers Seminar, Oct. 9-12 at the Hyatt Regency here; the CMA Awards Show telecast, Oct. 12; and the annual DJ Convention, Oct. 13-18. Additionally, board meetings for 1982 will be February in Mexico City; April in Kansas City; and July in Wheeling, West Virginia.

In other matters, the CMA will once again sponsor the artist/DJ tape sessions and luncheon during its October convention. In addition, it will have a booth and show its audio/video presentation at the upcoming National Assn. of Recording Merchandisers (NARM) convention; and its anti-piracy and home taping committee recommended that CMA board members who are recording artists send out letters to fellow artists asking them to refrain from advertising blank tape sales.

Also, the Awards Criteria committee recommended changing the voting procedure on CMA Award category #4, Song of the Year. The new wording will read, "In this category, the second ballot will contain nominees receiving at least five votes from the membership, and the top five songs from a tabulation of the national charts. From this group, the membership will vote for the top five." Additionally, 34 new organizational members were accepted by the board.

## Songwriter Pendarvis Signs With E/A Music

NASHVILLE — Elektra/Asylum Music (BMI) has signed songwriter Margo Pendarvis to a writer's contract, according to an announcement by Dixie Gamble-Bowen, general manager of the Nashville-based publishing firm.

"We are excited to have Margo join Elektra/Asylum Music," said Gamble-Bowen. "She will be a major asset to our staff, and we look forward to many fruitful years."

Pendarvis, formerly with Tree International, has penned songs for artists Joe Stampley, Mary K. Miller and British artist Norma Jordan.



**CHEERING ON THE TEAM** — Football players and country music were the order of the day during a recent taping of the top rated NBC musical/comedy/variety series *Barbara Mandrell and the Mandrell Sisters*. The star-studded program featured (l-r): MCA artist Conway Twitty; Fran Tarkenton, air personality and ex/Minnesota Viking; Louise Mandrell; Irlene Mandrell; "Mean" Joe Green of the Pittsburgh Steelers; Mandrell; and Vince Ferragamo, of the Los Angeles Rams.

## Initial Ballots For ACM 'Hat' Awards Mailed To Academy's Membership

NASHVILLE — The initial ballots in the 16th annual Academy of Country Music (ACM) "Hat" awards poll were mailed to the Academy's 2,195 members Feb. 11. The initial nominees in the 11 categories were selected by the Academy's Nominations Selection Committee, with the approval of the Academy's board of directors.

The results of the initial balloting will narrow the field to five finalists in each category, with the winners to be announced during presentation ceremonies at the Shrine Auditorium in Los Angeles, which will be aired live on NBC-TV April 30. Final ballots will be mailed to all members March 17.

In response to last year's somewhat controversial awards, where CBS artists swept all categories, the Academy has taken steps to avoid the same situation, according to president Bill Boyd. This year, no organization or company can have in excess of 10% of the voting membership. Additionally, some labels insinuated last year that they might withdraw support from the Academy because of the controversy. To date, no label has done that, according to Boyd.

The initial nominees in the 11 categories of awards that will be presented during the televised broadcast are as follows:

**Entertainer of the Year:** Charlie Daniels, Crystal Gayle, Waylon Jennings, Willie Nelson, Eddie Rabbitt, Larry Gatlin, Mickey Gilley, Barbara Mandrell, Dolly Parton and Kenny Rogers.

**Top Female Vocalist:** Lacy J. Dalton, Emmylou Harris, Loretta Lynn, Anne Murray, Dottie West, Crystal Gayle, Cristy Lane, Barbara Mandrell, Dolly Parton and Tammy Wynette.

**Top Male Vocalist:** Larry Gatlin, Waylon Jennings, Ronnie Milsap, Eddie Rabbitt, T.G. Sheppard, Mickey Gilley, George Jones, Willie Nelson, Kenny Rogers and Don Williams.

**Top New Female Vocalist:** Deborah Allen, Kim Carnes, Micki Fuhrman, Becky Hobbs, Sissy Spacek, Sheila Andrews, Carol Chase, Terri Gibbs, Reba McEntire and Stephanie Winslow.

**Top New Male Vocalist:** Ed Bruce, Dean Dillon, Don King, Johnny Lee, Joe Sun, Earl Thomas Conley, Leon Everette, Fred Knoblock, Eddy Raven and Steve Wariner.

**Top Vocal Duet:** Moe Bandy and Joe Stampley, the Bellamy Brothers, Jim Ed Brown and Helen Cornelius, Merle Haggard and Clint Eastwood, George Jones and Johnny Paycheck, George Jones and Tammy Wynette, the Kendalls, Willie Nelson and Ray Price, Kenny Rogers and Kim Carnes, and Conway Twitty and Loretta Lynn.

**Top Vocal Group:** Alabama, Amazing Rhythm Aces, Asleep At The Wheel, Charlie

Daniels Band, Larry Gatlin and the Gatlin Brothers Band, Nightstreets, the Oak Ridge Boys, Dave Rowland and Sugar, the Sons of the Pioneers and the Statler Brothers.

**Single Record of the Year:** (Award presented to artist, producer and record company): "Drivin' My Life Away," "He Stopped Loving Her Today," "I Believe In You," "Lady," "Looking For Love," "My Heart/Silent Night," "Nine To Five," "One Day At A Time," "On The Road Again" and "Stand By Me."

**Song of the Year** (Award presented to composer, publisher and artist): "A Lesson In Leavin'," "Beneath Still Waters," "Do You Wanna Go To Heaven," "Good Ole Boys Like Me," "He Stopped Loving Her Today," "I Believe In You," "Lady," "Looking For Love," "My Heroes Have Always Been Cowboys" and "Years."

**Album of the Year** (Award presented to artist, producer and record company): *Coal Miner's Daughter*, *Greatest Hits — Anne Murray*, *Greatest Hits — Kenny Rogers*, *Honeysuckle Rose*, *Horizon*, *I Believe In You*, *San Antonio Rose*, *That's All That Matters*, *There's A Little Bit Of Hank In Me* and *Urban Cowboy*.

**Country Motion Picture of the Year:** *Any Which Way You Can*, *Coal Miner's Daughter*, *The Gambler*, *9 To 5*, *Smokey and the Bandit II*, *Bronco Billy*, *Coast To Coast*, *Honeysuckle Rose*, *Roadie* and *Urban Cowboy*.

There will also be space on the initial ballots for write-in nominations.

Instrumental Awards will be presented prior to the Awards telecast. These awards will be voted on by the Musician/Bandleader/Instrumentalist and Artist/Entertainer category members of the Academy. A space for write-in nominations will also be on these ballots. The initial nominees

(continued on page 40)

## Panelists Set For Upcoming NSAI Writer Symposium

by Jennifer Bohler

NASHVILLE — The third annual Nashville Songwriters Assn. International (NSAI) Songwriting Symposium is slated for Feb. 27-March 1 at the Hyatt Regency here. Tagged "One Step Closer To Better Songwriting," the symposium will have three panels, plus a special song critique panel composed of some of the nation's top songwriters representing all genres of music. The panels will be augmented by some of Nashville's leading publishers.

Other highlights include a Songwriter's Showcase, which will kick off the event Feb. 27, as well as the 14th annual Songwriter Achievement Awards Ceremony, slated for Feb. 28. The Song of the Year, Songwriter of the Year and at least 16 Achievement Awards will be presented during the course of the ceremony.

Composer/artist Jimmy Webb will deliver the keynote address, followed by the first panel, "My Approach is . . ." moderated by Randy Goodrum and assisted by a panel that will include Dave Loggins, Gary S. Paxton, Wayland Holyfield, Michael McDonald and Patrick Henderson.

A second panel will tackle the topic, "Different Strokes," which will deal with writing for commercials, television programs, plays and movies. Panelists will include moderator Aaron Brown, Walter Woodward, John Brahaney, George David Weiss, Dan Williams, Bud Wingard and Chris Dodson.

### Publisher/Writer Panel

The third panel of the day, called "The Dynamic Duo," will couple a publisher and one of his or her writers, and will attempt to demonstrate to a writer how to find the right publisher. The panel will be moderated by Dianne Petty and will feature Tom Collins with Dennis Morgan and Kye Fleming; Charlie Monk with Chris Waters; Bob Beckham with Johnny McCrea and Bob Morrison; Wesley Rose with Mickey Newbury; Bob Montgomery with Jeff Silbar; Pat Rolfe with Layng Martine; and Buddy Killen with Curly Putman. Each panel discussion will be followed by a question and answer session.

The final panel of the weekend is scheduled for Sunday morning, and will be a critique session whereby the panel will examine a song for each symposium participant. A cassette tape of the song with a typewritten lyric sheet is required. The panel will be moderated by Maggie Caver and will include John Brahaney, Rory Bourke, Wayland Holyfield, Judy Harris, Karen Conrad, David Conrad, Len Chandler, Randy Goodrum, Aaron Brown, Charlie Feldman and Paul Richey.



**JUICE AND PRIDE ON POP** — Capitol artist Juice Newton and RCA artist Charley Pride recently made guest appearances on the syndicated television show *Pop Goes The Country*, hosted by Tom T. Hall. Newton's latest album, "Juice" shipped last week. Pictured during the taping are (l-r): Newton, Hall and Pride.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On 2/14 Chart		Weeks On 2/14 Chart
1		9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	1 12
2		KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	2 18
3		HORIZON EDDIE RABBITT (Elektra 6E-276)	3 32
4		I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	5 27
5		GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	4 18
6		GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	7 96
7		GREATEST HITS ANNE MURRAY (Capitol SO-12110)	6 21
8		BACK TO THE BARROOMS MERLE HAGGARD (MCA-5139)	8 16
9		GREATEST HITS OAK RIDGE BOYS (MCA-5150)	9 16
10		ANY WHICH WAY YOU CAN ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3499)	10 11
11		LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	11 16
12		HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia C236752)	15 25
13		I AM WHAT I AM GEORGE JONES (Epic FE 36586)	13 23
14		SOUTHERN RAIN MEL TILLIS (Elektra 6E-310)	14 12
15		ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	27 3
16		THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	16 69
17		LOVE IS FAIR BARBARA MANDRELL (MCA-5136)	17 22
18		MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	20 34
19		URBAN COWBOY II VARIOUS ARTISTS (Epic SE-36921)	19 7
20		ENCORE MICKEY GILLEY (Epic JE-36851)	21 15
21		URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	12 40
22		SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	32 3
23		SONGS OF THE SUN BELLAMY BROTHERS (Warner/Curb BSK-3491)	25 11
24		STARDUST WILLIE NELSON (Columbia JC 35305)	24 147
25		MUSIC MAN WAYLON JENNINGS (RCA AHL 1-3602)	18 38
26		RAZZY RAZZY BAILEY (RCA AHL 1-3688)	30 24
27		GUITAR MAN ELVIS PRESLEY (RCA AAL1-3917)	39 2
28		THE BEST OF THE KENDALLS THE KENDALLS (Ovation OV 1756)	28 12
29		FULL MOON CHARLIE DANIELS BAND (Epic FE-36571)	29 29
30		SAN ANTONIO ROSE WILLIE NELSON & RAY PRICE (Columbia JC 36476)	22 37
31		WHO'S CHEATIN' WHO CHARLY McCLAIN (Epic JE-36760)	31 15
32		EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	— 1
33		FOLLOWING THE FEELING MOE BANDY (Columbia JC-36789)	34 13
34		GREATEST HITS DAVE ROWLAND & SUGAR (RCA AHL1-3915)	— 1
35		PORTER AND DOLLY PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3700)	35 15
36		I'LL BE THERE GAIL DAVIES (Warner Bros. BSK 3509)	37 3
37		WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	38 85
38		HARD TIMES LACY J. DALTON (Columbia JC 36763)	33 40
39		INVICTUS (MEANS) UNCONQUERED DAVID ALLAN COE (Columbia JC-36970)	53 3
40		THESE DAYS CRYSTAL GAYLE (Columbia JC 36512)	36 23
41		SMOOTH SAILIN' T.G. SHEPPARD (Warner/Curb BSK-3423)	52 24
42		HABITS OLD AND NEW HANK WILLIAMS, JR. (Elektra/Curb 6E-278)	42 37
43		REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5138)	43 18
44		I'LL NEED SOMEONE TO HOLD ME WHEN I CRY JANIE FRICKE (Columbia JC 36820)	44 14
45		TEXAS IN MY REAR VIEW MIRROR MAC DAVIS (Casablanca/PolyGram NBLP 7239)	23 19
46		NO ONE WILL EVER KNOW GENE WATSON (Capitol ST-12102)	46 4
47		DREAMLOVERS TANYA TUCKER (MCA-5140)	47 18
48		TO THE BONE KRIS KRISTOFFERSON (Columbia JZ-36885)	48 2
49		THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36493)	26 30
50		THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	50 93
51		FRIDAY NIGHT BLUES JOHN CONLEE (MCA-3246)	51 34
52		GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	40 35
53		LOOKIN' GOOD LORETTA LYNN (MCA 5148)	49 16
54		IT'S THE WORLD GONE CRAZY GLEN CAMPBELL (EMI SOO-12124)	— 1
55		HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	41 19
56		STRAIGHT AHEAD LARRY GATLIN (Columbia JC 36250)	56 41
57		ROSES IN THE SNOW EMMYLOU HARRIS (Warner Bros. BSK 3422)	57 40
58		GIDEON KENNY ROGERS (United Artists LOO-1034)	58 46
59		THE LEGEND OF JESSE JAMES VARIOUS ARTISTS (A&M SP-3718)	45 11
60		TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	54 146
61		SONGS I LOVE TO SING SLIM WHITMAN (Epic/Cleveland Int'l. JE 36788)	55 20
62		IT'S HARD TO BE HUMBLE MAC DAVIS (Casablanca/PolyGram NBLP 7207)	66 50
63		WHERE DID THE MONEY GO? HOYT AXTON (Jeremiah JG 5001)	65 31
64		THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	61 115
65		ALWAYS PATSY CLINE (MCA-3263)	62 18
66		ED BRUCE ED BRUCE (MCA MCA-3242)	64 36
67		CLASSIC CRYSTAL CRYSTAL GAYLE (United Artists LOO-982)	67 9
68		10TH ANNIVERSARY STATLER BROTHERS (Mercury/PolyGram SRM 1-5027)	59 28
69		A WOMAN'S HEART CRYSTAL GAYLE (Liberty LOO 1080)	63 11
70		THERE'S A LITTLE BIT OF HANK IN ME CHARLEY PRIDE (RCA AHL 1-3548)	70 52
71		TOGETHER AGAIN GEORGE JONES & TAMMY WYNETTE (Epic JE 36764)	71 19
72		REFLECTIONS CHET ATKINS and DOC WATSON (RCA AHL 1-3701)	68 14
73		NICE 'n' EASY JOHNNY DUNCAN and JANIE FRICKE (Columbia JC-36780)	69 14
74		SMOKEY AND THE BANDIT 2 VARIOUS ARTISTS (MCA-6101)	72 26
75		KILLER COUNTRY JERRY LEE LEWIS (Elektra 6E-291)	75 20

# ALABAMA

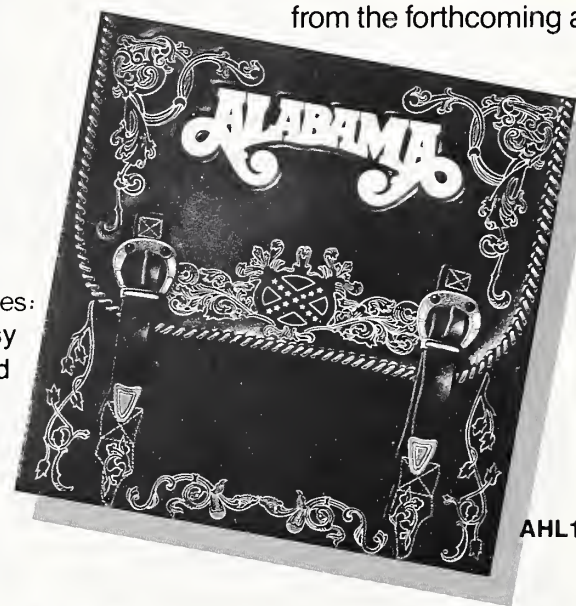
NEW SINGLE

## "Old Flame"

PB 12169

BB 28\* CB 29\* RW 37\*

from the forthcoming album



AHL1-3930

Includes:  
Fantasy  
Hollywood  
Woman Back  
Home

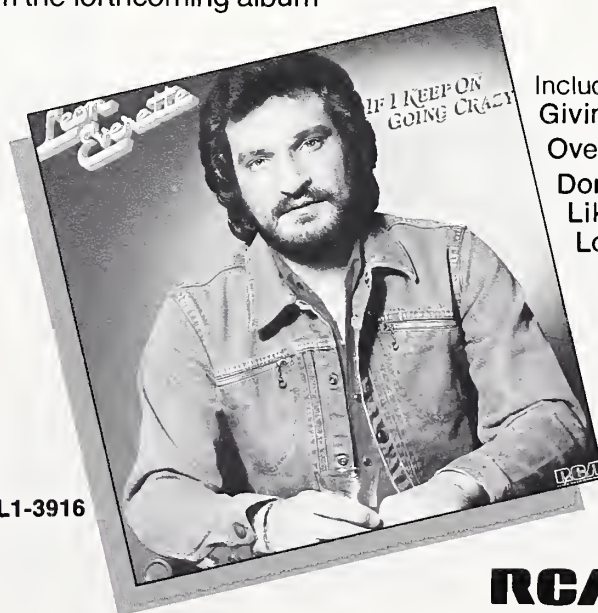
# LEON EVERETTE

NEW SINGLE

## "If I Keep On Going Crazy"

PB-12177

from the forthcoming album



AHL1-3916

Includes:  
Giving Up Easy  
Over  
Don't Feel  
Like the  
Lone Ranger

RCA



# CASH BOX TOP 100 COUNTRY

February 21, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart		
1	2/14	WHO'S CHEATIN' WHO	2	68	COUNTRYFIED		
		CHARLY McCLAIN (Epic 19-50948)	14		MEL McDANIEL (Capitol P-4949)	26	13
2		SOUTHERN RAINS	3	69	BLUE COLLAR BLUES	81	2
		MEL TILLIS (Elektra E-47082)	11		MUNDO EARWOOD (Excelsior SIS-1005)		
3		I'LL BE THERE (IF YOU EVER WANT ME)	5	70	ARE WE DREAMIN' THE SAME DREAM	84	2
		GAIL DAVIES (Werner Bros. WBS-49592)	13		CHARLIE RICH (Elektra E-47104)		
4		1959	4	71	ANYTHING BUT YES IS STILL A NO	27	13
		JOHN ANDERSON (Werner Bros. WBS-49582)	14		STEPHANIE WINSLOW (Warner/Curb WBS-49628)		
5		ARE YOU HAPPY BABY?	10	72	YELLOW PAGES	30	13
		DOTTIE WEST (Liberty 1392)	11		ROGER BOWLING (Mercury/PolyGram 57042)		
6		DO YOU LOVE AS GOOD AS YOU LOOK	12	73	SHE'S A FRIEND OF A FRIEND	73	7
		BELLAMY BROTHERS (Warner/Curb WBS-49639)	6		THE BURRITO BROTHERS (Curb ZS6-5402)		
7		HILLBILLY GIRL WITH THE BLUES	11	74	S.O.S.	79	5
		LACY J. DALTON (Columbia 1-11410)	11		JOHNNY CARVER (Tanglewood EQ-1905)		
8		DON'T YOU EVER GET TIRED OF HURTING ME	8	75	9 TO 5	31	13
		WILLIE NELSON & RAY PRICE (Columbia 11-11405)	13		DOLLY PARTON (RCA PB-12133)		
9		ANGEL FLYING TOO CLOSE TO THE GROUND	15	76	WILLIE, WON'T YOU SING A SONG WITH ME	87	2
		WILLIE NELSON (Columbia 1-11418)	7		GEORGE BURNS (Mercury/PolyGram 57045)		
10		SILENT TREATMENT	13	77	FOOL THAT I AM	83	3
		EARL THOMAS CONLEY (Sunbird SBR-7556)	15		RITA COOLIDGE (A&M 2281)		
11		CAN I SEE YOU TONIGHT	14	78	WITHOUT LOVE	80	5
		TANYA TUCKER (MCA 51037)	10		JOHNNY CASH (Columbia 11-11424)		
12		IF DRINKIN' DON'T KILL ME (HER MEMORY WILL)	16	79	ANYTHING THAT HURTS YOU (HURTS ME)	85	2
		GEORGE JONES (Epic 19-50968)	6		KEITH STEGALL (Capitol P-4967)		
13		I FEEL LIKE LOVING YOU AGAIN	1	80	WHISKEY HEAVEN	37	10
		T.G. SHEPPARD (Warner Bros./Curb WBS-49615)	13		FATS DOMINO (Warner/Viva WBS-49610)		
14		GUITAR MAN	22	81	MISTER PEEPERS	—	1
		ELVIS PRESLEY (RCA PB-12158)	6		BILL ANDERSON (MCA 51052)		
15		WANDERING EYES	20	82	LIVIN' TOGETHER (LOVIN' APART)	88	3
		RONNIE McDOWELL (Epic 19-50962)	10		BOBBY G. RICE (Sunbird SBR-P7558)		
16		DRIFTER	25	83	NEW YORK COWBOY	89	4
		SYLVIA (RCA PB-12164)	6		NASHVILLE SUPERPICKERS (Sound Factory SF-428)		
17		DON'T LOOK NOW (BUT WE JUST FELL IN LOVE)	18	84	HONKY-TONK SATURDAY NIGHT	92	2
		EDDY ARNOLD (RCA PB-12136)	12		BECKY HOBBS (Mercury/PolyGram 45-57041)		
18		WHAT I HAD WITH YOU	28	85	REACHIN' FOR FREEDOM	91	3
		JOHN CONLEE (MCA 51044)	5		RON SHAW (Pacific Challenger PC-1639)		
19		CUP OF TEA	19	86	TIE A YELLOW RIBBON 'ROUND THE OLE OAK TREE	—	1
		REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49626)	11		JOHNNY CARVER (MCA 51072)		
20		WHAT'S NEW WITH YOU	24	87	URBAN COWBOYS, OUTLAWS, CAVALIERS	—	1
		CON HUNLEY (Warner Bros. WBS-49613)	11		JAMES MARVELL (Caveleer CAV-117)		
21		WILLIE JONES	21	88	DOESN'T ANYBODY GET HIGH ON LOVE ANYMORE	—	1
		BOBBY BARE (Columbia 11-11408)	11		THE SHOPPE (NSD 80)		
22		THIRTY NINE AND HOLDING	29	89	CAROLINA (I REMEMBER YOU)	38	10
		JERRY LEE LEWIS (Elektra E-47095)	6		THE CHARLIE DANIELS BAND (Epic 19-50955)		
23		TEXAS WOMEN	34	90	COW PATTI	46	7
		HANK WILLIAMS, JR. (Elektra/Curb E-47102)	3		JIM STAFFORD (Warner/Viva WBS-49611)		
24		YOUR GOOD GIRL'S GONNA GO BAD	32	91	WHAT WOULD YOU DO	—	1
		BILLIE JO SPEARS (Liberty 1395)	9		JOHN REX REEVES (Soc-A-Gee SC-109)		
25		YOU'RE THE REASON GOD MADE OKLAHOMA	35	92	YOU'VE GOT THE DEVIL IN YOUR EYES	93	4
		DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS-49650)	6		ANN J. MORTON (Prairie Dust PD-8004)		
26		LOVIN' WHAT YOUR LOVIN' DOES TO ME	36	93	THERE'S A CRAZY MAN	—	1
		CONWAY TWITTY & LORETTA LYNN (MCA 51050)	4		JODY PAYNE (Kerl 117)		
27		FOLLOWING THE FEELING	7	94	LORD IF I MAKE IT	—	1
		MOE BANDY & JUDY BAILEY (Columbia 11-11395)	13		BILLY PARKER (Oak 47565)		
28		PICKIN' UP STRANGERS	40	95	LONG TALL TEXAN	—	1
		JOHNNY LEE (Full Moon/Asylum E-47105)	2		CARTEE BROTHERS (Music Mill MM-1014)		
29		OLD FLAME	42	96	MY SONG DON'T SING THE SAME	—	1
		ALABAMA (RCA PB-12169)	2		KRIS CARPENTER (Door Knob KD 81-146)		
30		I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN	45	97	DOWN TO MY LAST BROKEN HEART	53	17
		JOE STAMPLEY (Epic 19-50972)	6		JANIE FRICKE (Columbia 1-11384)		
31		SOMETHIN' ON THE RADIO	44	98	I JUST WANT TO BE WITH YOU	56	12
		JACKY WARD (Mercury/PolyGram 57044)	5		SAMMI SMITH (Sound Factory SF425)		
				99	GIRLS, WOMEN AND LADIES	59	16
					ED BRUCE (MCA 51018)		
				100	ROCKABILLY REBEL	65	9
					ORION (Sun 1159)		

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

20/20 Hindsight (Lefty's Music — BMI)	50	Don't Look Now (House of Gold — BMI/Bobby Goldsboro — ASCAP)	17	It Was You (Peer International — BMI)	61	Somechin' On (Music City — ASCAP)	31
9 To 5 (Velvet Apple/Fox Fenere — BMI)	75	Don't You Ever Get Tired (Tree — BMI)	8	It's A Heartache (PI-Gem — BMI)	53	Sometime, Somewhere (Chess — ASCAP)	36
1959 (Taylor & Watts — BMI)	4	Down To My Last (Chick Rains/Jensing — BMI)	97	Killin' Time (Flowering Stone — ASCAP)	39	Southern Rains (Bleckwood — BMI/Megic Castle — ASCAP)	2
A Headache Tomorrow (Blue Leke/Chic Rains — BMI)	43	Drifter (PI-Gem — BMI/Chess — ASCAP)	16	Leonard (Shade Tree — BMI)	47	Storms Never Lest (Beron — BMI)	58
A Loser's Night (Temar — ASCAP/Hinsdale — BMI)	40	Every Now And Then (Tree — BMI)	42	Live'n' Together (Southern Nights — ASCAP)	82	Take It Easy (Duchess — BMI)	44
Angel Flying Too Close (Willie Nelson — BMI)	9	Falling Again (Hall/Clement — BMI)	49	Long Tall Texen (Isle City — ASCAP)	95	Texas Women (Bocephus — BMI)	23
Any Way You Want Me (Senor/Cible — ASCAP)	54	Following The Feeling (Screen Gems-EMI — BMI)	27	Lord If I Make It (ABC Pub. — BMI)	94	There's A Crazy Man (Almo — BMI)	93
Any Which Way You Can (Paso/Werner-Tamerlane/Wallet — BMI)	51	Fool That I Am (Unichappell/Begonie/Fedore — BMI)	77	Love Is Fair (PI-Gem — BMI)	96	Thirty Nine And Holding (April — ASCAP)	22
Anything But Yes (Michael O'Connor — BMI)	71	Girls, Women And Ledles (Tree/Sugerplum/Gingham — BMI/ASCAP)	99	Lovin' What Your Lovin' (Sewgrass — BMI)	26	Tie A Yellow Ribbon (Levine & Brown — BMI)	86
Anything That Hurts (April/United Artist — ASCAP)	79	Guitar Man (Vector — BMI)	14	Mister Peepers (Crazy Cejun/Points West — BMI)	81	Too Long Gone (Blue Leke/Plum Creek — BMI)	41
Are We Dreamin' (Vogue/Baby Chick/Easy Nine — BMI)	70	Hillbilly Girl With The Blues (Algee — BMI)	7	My Song Don't Sing The Same (Beechwood — BMI)	96	True Life Country (House of Gold — BMI/Bobby Goldsboro — ASCAP)	46
Are You Happy Baby? (Rock Garden — BMI)	5	Honky-Tonk Saturday Night (AI Geilico/Song breaker/Mike Martin — BMI)	84	My Turn (Unichappell — BMI/Chappell — ASCAP)	60	Urban Cowboys, Outlaws (Cave — ASCAP)	87
Be My Lover (Mick Lloyd Music — SESAC)	56	Hooked On Music (Songpainter — BMI)	67	New York Cowboy (Megic Castle/Bleckwood — BMI)	83	Wandering Eyes (Cross Keys Publ. — ASCAP)	15
Blue Collar Blues (Music West of the Pecos — BMI)	69	I Am The Dreamer (Raindence — BMI)	57	Old Flame (I've Got The Music — ASCAP)	29	What I Had With You (Tree Publ. — BMI)	18
Can I See You Tonight (Duchess Music/Posey Publ./Tree Publ. — BMI)	11	I Don't Want To Know (Seventh Son — ASCAP)	62	One More Last Chance (Andlite Investion — BMI/Intersong — ASCAP)	65	What Would You Do (Tuckahoe — BMI)	91
Carolina (I Remember You) (Het Bend — BMI)	89	I Feel Like Loving You Again (Tree — BMI)	13	Peace Of Mind (Millene Music — ASCAP)	37	What's New (Chess — ASCAP/PI-Gem — BMI)	20
Completely Out Of Love (Meripose — BMI)	45	I Have A Dream (Artwork — ASCAP)	33	Perfect Fool (Brightwater/Strawberry Patch — ASCAP)	28	Whiskey Heaven (Paso Music/Wallet Music — BMI)	80
Countryfied (Partner — BMI)	68	I Just Want To Be (Magic Castle/Bleckwood — BMI)	98	Pickin' Up Strangers (Welbeck — ASCAP)	48	Who's Cheatin' Who (Pertner/Algee — BMI)	1
Cow Patti (Senor Music/Cible Music — ASCAP)	90	I Keep Coming Back (House Of Gold — BMI)	46	Ready For The Times (Aunt Polly's — BMI)	32	Willie Jones (Kame Sutra/Het Bend — BMI)	21
Crying (Acuff-Rose Publ. — BMI)	35	I Remember You (Paramount — ASCAP)	66	Rest Your Love On Me (Stigwood — BMI)	32	Willie, Won't You Sing (RodeoCowboy — BMI)	76
Cup Of Tea (Fruit — BMI)	19	If Drinkin' Don't Kill Me (Her Memory Will) (Warner Tamerlane/Window — BMI)	12	Rockabilly Rebel (Magnet — ASCAP)	100	Without Love (Plangent Visions Music — ASCAP)	78
Dixie Man (Hall-Clement — BMI)	38	I'll Be There (Ernest Tubb — BMI)	3	Seven Bridges Road (Irving Music — BMI)	63	Yellow Pages (ATV — BMI)	72
Dixie Road (Window/Little Jeremy — BMI)	59	I'm Gonna Love You Back (Blabb/Mullet — BMI)	30	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	74	You Better Move On (Keve — BMI)	55
Do You Love As Good As You Look (Cheppell — ASCAP/Trl-Chappell — SESAC)	6	It Don't Get No Better Than This (Lerry Getlin — BMI)	52	She's A Friend Of (Atlantic Corp. — BMI)	63	Your Good Girl's (AI Geilico Corp. — BMI)	24
Doesn't Anybody Get High On Love Anymore (Colgems/EMI — ASCAP/Alamep — BMI)	88			Silent Treatment (Blue Moon/April — ASCAP)	10	Your Memory (Chess — ASCAP)	34
				S.O.S. (Countless Songs — BMI)	74	You're The Reason (Paso/Wallet — BMI/Senor/Cible — ASCAP)	25
						You've Got The Devil In Your Eyes (Annextra — BMI/Kay Sey — SESAC)	92

⚡ = Exceptionally heavy radio activity this week

💰 = Exceptionally heavy sales activity this week

# COUNTRY

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS

**LARRY LEE JONES** (Foggy Bottom FBI-001)  
**Sittin' In Atlanta Station** (2:43) (Atlanta Music, Inc., div. of Royal American Records, Inc. — ASCAP) (R.F. Boulanger, R.R. Peterson)

Excellent production, a good song and the vocal works of newcomer Jones combine to make an impressive debut release. Jones' unique style, coupled with an interesting arrangement, should make this single an added bonus to any playlist.



**THE SHOPPE** (NSD 80)  
**Doesn't Anybody Get High On Love Anymore** (2:45) (Colgems-EMI Music — ASCAP, Alamap Music — BMI) (A. Roberts, J. Cymbel)

The Shoppe's good time attitude and succinct harmonies make its debut on NSD a commendable one. The band has long been a favorite on the Texas club circuit; this release should bolster its national appeal.

## HITS OUT OF THE BOX

- CHARLEY PRIDE** (RCA PB-12178)  
**Roll On Mississipp!** (3:32) (Pi-Gem Music — BMI) (K. Fleming, D.W. Morgan)
- JUICE NEWTON** (Capitol P-4976)  
**Angel Of The Morning** (3:49) (Blackwood Music — BMI) (C. Taylor)
- LORETTA LYNN** (MCA 51058)  
**Somebody Led Me Away** (2:37) (Coal Miners Music — BMI) (L.J. Dillon)
- LEON EVERETTE** (RCA PB-12177)  
**If I Keep On Going Crazy** (2:36) (Magic Castle Music/Blackwood Music — BMI) (R. Murrain, J. McBride)
- BOBBY GOLDSBORO** (Curb ZS6-70052)  
**Allice Doesn't Live Here Anymore** (4:00) (House of Gold Music — BMI) (B. Goldsboro)
- GENE WATSON** (MCA 51039)  
**Between This Time And The Next Time** (2:51) (Blue Echo Music — ASCAP) (R. Griff)

## FEATURE PICKS

- MICKI FUHRMAN** (MCA 51057)  
**Two Minus One** (2:27) (September Music — ASCAP) (A. Byron, P. Evans)
- JOHN DURRILL** (Warner Bros./Viva WBS-49673)  
**The Good Guys And The Bad Guys** (2:35) (Peso Music/Wallet Music — BMI) (J. Durrill, S. Garrett)
- BILLY DON BURNS** (Jeremiah JH-1009)  
**I've Been Missing Your Lies** (2:38) (Sun Up/Lady Jane Music — BMI) (B.D. Burns)
- MUSIC ROW** (Debut DR8013-1)  
**There Ain't A Song** (2:48) (Gilpip Publ. — BMI) (W. Helm)
- SUSAN ANDERSON** (B B 0062)  
**Come Back By** (3:45) (Bridger Music — BMI) (G. Trampe)
- ANDY WESTON** (NSD 79)  
**Three In The Mornin'** (2:18) (Concord Publ. — SESAC) (D. Franceschi)

## ALBUM REVIEWS

**JUICE** — Juice Newton — Capitol ST-12136 — Producer: Richard Landis — List: 7.98 — Bar Coded

Country rocker Juice Newton has been carefully developing her style over the last two years, resulting in her most artistic and solid effort to date. She has settled comfortably into a sound that should not only bolster her country success, but cause a few rock ears to turn her way as well. Though programmers couldn't go wrong on any cut, "Queen Of Hearts," "Ride 'Em Cowboy," "Texas Heartache" and her current single, "Angel Of The Morning" are the cream of the crop.

**WILD WEST** — Dottie West — Liberty LT-1062 — Producers: Brent Maher and Randy Goodrum — List: 7.98

One of her best efforts yet, Dottie West's latest album is full of potential crossover material, as well as top country songs. Producers Brent Maher and Randy Goodrum have pulled just the right sound from West, forging a diverse mixture of material on the album, including six songs from Goodrum and/or Maher, an offering from Elton John and Bernie Taupin and material from other top writers. Though all numbers are top notch, particularly note her duet with Kenny Rogers, "What Are We Doin' In Love," "Goodbye" and her current single, "Are You Happy Baby."

**TWO'S A PARTY** — Conway Twitty and Loretta Lynn — MCA MCA-5178 — Producers: Ron Chancey, Conway Twitty and Loretta Lynn — List: 8.98

Conway Twitty and Loretta Lynn have long been considered one of country music's premiere vocal teamings. Their latest duet package proves they are not resting on past laurels, but are forging ahead; and in a few particular cases, experimenting somewhat. For instance, "Silent Partner" is somewhat of a departure from their usual sound. The tune features rockish overtones, accentuated by Twitty's growling vocals and Lynn's saucy replies. As usual, the album features a number of excellent love songs, including "I Still Believe In Waltzes."



## THE COUNTRY COLUMN

**LOOKIN' FOR AN OSCAR** — Loretta Lynn is casting an especially keen glance towards this year's Oscar race since *Coal Miner's Daughter*, the film based on her life, was the second leading box office grosser of 1980. Says Lynn, "This is the first time that I've ever had a real stake in it, and I'm rootin' for Slissy (Spacek) to get the Oscar for Best Actress." To date, Spacek, who, in case you don't remember, portrayed Lynn in the film, has been awarded Best Actress awards from The National Society of Film Critics, The National Board of Review, the Los Angeles Film Critics and New York Film Critics. Judging on past laurels, Spacek's chances look very good.

**CAPTAIN FANTASTIC AND THE BROWN DIRT COWBOY** — Lots of country artists have been covering **Elton John-Bernie Taupin** penned tunes recently. Just in the past week, the new **Dottie West** and **Juice Newton** albums crossed our desk, and each album has one John-Taupin tune — "Sorry Seems To Be The Hardest Word" for West and "Country Comfort" for Newton. And earlier this year, **Brenda Lee** recorded "Take Me Back," which is also the title of her album.



Loretta Lynn

**WHAT WILL THE NEIGHBORS THINK?** — Ace singer/songwriter/producer **Rodney Crowell** was in Nashville last week lending his considerable producer talents to **Bobby Bare's** latest effort. Crowell also produced last year's critically acclaimed **Rosanne Cash** album, "Wright or Wrong," as well as **Guy Clark's** upcoming Warner Bros. album.

**George Jones** and **Tammy Wynette** are scheduled to appear at the Opry Feb. 20-21.

**JINGLE JANGLE** — The Maximedia Electronics Corp. of Los Angeles has readied a jingle series package and promotional image for country radio titled "Everybody Wants To Be A Cowboy." Introduced by the Maxiimage division of the corporation, the package includes a full length theme song/record, over 40 jingles and music beds and an advertising and merchandising campaign. The package debuted at KEEN/San Jose last month.

British entrepreneur **Jeffrey Kruger** was in Nashville Feb. 6-11 meeting with booking agents, managers and artists to discuss possible British and European tours for the year. One tour of the U.K. is already set — **Glen Campbell** and **Tanya Tucker**.

**John Conlee** became the Grand Ole Opry's 59th member when he debuted on the traditional show Feb. 6. Noted Conlee, "Being an Opry member is a real benefit to a singer's career. Everyone, even new country music fans, knows about the Grand Ole Opry. Being able to say you're a member of the Opry opens doors to you all over the world."

Little Richie artist **Joe Holtzen** is scheduled to record his next album in March with producer **Little Richie Johnson**. Currently, the artist, who is booked by the Doc Dantes Agency, is back on the road.

**THUMBING THROUGH THE YELLOW PAGES** — In case you weren't familiar with **Roger Bowling** before he signed with NSD, and then Mercury, and released "Yellow Pages," you should know that he is one of the most respected songwriters in Nashville, having penned such tunes as "Lucille," "Coward Of The County," "57 Chevrolet" and "Blanket On The Ground." Plans are currently underway to put Bowling on the road, and of course, an album release.

Ten-year-old **Stacy Lynn Ries** has released a new record, a re-make of the hit "Harper Valley PTA." Even though she's only 10, she is an eight-year show biz veteran, debuting on stage at two and television at three. She recently taped a segment of *Hee Haw*, so check local listings for date and time.

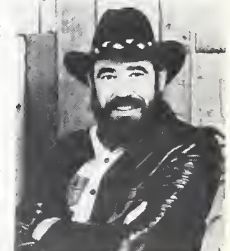
**ANOTHER SILVER EAGLE ON THE ROAD** — **Gene Watson** just joined the ever-increasing list of artists who own a Silver Eagle bus. Watson picked his up in Nashville a couple of weeks ago.

**Ed Bruce**, who recently completed a West Coast club tour, is scheduled to appear at the Carlton Dinner Club in Bloomington, Minn., Feb. 17-22.

**SLIM DID IT** — Suffolk Marketing's latest TV package is a **Cristy Lane** album titled "One Day At A Time," which features 18 selections, including the title cut. The album is being sold strictly through television, radio and magazine advertising.

**Ronnie Millsap** kicked off his mid-winter tour by setting an attendance record at the Rapides Parish Coliseum in Alexandria, La., Jan. 30.

**Helen Cornelius** headlined the premiere opening of Carlton's (Bloomington, Minn.) second theatre — The Backstage. The club, which seats some 350 patrons, offers two shows nightly — the Beefeater Show and the Nightcap show. Other clubs within the complex are The All Star Lounge and the Celebrity Room.



Roger Bowling

jennifer bohler



**EMMYLOU AT THE COUNTRY CLUB** — Warner Bros. recording artist **Emmylou Harris** recently completed two SRO performances at *The Country Club* in Los Angeles. Pictured backstage after the opening night performance are (l-r): **Mo Ostin**, president and chairman of the board, Warner Bros.; **Bob Kirsch**, general manager, country division, Warner Bros.; **Harris**; and **Andy Wickham**, vice president, country division, Warner Bros.

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. FALLING AGAIN — DON WILLIAMS — MCA — 50 REPORTS
2. REST YOUR LOVE ON ME — CONWAY TWITTY — MCA — 43 REPORTS
3. STORMS NEVER LAST — WAYLON JENNINGS AND JESSI COLTER — RCA — 42 REPORTS
4. HOOKED ON MUSIC — MAC DAVIS — CASABLANCA — 33 REPORTS
5. A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT) — MICKEY GILLEY — EPIC — 29 REPORTS
6. IT DON'T GET NO BETTER THAN THIS — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 24 REPORTS
7. SEVEN YEAR ACHE — ROSANNE CASH — COLUMBIA — 22 REPORTS
8. LEONARD — MERLE HAGGARD — MCA — 20 REPORTS
9. MISTER PEEPERS — BILL ANDERSON — MCA — 19 REPORTS
10. OLD FLAME — ALABAMA — RCA — 18 REPORTS

## MOST ACTIVE COUNTRY SINGLES

1. DO YOU LOVE AS GOOD AS YOU LOOK — BELLAMY BROTHERS — WARNER/CURB — 68 REPORTS
2. TEXAS WOMEN — HANK WILLIAMS, JR. — ELEKTRA/CURB — 67 REPORTS
3. GUITAR MAN — ELVIS PRESLEY — RCA — 66 REPORTS
4. DRIFTER — SYLVIA — RCA — 60 REPORTS
5. WHAT I HAD WITH YOU — JOHN CONLEE — MCA — 60 REPORTS
6. IF DRINKIN' DON'T KILL ME (HER MEMORY WILL) — GEORGE JONES — EPIC — 56 REPORTS
7. THIRTY NINE AND HOLDING — JERRY LEE LEWIS — ELEKTRA — 54 REPORTS
8. LOVIN' WHAT YOUR LOVIN' DOES TO ME — CONWAY TWITTY and LORETTA LYNN — MCA — 53 REPORTS
9. WANDERING EYES — RONNIE McDOWELL — EPIC — 51 REPORTS
10. ANGEL FLYING TOO CLOSE TO THE GROUND — WILLIE NELSON — COLUMBIA — 51 REPORTS

## Arthur Godfrey Scheduled As Guest Speaker For March Radio Seminar

NASHVILLE — Arthur Godfrey, a landmark name in radio, television and film, will be the guest speaker at the 12th annual Country Radio Seminar, March 13-14 at the Hyatt Regency Hotel here.

Throughout a career spanning 54 years, Godfrey's distinctive voice and friendly face have become synonymous with the broadcasting industry. Born in New York City in 1903, he rose from humble beginnings to a position of near unparalleled prestige in his profession. Since his father was a penniless writer, his mother supported the family by playing piano in a Hasbrouck, N.J. silent movie theater. The family had moved to the nearby Jersey suburbs when he was two years old.

At 15, in his second year in high school, Godfrey had to quit his formal education and strike out on his own, shining shoes and peddling newspapers on the streets of New York.

In retrospect, Godfrey feels those harsh beginnings were priceless experiences from which came the philosophies governing his life. "No man can better evaluate the riches of life than he who has known what it is to be destitute," he said.

Godfrey's first professional job was as the banjo player with the Carolina Melody Voice of Charleston, S.C. in 1921, while he was serving as a Navy radio operator aboard a destroyer. His first radio program was on Baltimore's WFBR in 1929, where he was billed as "Red Godfrey, the warbling banjoist." He debuted on Broadway in 1945 with Ray Bolger in "Three To Make Ready." Other Broadway credits include co-starring with Maureen O'Sullivan in "Never Too Late," and starring in the hit comedy "Generation" with James Coco. In film, he co-starred with Doris Day in "The Glass Bottom Boat" and appeared as the Bishop in "Where Angels Go, Trouble Follows" with Rosalind Russell.

"There are no short cuts" he says of endeavors. "You just have to keep everlastingly at it."

His attitude toward life remains extremely positive. "The most precious possessions are health, self-reliance, integrity and a sense of appreciation of the privilege of being alive. Wealth can buy none of these things; yet this is of necessity in a rich man's world if free enterprise is to survive," he said.

## THE COUNTRY MIKE

**KSON GOES TO DISNEYLAND** — Two-hundred KSON/San Diego AM and FM listeners will join the KSON jocks on a two-day venture to Disneyland Feb. 14-15. In addition to trips to the moon, voyages with seafaring pirates and numerous dizzying rides, the KSON guests will be entertained by some of country music's premiere performers, including Ray Stevens, Moe Bandy, Rex Allen, Jr., Margo Smith, Gail Davies and Alabama. KSON will provide everything from bagels and coffee on the Greyline Bus trip to free admission and ride tickets at Disneyland.

**PERSONALITY PROFILE** — Tom "Cat" Reeder's career in radio began while serving in the United States Air Force, stationed at the Pentagon, and broadcasting at WARL/Arlington, Va. Following his discharge, Reeder became program director and morning drive DJ with WABB/Mobile. Then, in 1960, Reeder moved to WKCW/Warrenton, Va. to handle an air shift and the PD responsibilities, and a station he would return to 15 years later. But, careful not to spend too much time in one place, Reeder became partners in station WYAL/Scotland Neck, N.C., acting as station manager and continuing to carry an air shift. Then, after a brief stint at WARI/Abbeville, Ala., a station that he owned with his uncle, Tom "Cat" moved to Nashville, where he started his own record company (KASH), and publishing company (Tom "Cat" Publishing Co.), although his main interest was still in radio. In 1963, Reeder did get back into radio by accepting a position with WDON/Wheaton, Md. as an air personality and program director. He remained with WDON until 1975, when he went back to Warrenton and WKCW, where he continues to handle the PD and MD duties, as well as handling a morning shift.



**KLAC LISTENERS CHOICE WINNERS ANNOUNCED** — The 10th annual KLAC/Los Angeles Listeners Choice Awards culminated recently with the Southern California powerhouse announcing the winners of the listeners poll on a special awards program, Jan. 31. Taking top honors in this year's awards were Willie Nelson, named Male Vocalist of the Year; Dolly Parton, Female Vocalist of the Year; the Statler Brothers garnering Group of the Year honors; and Kenny Rogers receiving the distinction of being named Artist of the Decade.

**HISTORY OF COUNTRY MUSIC PLANNED** — Formulation of the production schedule for the upcoming Drake-Chenault special *History of Country Music* is now under way, according to public relations firm Agee Stevens, and Acree's Bob Olive. The special, produced by Drake-Chenault founder Bill Drake, will trace the evolution of country music in a similar fashion to that of another Drake production, *The History of Rock 'n' Roll*. Stay tuned for future dates and developments.

**FOX TABBED AT WKHK-FM** — General Manager of WKHK-FM/New York, Don Boyles, has announced the appointment of Diane Fox as creative director of the newly country-formatted station. Fox comes to WKHK from sister station KIKK/Houston, where she was employed in the same capacity, primarily arranging and producing jingles for Viacom-owned stations. Fox has received numerous awards for her creative endeavors and takes with her to native New York many years of experience, including stints with Columbia Records, RCA Records, a Nashville advertising agency, the Alternative Film Society, as well as her own creative workshop.

**PROGRAM, MUSIC DIRECTORS** — In order to make the *Country Mike* column more productive and informative, it is important that we receive input from you, the stations that make the news. Please send any country information regarding promotional events, concerts, interviews, photographs, etc., concerning station activities to: Cash Box, 21 Music Circle East, Nashville, Tenn. 37203.

**KKYX HOSTS ANNUAL RIVER FESTIVAL** — 150,000 country music enthusiasts lined the downtown river walk in San Antonio Feb. 6-8 and witnessed the 9th annual KKYX Great Country River Festival. Paul Moran and Jerry King, program director and music director, respectively, emceed the activities, which began at 6 p.m. the evening of Feb. 6. The Arneson River Theater on the San Antonio River was the stage site for nearly 30 country artists who performed during the three-day event. George Chambers and the Country Gentleman backed up the entire talented roster, which included Kenny Dale, Mundo Earwood, Bubba Liltrell, Sheb Wooley, Darrell McCall, Dottsie, Johnny Carver, Glen Barber, Price Mitchell, Jim Chesnut, Jimmie Peters, Jerry Max Lane, Donna Hazard, Johnny Bush, Gary Morris, the Captlals, Billy Larkin, Billy Walker, Barbara Fairchild, Whitey Shafer, Eddy Raven, Sylvia, Earl Thomas Conley, Freddie Hart and Deborah Allen.

country mlke



**KING AND WOOLWINE AT WSM** — Epic recording artist Don King (r) recently dropped by the studios of WSM/Nashville during a brief hiatus from the road to discuss his upcoming album with WSM DJ Skip Woolwine.

## PROGRAMMERS PICKS

Johnny Steele	KVEG/Las Vegas	Old Flame — Alabama — RCA
Rick Stewart	KRAK/Sacramento	Falling Again — Don Williams — MCA
Wiley Carpenter	WWNC/Ashville	Hooked On Music — Mac Davis — Casablanca
Lee Brandell	WHOO/Orlando	It's My Job — Jimmy Buffett — MCA
John Gray	KCEY/Modesto	Doesn't Anybody Get High On Love Anymore — The Shoppe — NSD
Don Kelly	KGEM/Boise	I Have A Dream — Cristy Lane — Liberty
Rita Basnigt	WBXB/Edenton	Hooked On Music — Mac Davis — Casablanca
Paul Adams	KBET/Reno	Storms Never Last — Waylon and Jessi — RCA
KevIn Ireland	WNWN/Coldwater	Take It Easy — Crystal Gayle — Columbia
Sonny Victory	KXLR/Little Rock	Old Flame — Alabama — RCA
Chrls Taylor	KYNN/Omaha	Falling Again — Don Williams — MCA

# BOOST YOUR SIGNAL



*Instead of resting on past laurels, Cash Box takes its unparalleled coverage of country radio one step further . . .*

## Reserve Advertising Space Now In THE 1981 CASH BOX COUNTRY RADIO DIRECTORY

**Advertising Deadline:** February 26, 1981 **Issue Date:** March 14, 1981

Tune-in to the most exciting trend in broadcasting today with an advertising message in the only reference source for country radio.

When it comes to reaching country music programmers, it's frequency that counts. And CASH BOX, the only trade to devote a full page every week to country radio, now gives you the opportunity to present your important message to station decision makers 52 weeks a year via the ultimate country radio source book.

**1981 COUNTRY RADIO DIRECTORY.** The only reference tool in the business devoted to country radio containing names and addresses of country radio stations, programming services, record companies, independent promoters, plus the "Programmers Choice Awards."

Contact Jim Sharp in Nashville at (615) 244-2898 to reserve ad space today! It's the perfect way to boost your ratings at country radio.

# INTERNATIONAL

## '80 Record, Tape Sales Revenues Increase In Japan

by Kozo Otsuka

TOKYO — Sales revenues for records and pre-recorded tapes both increased in Japan during 1980, according to the latest figures released by the Japan Phonograph Record Assn. (JPRO). On the other hand, while unit volume for tapes rose 22% over 1979, unit volume for records dropped 2%.

A total volume of 194.9 million records sold during the year produced revenues of 181.2 billion yen, a 6% increase over 1979's earnings. December 1980 sales figures of 19.9 million units producing 21.1 billion yen (\$558 million) represented 11% and 12% increases, respectively, over the equivalent totals for the same month in 1979.

Total pre-recorded tape sales for the year reached a volume of over 79.9 million units producing 116.6 billion yen (\$558 million), 30% and 22% increases, respectively, over equivalent 1979 totals, respectively. For the month of December 1980, a volume of 8.8 million units generating revenues of 12.2 billion yen (\$61 million) represented increases of 14% and 7% respectively, over the equivalent figures for the same month in 1979.

## Mickey Mouse, 'River' Top CRIA Certifications

TORONTO — Mickey Mouse and Bruce Springsteen topped the January certifications list of the Canadian Recording Industry Assn. (CRIA) with double platinum awards. In addition, three other albums and two singles garnered gold awards.

"Mickey Mouse Disco" on Walt Disney Records and Springsteen's "The River" on CBS qualified for the double platinum awards with sales in excess of 200,000 units. In the gold album category, signifying sales in excess of 50,000 units, Harlequin's "Love Crimes" and Bruce Cockburn's "Humans," both on CBS, and The Rovers' self-titled LP on Attic received CRIA certifications.

In the singles category, The Rovers' "Wasn't That A Party" and Plastic Bertrand's "Stop Ou Encore," both on Attic, were certified gold, signifying sales in excess of 75,000 units.

## 'Godsend' Film Score Wins At Sci-Fi Festival

PARIS — The musical score of *The Godsend*, composed by Roger Webb, took top honors at the International Film Festival of Fantasy and Science Fiction here recently. The Cannon Films production, produced by Menahem Golan and Yoram Globus, was released last year.



**'FLASH' IN CANADA** — Elektra/Asylum international vice president George Steele (r) and administrative assistant Suzanne Olson (l) recently met with WEA Canada national promotion manager Larry Green to discuss second stage marketing strategies for the Flash Gordon soundtrack by E/A recording group Queen.

## Island Re-Signs P&D Deal With EMI In U.K.

LONDON — Island Records has signed a new long-term pressing and distribution deal with EMI in the U.K. Sales will be handled by the Virgin sales force under a different agreement also signed this week. Since the start of the year, Island's product has been handled by EMI on a day to day basis following the expiration of its three-year licensing pact.

All Island product will continue to be available through EMI Records, with normal stock orders continuing to be placed through EMI tele-sales. All new product will be sold-in by the Virgin sales force and its tele-sales department.

The sales agreement renews Island's relationship with both Virgin and Stiff (which is handled by the Virgin sales force). Island distributed both companies during their early years. Island's association with EMI stretches back to the early '70s.

The new agreements come a year after Martin Davis' appointment as chairman of Island and forms a vital part of his restructuring of the company, a process, which over the last 12 months, has seen Ray Cooper join the label as sales manager, the appointment of Paul Henry as marketing manager and the creation of a new promotions team consisting of Mick Carling and Tony Michaelides.

## SIM-Hi Fi '81 Dates Set

MILAN — The SIM-Hi Fi '81, the international trade exhibition, will be held here Sept. 3-7. The exhibition, which will occupy six pavilions on the grounds of the Milan Fair, will feature product in five categories — musical instruments, hi fi sets, video systems, recorded music and OM-CB equipment.

For additional information, the general secretariat of SIM-Hi Fi can be reached at Via Domenichino, 11-20149 Milan, Italy.

## INTERNATIONAL DATELINE

### Australia

Former Jim Messina sideman, bassist Wayne Nelson, is now a permanent member of the Little River Band. Nelson, born in Chicago, left his Santa Barbara home earlier this year to tour Australia with LRB, then stayed on for the group's world tour. He's now living in Melbourne with his wife and children. Keyboard player Mal Logan, after guesting with the group on stage and in the studio, is also in the band on a permanent basis. . . It's been a long time between drinks for country music veteran Slim Dusty, but it's been worth the wait. Slim, 53, is currently enjoying his second hit in almost 23 years with a song titled "Duncan," which celebrates the great Australian pastime of having a few cold beers with your mates. Ironically, his first hit was called "Pub With No Beer," first released in 1957. Dusty records for EMI, and in the 25 years he's been with the company, has been awarded 60 gold albums and 15 platinum albums. So far, he has made 49 albums and recently completed work on his 50th, "The Slim Dusty Family Album."

Russell Morris and The Rubes, along with The Ideals, will be featured on the national television rock show *Nightmoves* on Friday, Feb. 13, the first edition of the late night music show for 1981. Both groups were filmed performing live at the Channel Seven studios in Melbourne before an audience comprised of members of the media and the public. Russell Morris and the Rubes debuted tracks from the new Mushroom album, "Almost Frantic," produced by LRB guitarist David Briggs. Reaction of the studio audience to the material was excellent. A single from the album, a version of the old Joe South tune "Hush," has already gone Top 40. The Ideals, featuring former Stars frontman Mick Pealing on vocals, ran through a selection of original material and cover versions of songs by the likes of Elvis Costello, Graham Parker and Tom Petty. It was a power-packed display that marked The Ideals as a band to watch.

Another small correction: the new member of Australian Crawl is Guy McDonough, brother of the group's drummer Bill. . . Well, they do look alike. . . Cold Chisel, which recently signed with Elektra for release in the U.S. and Canada, has scooped the pool in polls conducted by a variety of local rock magazines and daily columnists. The group was unanimously voted top Australian group, and its album, "East," to be released in the U.S. and Canada on Feb. 14, was nominated top Australian LP by many. Others who figured strongly in the poll of rock critics were Split Enz, Flowers, Australian Crawl, Mental As Anything, The Numbers, The Angels, Jo Jo Zep and The Falcons and InXs, among others.

On the road. . . Among the many inter-

national acts gracing our sun-bleached shores this summer are Roxy Music, Willie Nelson, Jan Olivor, The Police and Chuck Mangione.

allan webster

### Canada

TORONTO — Amid the hoopla surrounding the Juno Awards, two developments bear noting. The first is a move afoot to bring the awards west next year. Word has not come out of a meeting with Canadian Academy of Recording Arts and Sciences (CARAS) officials the day following the awards, but considerable lobbying is under way to hold the ceremonies in Vancouver in 1982. Secondly, and less importantly, CFNY-FM held the highly-successful U-Know music awards the night preceding the Junos, and awarded such overlooked artists as Blue Peter, Teenage Head and Nash The Slash, while heaping accolades on Carole Pope of Rough Trade, Bruce Cockburn and Martha and The Muffins, which the next night garnered the establishment kudos. . . Speaking of Martha and The Muffins, bassist Carl Finkle has left the group, and keyboardist Jean Wilson has been let go after replacing Martha Ladly for one tour. A new keyboardist from the underrated local act TBA has been enlisted.

Of Teenage Head, comes news that guitarist Gord Lewis joined the group Valentine's Day after several months of recuperation from a serious auto accident that scotched the group's intended initial American blitz. . . Hot and heavy bidding has begun for the services of Trooper. Although the group's last album (self-titled) did not garner the usual platinum hardware, Trooper's track record is far too impressive to be dismissed as irrelevant.

Autonomy has always been the operative word with the operations of A&M of Canada, and it's healthy to see the firm vitalize the careers of such artists as Humble Pie, Status Quo and Joe Cocker with solid compilation packages in recent months. . . PolyGram's "Cash Cows" album, featuring new material from a bevy of progressive sources (including the recent Virgin signing, Toronto's Nash The Slash) bears an attractive wholesale price and has been retailing for three dollars in many outlets. It's a bargain at double that price.

Cliff Richard comes through for his first Canadian tour since 1962. He's committed to 17 dates in 28 days. . . The frolicking double-bill of Canadian rockers, Streethart and Harlequin, has been playing to well-stocked houses across the country. . . Eddie Schwartz, recipient of the Composer Of The Year Juno for Pat Benatar's "Hit Me With Your Best Shot," has songs on the forthcoming Peter Frampton, Jane Olivor and Amil Stewart albums, and is in rehearsal for his second

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 *Ahora O Nunca* — Angela Carrasco — Microfon
- 2 *Woman In Love* — Barbra Streisand — CBS
- 3 *Estas OK* — Patrick & Sue Timmel — Music Hall
- 4 *The Wanderer* — Donna Summer — WEA/EMI
- 5 *Cansado De Hacerlo Bien* — Rocky Burnette — EMI
- 6 *El Mundo De Los Niños* — Roberto Carlos — CBS
- 7 *Nina Que Tienen Tus Ojos* — Leo Dan — CBS
- 8 *Another One Bites The Dust* — Queen — EMI
- 9 *Solo Tu, Solo Yo* — Toto Cutugno — Interdisc
- 10 *Felicidad* — ABBA — RCA

#### TOP TEN LPs

- 1 *Parchis* — Los Parchis — Tonodisc/ATC
- 2 *20 Exitos De Oro* — Beatles — EMI/ATC
- 3 *Winners, Vol. 2* — various artists — EMI
- 4 *Super Trouper* — ABBA — RCA
- 5 *Amore Mio* — various artists — K-tel/ATC
- 6 *Fama* — Soundtrack — Phonogram
- 7 *Gully* — Barbra Streisand — CBS
- 8 *Amaneciendo* — Camilo Sesto — Microfon
- 9 *Tributo A Los Cinco Latinos* — Estela Raval — ATC
- 10 *Can't Stop The Music* — Soundtrack/Village People — RCA

—Prensario

### Australia

#### TOP TEN 45s

- 1 *(Just Like) Starting Over* — John Lennon — Geffen
- 2 *Duncan* — Slim Dusty — Columbia
- 3 *Shaddap You Face* — Joe Dolce Music Theatre — Astor
- 4 *The Time Warp* — Rocky Horror Picture Show cast — Interfusion
- 5 *One Step Ahead* — Split Enz — Mushroom
- 6 *The Tide Is High* — Blondie — Chrysalis
- 7 *State Of The Heart* — Mondo Rock — Avenue
- 8 *Jesse* — Carly Simon — Warner Bros.
- 9 *Another One Bites The Dust* — Queen — Elektra
- 10 *On And On And On* — ABBA — RCA

#### TOP TEN LPs

- 1 *Double Fantasy* — John Lennon and Yoko Ono — Geffen
- 2 *Gully* — Barbra Streisand — CBS
- 3 *Zenyatta Mondatta* — The Police — A&M
- 4 *Back In Black* — AC/DC — Albert
- 5 *Always* — Willie Nelson — CBS
- 6 *Icehouse* — Flowers — Regular
- 7 *Super Trouper* — ABBA — RCA
- 8 *The Very Best Of Elton John* — DJM
- 9 *Autoamerican* — Blondie — Chrysalis
- 10 *Making Movies* — Dire Straits — Vertigo

—Kent Music Report

### Germany

#### TOP TEN 45s

- 1 *Angel Of Mine* — Frank Duval & Orchestra — Teldec
- 2 *Super Trouper* — ABBA — Polydor
- 3 *Woman In Love* — Barbra Streisand — CBS
- 4 *Ufer Sieben Brucken* — Peter Maffay — Metronome
- 5 *Life Is For Living* — Barclay James Harvest — Polydor
- 6 *(Just Like) Starting Over* — John Lennon — Geffen
- 7 *Banana Republic* — The Boomtown Rats — Mercury
- 8 *Fellicidad (Margherita)* — Boney M. — Hansa Int.
- 9 *Some Broken Hearts Never Mend* — Telly Savalas — Papagayo
- 10 *Johnny And Mary* — Robert Palmer — Island

#### TOP TEN LPs

- 1 *Hilparade der Schlumpfe* — Die Schlumpfe — K-tel
- 2 *Super Trouper* — ABBA — Polydor
- 3 *Revanche* — Peter Maffay — Metronome
- 4 *Der Jahrhundertball* — Die Wiener Philharmoniker — Arcade
- 5 *Double Fantasy* — John Lennon and Yoko Ono — Geffen
- 6 *Traumerlen 2* — Richard Clayderman — Teldec
- 7 *Guten Abend, gute Laune* — Karel Gott — Polydor
- 8 *Hilthaus Ramba Zamba '81* — Rudi Rambas Partytiger — Polystar
- 9 *Happy Trini Lopez* — K-tel
- 10 *Gully* — Barbra Streisand — CBS

—Der Musikmarkt

# INTERNATIONAL



**NEW GROUP FOR NEW LABEL** — Hot Cuisine, a new band from Sheffield, recently joined the newly formed Kaleidoscope label as its first act. The band's first single, "Dancin' Me To Ecstasy," was released in late-January. Pictured at the Kaleidoscope offices are (l-r): Godfrey Sharp, Lance Goulbourne and Paul Morris of the group; Sue Crockatt, label manager, Kaleidoscope; David Palmer, Pauline Wiggins, Dave Clayton and Lloyd Richards of the group; and Robin Blanchflower, head of Kaleidoscope.

## INTERNATIONAL DATELINE

album, to be issued in Canada by A&M and worldwide by Atco Records.

kirk lapointe

### Japan

TOKYO — Polydor of Japan has started a massive reorganization of its controlling and marketing functions, according to company president **Sellchiro Koh**. Instead of maintaining just two divisions, the controlling and marketing functions have been divided into five separate units — controlling, planning, business, organization and sales. The new set-up has been designed to better facilitate sales to the younger market.

One of the first ventures of the company under this new structure is a massive sales push that will run until Dec. 15. The full power of the company will be directed to five goals: 1) increasing sales; 2) developing new talent; 3) expediting the flow of information between the home office and the retail market; 4) cutting down unnecessary costs; and 5) increasing net income.

The changes come on the heels of a year that saw record unit sales drop 1.8% and tape unit sales jump 15.9%. Sales revenues reached 12.1 billion yen (\$58.5 million) for records and 5.6 billion yen (\$27.1 million) for tapes. The main sellers for the company during the year were **Kaylentay**, **Los Indios & Silvia**, **RC Succession**, **Masayoshi Takanaka**, **Bernstein** with the **Vienna Philharmonic Orchestra** and the soundtrack to the movie *Fame*.

Trio Records president **Ichiro Tsuboi** has announced plans to establish a label in the U.S. While declining to disclose details, Tsuboi noted that the deal will most likely be a joint venture with an existing American label, with distribution through a major branch system.

The prestigious *Swing Journal*, Japan's leading jazz publication, recently awarded CBS recording group **Weather Report** its Jazz Gold Disc Award for the "Night Passage" album. **Alberta Hunter**, also on CBS, won the Best Jazz Vocalist award for her "Amtrack Blues" LP.

In another competition, the Japan Radio Popular Disc contest, CBS/Sony and Epic/Sony acts won seven awards. Epic/Sony group **The Nolans**, which scored the first #1 single in Japan by a foreign act in nearly five years, won Best Single of the Year and Brightest Hope (group category). CBS/Sony artists **Billy Joel** (Best Male Vocalist) and **Barbra Streisand** (Best Female Vocalist) also walked off with top honors. Finally, the **Electric Light Orchestra (ELO)** and **Olivia Newton-John** won Best Screen Music for the *Xanadu* soundtrack and **Karla Bonoff** won the Popular Artist Award.

Victor Musical Industries, a subsidiary company of JVC, will release its first videodisc in March, according to **Saburo Watanabe**, president of the company. The first videodiscs are expected to appear in the market coincidentally with the VHD system player from JVC. The first videodisc of the company will be a feature on "How to play Japan's classical dance."

Nippon Chikushin Co., Ltd., one of the top phonograph needle manufacturers in Japan, has announced two new cleaners — the brown cleaner and Aqua-cleaner. The former is to be used for removing dust and static electricity from discs, and the latter is for the same use on televisions.

Warner/Pioneer recording artist **Rod Stewart** is expected to visit Japan this April for performances in Tokyo, Osaka and Fukuoka.

kozo otsuka

## The Nolans Sign To Real World Records

LOS ANGELES — The Nolans, the Irish singing quartet composed of four sisters, has inked a personal management agreement with Paul Drew of Paul Drew Enterprises, Inc., in addition to signing with Drew's Real World Records label in the United States and Canada. Real World is distributed throughout North America by Atco Records.

The group, which has sold approximately 5½ million records during its two year career, is presently contracted to CBS, Inc. throughout the rest of the world.

The first single by The Nolans to be released domestically has been scheduled for mid-April, concurrent with a promotional tour throughout several major markets in the U.S. The visit will follow the quartet's appearance at the Tokyo Music Festival, and they are scheduled to return to Japan for a 20-date headlining tour in May.

## U.K.'s Energy Inks With Midsong Int'l For U.S.A.

LONDON — Energy Records, headed by British producer Howard Kruger, has entered a licensing deal for the U.S. with Midsong International, which is distributed domestically by CBS. Kruger said his label will concentrate on the contemporary market.

Acts currently on the Energy roster include David Soul, John Travolta, Dave Martin, Lady Love, Tony Walthers, Simon Szpiro, Riser, P.S., Max Headroom and the Car Parks, and The No Man's Band. First product under the new deal will be available by Feb. 20.

Kruger and Midsong co-owner Steve Metz will coordinate the activities of the labels, with public relations in the U.S. to be handled by Bob Levinson Assoc.

## VAP Bows In Japan

TOKYO — The Nippon TV Network, Ltd. has formed a new record label, VAP ("Video & Audio Product"). In operation since Jan. 23, VAP has been capitalized with 500 million yen (\$2.5 million) — 300 million of which was put up by Nippon TV Network and the balance provided by local radio and TV companies.

The company will be headed by Yosajji Kobayashi, president, and managing director Toshio Kikutsugi.

## Management Firm Bows

LONDON — Fool Circle Management was recently formed here, with Jim White named managing director. Tristan Rich was named general assistant, while Harry Williams was appointed to manage tour activity. Diane Humble was appointed executive secretary at the firm, which is located at 35A High St., Chiselhurst, Kent.



**JUST ROSY** — While in Paris to promote her new film *Divine Madness*, Bette Midler received a gold record for her work on the Atlantic Records soundtrack to the film *The Rose* from French singer Serge Lama.

## MUSEXPO Sets 1981 Meet Site In Florida

NEW YORK — MUSEXPO '81, the seventh Annual International Record/Video and Music Industry Market in America, will be held from Nov. 1-5, 1981, at the Fort Lauderdale Marriott Hotel and Marina, Fla.

The newest and largest resort hotel in Fort Lauderdale, the Marriott Hotel and Marina has been reserved completely as the headquarters for MUSEXPO '81. Pier 66 Hotel and other nearby hotels will accommodate the room reservation overflow.

A new feature of this year's MUSEXPO will be the location of the office booth area. A three floor bungalow building at poolside will be utilized instead of the main tower building of previous years.

Further information is available from the MUSEXPO office, 1414 Avenue of the Americas, New York, N.Y., 10019. The telephone number is (212) 489-9245.

## INTERNATIONAL CERTIFICATIONS

### Boxcar Willie

Warwick recording artist Boxcar Willie had his "King Of The Road" LP certified gold in the U.K.

### Queen

EMI U.K. recording group Queen had its "Live Killers" and "The Game" LPs certified platinum and its "Crazy Little Thing Called Love" single certified platinum in The Netherlands.

### Barbra Streisand

CBS recording artist Barbra Streisand had her "Guilty" LP certified platinum and her "Woman In Love" single certified gold in Italy.

### Xanadu

The soundtrack to *Xanadu*, distributed by CBS Dischi, and the title track, sung by Olivia Newton-John, were certified gold in Italy.

## INTERNATIONAL BESTSELLERS

### Italy

#### TOP TEN 45s

- 1 **Master Blaster (Jammin')** — Stevie Wonder — Motown
- 2 **Upside Down** — Diana Ross — Motown
- 3 **Anna Dal Capelli Rossi** — I ragazzi dai capelli rossi — CBS
- 4 **Don't Stand So Close To Me** — The Police — A&M
- 5 **Woman In Love** — Barbra Streisand — CBS
- 6 **The Wanderer** — Donna Summer — Geffen
- 7 **How Long** — Lipps Inc. — Casablanca
- 8 **(Just Like) Starting Over** — John Lennon — Geffen
- 9 **You And Me** — Spargo — Baby
- 10 **Tunnel Of Love** — Dire Straits — Vertigo

#### TOP TEN LPs

- 1 **Dalla** — Lucio Dalla — RCA
- 2 **Zenyatta Mondatta** — The Police — A&M
- 3 **Hotter Than July** — Stevie Wonder — Motown
- 4 **Cervo A Primavera** — Riccardo Cocciante — RCA
- 5 **Gullyty** — Barbra Streisand — CBS
- 6 **Making Movies** — Dire Straits — Vertigo
- 7 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- 8 **Diana** — Diana Ross — Motown
- 9 **The Wanderer** — Donna Summer — Geffen
- 10 **Kyrle** — Mina — PDU

—Musica E Dischi

### Japan

#### TOP TEN 45s

- 1 **Koi Dol** — Toshihiko Tawara — Canyon
- 2 **Sneaker Bruce** — Masahiko Kondo — RVC
- 3 **Koyl No Bonchi Sheet** — The Bonchi — For Life
- 4 **Al Wa Kagerou** — Gamu — Teichiku
- 5 **Banri No Kawa** — Chage and Asuka — Warner/Pioneer
- 6 **Koylbito** — Mayumi Itsuwa — CBS/Sony
- 7 **Osaka Shigure** — Harumi Miyako — Nippon Columbia
- 8 **Okuhida Bojo** — Tetsuya Ryu — Trio
- 9 **Kaette Koyo** — Kazuko Matsumura — Nippon Victor
- 10 **Cherry Blossom** — Seyiko Matsuda — CBS/Sony

#### TOP TEN LPs

- 1 **We Are** — Of Course — Toshiba/EMI
- 2 **Happy Date** — The Nolans — Epic/Sony
- 3 **Kolbito** — Mayumi Itsuwa — CBS/Sony
- 4 **Kogorashini Dakarette** — Chiharu Matsuyama — News
- 5 **Bucchigiri II** — Yokohama Ginbae — King
- 6 **Wagakokoronno Tomoe** — Iruka — Crown
- 7 **Double Fantasy** — John Lennon and Yoko Ono — Warner/Pioneer
- 8 **Gullyty** — Barbra Streisand — CBS/Sony
- 9 **Surf & Snow** — Yumi Matsutoya — Toshiba/EMI
- 10 **Toshi '81** — Toshihiko Tawara — Canyon

—Cash Box of Japan

### United Kingdom

#### TOP TEN 45s

- 1 **Vienna** — Ultravox — Chrysalis
- 2 **Woman** — John Lennon — Geffen
- 3 **In The Air Tonight** — Phil Collins — Virgin
- 4 **Fade To Gray** — Visage — Polydor
- 5 **Antmusic** — Adam & The Ants — CBS
- 6 **I Surrender** — Rainbow — Polydor
- 7 **Rapture** — Blondie — Chrysalis
- 8 **Imagine** — John Lennon — Parlophone
- 9 **Don't Stop The Music** — Yarbrough & Peoples — Mercury
- 10 **Romeo And Juliet** — Dire Straits — Vertigo

#### TOP TEN LPs

- 1 **Kings Of The Wild Frontier** — Adam & The Ants — CBS
- 2 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- 3 **The Very Best Of David Bowie** — K-Tel
- 4 **Imagine** — John Lennon — Parlophone
- 5 **Trust** — Elvis Costello & The Attractions — F-Beat
- 6 **Making Movies** — Dire Straits — Vertigo
- 7 **Mondo Bongo** — The Boomtown Rats — Ensign
- 8 **Manflow Magic** — Barry Manilow — Arista
- 9 **Paradise Theater** — Styx — A&M
- 10 **Gullyty** — Barbra Streisand — CBS

—Melody Maker

# GOSPEL



**CARMICHAEL HONORED** — Ralph Carmichael (l), president of Lexicon Music/Light Records, was honored by nearly 700 guests at the recent Jubilate celebration. Additionally, Cy Jackson (c), Jubilate chairman, presented a check for over \$7,000 from the benefit to Bill Brown, (r) president of World Wide Pictures. The proceeds from the benefit will be used for work in the foreign film ministry.

## Edwin Hawkins And His Music Taking Gospel To New Highs

by Angela Ball

WASHINGTON — The name Hawkins has become synonymous with contemporary gospel music through the talents of nine individuals who share that surname. Walter, wife Tramaine, brothers Edwin and Daniel, sisters Feddie, Carol and Lynette, cousin Shirley Miller and nephew Joel Smith are billed collectively as Walter and Edwin Hawkins and Family and provide a far-reaching musical ministry.

Edwin Hawkins' solo career began in 1969 when the single "Oh Happy Day" bulleted to the top of both the secular and gospel charts. "I was surprised at the secular success and not really ready to deal with it," Hawkins explained. "It wasn't planned, it just sort of happened." The success of the tune was somewhat of an accident that evolved through a series of unrelated occurrences. The song, a hymn over 400 years old, was recorded by Hawkins and the Northern California State Youth Choir to represent the state at the 1967 Youth Congress in Washington D.C. A copy accidentally landed in the hands of a Berkeley (Calif.) DJ who played it on the air, and the buzz was started. The song enjoyed a long tenure at or near the top of the charts and sold over a million copies.

Hawkins went on to win three Grammy awards and receive recognition for the best gospel performance of 1969 for "Oh Happy Day" and in 1970 for the follow-up, "Every Man Wants To Be Free."

The unprecedented success of "Oh Happy Day" was followed by several changes in the group. The 56-member choir went professional and became the Edwin Hawkins Singers, playing such venues as Madison Square Garden and Yankee Stadium (for an Isley Brothers anniversary celebration). The group dwindled to a less cumbersome 22 and went on the road, playing Caesar's Palace and touring Europe regularly for the next five years.

The emphasis of the group changed more to secular material, and for a while, Walter and Tramaine performed secular music on the club circuit before returning to their ministries. Edwin rejoined the family in 1976, following the success of Walter's "Love Alive" album and the development of the Love Center, a non-denominational church geared toward people who didn't fit into the structured set-ups of more conventional, institutionalized churches. Edwin became choir director at the Love Center, which utilizes music as a primary function of its ministry.

Edwin once again played a pioneering role in the field of gospel music when a 1978 television special, "Edwin Hawkins: Gospel at the Symphony," aired nationally on the Public Broadcasting System (PBS). The program received overwhelming response and was hailed by PBS as the largest and

best received special it had ever shown. On the program, he was joined by the 65-piece Oakland (Calif.) Symphony Orchestra, the 35-voice Love Center Choir and the Hawkins family, delivering a unique musical experience. The novel idea of blending gospel music with symphony was so unique and readily acceptable that Edwin has since performed with the National Symphony in Washington D.C. at the John F. Kennedy Center for the Performing Arts and with the Kansas City Philharmonic. Accolades received from the industry equaled those of the fans, and the program has been nominated for a National Emmy Award.

Edwin's solo career has also been flourishing, with expanded TV exposure and touring scheduled for 1981. A recent East Coast swing included stops in Washington D.C., where he performed two concerts during the inaugural celebration. The visit to the nation's capital also included a second appearance at the Kennedy Center for a sellout "Gospel at the Symphony" concert. From there, a jaunt to Atlanta to perform with Danny Kaye at the American Cancer Society 1981 Kickoff Dinner was followed by a stop in Nashville to tape a segment for *The Bobby Jones Gospel Show*, a syndicated black gospel show telecast in 521 cable markets.

The family usually tours at least six months of each year, and touring will be increased in 1981 with Europe on the itinerary for the first time since 1976.

Edwin is currently going through a transitional stage, developing new goals and directions for his career. "I'm in the process of reestablishing my own career," he explained, "I can't think in terms of myself because I think that so much of what has happened to me has been because of the significance of the group."

## Gospel Radio Seminar Set For July 30-Aug. 2

NASHVILLE — The 1981 Gospel Radio Seminar has been slated for July 30-Aug. 2 at the Holiday Inn in Estes Park, Colo. The seminar will begin with an opening reception July 30 and continue the morning of Aug. 1 with the keynote address, followed by a full day of scheduled concurrent workshops.

Workshops have been designed to target two specific groups, including owners, managers and sales people on one hand; and program directors, music directors, disc jockeys and general programmers on the other. A second day of workshops has been scheduled for Aug. 2 and will be capped off with the annual Banquet and Artist Showcase.

## TOP 20 ALBUMS

### Spiritual

Weeks On Chart  
1/31

- 1 **THE LORD WILL MAKE A WAY**  
AL GREEN (Myrrh MSB 6661) 1 10
- 2 **THE HAWKINS FAMILY LIVE**  
WALTER HAWKINS (Light LS 5770) 2 8
- 3 **REJOICE**  
SHIRLEY CAESAR (Myrrh MSB 6646) 3 30
- 4 **MIRACLES**  
JACKSON SOUTHERNAIRES (Malaco M-4370) 5 10
- 5 **TRAMAINÉ**  
TRAMAINÉ HAWKINS (Light LS-5760) 4 50
- 6 **RISE AGAIN**  
GOSPEL KEYNOTES (Nashboro 7227) 10 10
- 7 **LOVE ALIVE II**  
WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735) 6 118
- 8 **THE LORD IS MY LIGHT**  
NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050) 11 20
- 9 **PLEASE BE PATIENT WITH ME**  
ALBERTINA WALKER with JAMES CLEVELAND (Savoy SL 14527) 8 56
- 10 **I'LL BE THINKING OF YOU**  
ANDRAE CROUCH (Light LS 5763) 7 68
- 11 **EVERYTHING'S ALRIGHT**  
DR. CHARLES HAYES (Savoy 14580) 15 4
- 12 **TRUE VICTORY**  
MIN. KEITH PRINGLE (Savoy SGL 7053) 18 4
- 13 **A PRAYING SPIRIT**  
JAMES CLEVELAND AND THE CORNERSTONE CHOIR (Savoy 7046) 12 34
- 14 **CLOUDBURST**  
MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) — 2
- 15 **MOTHER, WHY?**  
WILLIE BANKS (Black Label 3000) 18 4
- 16 **GOD WILL SEE YOU THROUGH**  
WILLIAMS BROTHERS (New Birth 7048) 19 4
- 17 **PEOPLE GET READY**  
SUPREME ANGELS (Nashboro 7226) 13 26
- 18 **ALL ABOUT JESUS**  
SENSATIONAL NIGHTINGALES (Malaco 4398) 14 30
- 19 **AIN'T NO STOPPING US NOW**  
WILLIE JOHNSON and THE GOSPEL KEYNOTES (Nashboro 7217) 9 66
- 20 **ONE DAY AT A TIME**  
REV. THOMAS L. WALKER (Eternal Gold EGL-652) 20 16

### Inspirational

Weeks On Chart  
1/31

- 1 **THANK YOU FOR THE DOVE**  
MIKE ADKINS (Mike Adkins MA 1061) 2 26
- 2 **BEST OF B.J. THOMAS**  
B. J. THOMAS (Myrrh/Word MSB 6653) 3 16
- 3 **NEVER ALONE**  
AMY GRANT (Myrrh MSB 6645) 1 36
- 4 **FAVORITES, VOL. 1**  
EVIE TOURNOQUIST (Word WSD 8845) 6 16
- 5 **FORGIVEN**  
DON FRANCISCO (New Pax NP 33042) 4 116
- 6 **ONE MORE SONG FOR YOU**  
THE IMPERIALS (Dayspring DST-4015) 5 56
- 7 **THE PAINTER**  
JOHN MICHAEL & TERRY TALBOT (Sparrow SPR 1037) 7 34
- 8 **PRAISE IV**  
VARIOUS ARTISTS (Maranatha MM 0064) 12 36
- 9 **BULLFROGS AND BUTTERFLIES**  
CANDLE (Birdwing BWR 2010) 9 24
- 10 **GOT TO TELL SOMEBODY**  
DON FRANCISCO (New Pax NP 33071) 11 66
- 11 **PHILIP SIDE**  
PHIL KEAGGY (Sparrow SPR 1036) 15 14
- 12 **IN CONCERT**  
B.J. THOMAS (Songbird/MCA 5155) 16 14
- 13 **YOU GAVE ME LOVE**  
B. J. THOMAS (Myrrh MSB 6574) 8 82
- 14 **FOR THE BEST**  
B.J. THOMAS (Songbird/MCA 3231) 10 46
- 15 **NEVER THE SAME**  
EVIE TOURNOQUIST (Word WSB 8806) 13 88
- 16 **MUSIC MACHINE**  
CANDLE (Birdwing BDWG 2004) 14 154
- 17 **MY FATHER'S EYES**  
AMY GRANT (Myrrh MSB 6625) 17 10
- 18 **THE ROAR OF LOVE**  
2nd CHAPTER OF ACTS (Sparrow SPR 1033) 18 4
- 19 **STRAIGHT AHEAD**  
JAMIE OWENS-COLLINS (Sparrow SPR 1035) 19 4
- 20 **HEED THE CALL**  
THE IMPERIALS (Dayspring DST 4011) 20 116



## ALBUM REVIEWS

**DON'T GIVE IN** — Leon Patillo — Myrrh MSB 6662 — Producer: Skip Konte — List: 7.98

Leon Patillo is one of the most dynamic contemporary Christian artists to emerge on the gospel music scene. This album contains eight self-penned cuts that cover the spectrum of musical styles from jazz/R&B to driving rock to mellow ballads. Standards like "Higher and Higher" are performed with refreshing new arrangements.

**PRIORITY** — The Imperials — Dayspring DST 4017 — Producer: Michael Omartian — List: 7.98

The Imperials are to gospel music what the Statler Brothers are to country — a well-loved tradition. Album after album, the magic remains and the message just becomes clearer. The polished pop sound is accomplished through tight arrangements and orchestration that complements rather than overpowers the vocals. Notables include a ballad, "I'd Rather Believe in You," and a rollicking rock-flavored tune, "The Trumpet of Jesus."

**LIVE ACROSS AMERICA** — The Bill Galther Trio — Word WSX 8847 — Producers: Bob MacKenzie and Dan Posthuma — List: 9.98

As implied by the title, this two-album set is a compilation of live performances across the United States, full of gems including a medley of favorite Gaither tunes of the past. The more traditional sound of the Gaithers is exemplified by three-part vocal harmonies enhanced by lush background vocals. The gospel quartet sound prominent in old southern gospel is displayed on "Your First Day in Heaven."





# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1 HOTTIER THAN JULY</b> STEVIE WONDER (Tamla/Motown T8-373M1)	1 16	<b>39 GIVE ME THE NIGHT</b> GEORGE BENSON (Qwest/Warner Bros. HS 3453)	34 29
<b>2 GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM 1-4003)	2 9	<b>40 ZAPP</b> (Warner Bros. BSK 3463)	38 23
<b>3 IMAGINATION</b> THE WHISPERS (Solar/RCA BZL 1-3578)	4 8	<b>41 THE DRAMATIC WAY</b> THE DRAMATICS (MCA-5146)	45 14
<b>4 FANTASTIC VOYAGE</b> LAKESIDE (Solar/RCA BXL 1-3720)	3 13	<b>42 SWEET VIBRATIONS</b> BOBBY "BLUE" BLAND (MCA 5145)	40 13
<b>5 THE TWO OF US</b> YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	7 6	<b>43 BETTER DAYS</b> THE BLACKBYRDS (Fantasy F-9602)	41 9
<b>6 CELEBRATE</b> KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	5 19	<b>44 JOY AND PAIN</b> MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)	43 30
<b>7 STONE JAM</b> SLAVE (Cotillion/Atlantic SD 5224)	9 19	<b>45 GOLDEN TOUCH</b> ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	52 3
<b>8 TRIUMPH</b> THE JACKSONS (Epic FE 36424)	6 19	<b>46 HOUSE OF MUSIC</b> T.S. MONK (Mirage/Atlantic WTG 19291)	54 5
<b>9 TOUCH</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4002)	8 11	<b>47 LET'S BURN</b> CLARENCE CARTER (Venture VL 1005)	51 10
<b>10 LIVE AND MORE</b> ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	10 10	<b>48 DIANA</b> DIANA ROSS (Motown M8-936)	46 37
<b>11 AS ONE</b> THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	12 11	<b>49 CARNAVAL</b> SYPRO GRYA (MCA 5149)	49 15
<b>12 IN OUR LIFETIME</b> MARVIN GAYE (Tamla/Motown T8-374M1)	18 4	<b>50 ELOISE LAWS</b> (Liberty LT-1063)	53 4
<b>13 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	13 15	<b>51 ULTRA WAVE</b> BOOTSIE (Warner Bros. BSK-3433)	47 12
<b>14 THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL1-3577)	15 8	<b>52 MAGIC</b> TOM BROWNE (GRP/Arista 5503)	— 1
<b>15 ARETHA FRANKLIN</b> (Arista AL 9538)	11 18	<b>53 RAY, GOODMAN &amp; BROWN</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6299)	48 21
<b>16 AT PEACE WITH WOMAN</b> THE JONES GIRLS (Phila. Int'l./CBS JZ 36787)	16 19	<b>54 SWEAT BAND</b> (Uncle Jam/CBS JZ 36857)	44 13
<b>17 FEEL ME</b> CAMEO (Chocolate City/PolyGram CCLP 2016)	14 17	<b>55 THERE MUST BE A BETTER WORLD SOMEWHERE</b> B.B. KING (MCA-5162)	— 1
<b>18 FACES</b> EARTH, WIND & FIRE (ARC/Columbia KC 36795)	17 14	<b>56 LICENSE TO DREAM</b> KLEEEER (Atlantic SD 19288)	60 2
<b>19 TP</b> TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	19 28	<b>57 AUTOAMERICAN</b> BLONDIE (Chrysalis CHE 1275)	— 1
<b>20 I HAD TO SAY IT</b> MILLIE JACKSON (Spring/PolyGram SP-1-6730)	23 8	<b>58 HEROES</b> COMMODORES (Motown M8-993M1)	56 35
<b>21 CITY NIGHTS</b> TIERRA (Boardwalk FW 36995)	21 9	<b>59 SWEET SENSATION</b> STEPHANIE MILLS (20th Century-Fox/RCA T-603)	59 43
<b>22 JERMAINE</b> JERMAINE JACKSON (Motown M8-1499F)	22 12	<b>60 I LIKE WHAT YOU'RE DOING TO MEI</b> YOUNG AND COMPANY (Brunswick BL 754224)	61 3
<b>23 THIS IS MY DREAM</b> SWITCH (Gordy/Motown G8-999M1)	25 15	<b>61 THE BOYS ARE BACK</b> STONE CITY BAND (Gordy/Motown G8-1001M1)	65 2
<b>24 SKYYPORT</b> SKYY (Salsoul/RCA SA-8537)	26 11	<b>62 SEAWIND</b> (A&M SP-4824)	50 18
<b>25 GAUCHO</b> STEELY DAN (MCA-6102)	37 3	<b>63 PORTRAIT OF CARRIE</b> CARRIE LUCAS (Solar/RCA/BXL 1-3579)	63 5
<b>26 TROMBIPULATION</b> PARLIAMENT (Casablanca/PolyGram NBLP 7240)	24 10	<b>64 REAL EYES</b> GIL SCOTT-HERON (Arista AL 9540)	— 1
<b>27 DIRTY MIND</b> PRINCE (Warner Bros. BSK 3478)	27 17	<b>65 THE WANDERER</b> DONNA SUMMER (Geffen GHS 2000)	55 16
<b>28 GREATEST HITS</b> MANHATTANS (Columbia JC 36861)	20 10	<b>66 14 KARAT</b> FATBACK (Spring/PolyGram SP-1-6729)	58 17
<b>29 SHINE ON</b> L.T.D. (A&M SP 4819)	30 25	<b>67 SPECIAL THINGS</b> POINTER SISTERS (Planet/Elektra P-9)	66 26
<b>30 SHADES OF BLUE</b> LOU RAWLS (Phila. Int'l./CBS JZ 36774)	32 6	<b>68 CAMERON</b> (Salsoul/RCA SA-8535)	64 32
<b>31 POSH</b> PATRICE RUSHEN (Elektra 8E-302)	29 13	<b>69 LOVE APPROACH</b> TOM BROWNE (GRP/Arista 5008)	57 30
<b>32 KANO</b> (Emergency EMLP 7505)	39 10	<b>70 DEE DEE</b> DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)	71 4
<b>33 CANDLES</b> HEATWAVE (Epic FE 36873)	28 11	<b>71 MR. HANDS</b> HERBIE HANCOCK (Columbia JC 36578)	68 12
<b>34 THE AWAKENING</b> THE REDDINGS (Believe In A Dream/CBS JZ 36875)	33 15	<b>72 LATOYA JACKSON</b> (Polydor/PolyGram PD-1-6291)	72 20
<b>35 INHERIT THE WIND</b> WILTON FELDER (MCA-5144)	31 18	<b>73 ONE IN A MILLION</b> LARRY GRAHAM (Warner Bros. BSK 3447)	67 36
<b>36 VOICES IN THE RAIN</b> JOE SAMPLE (MCA-5172)	42 4	<b>74 TWENNYNINE with LENNY WHITE</b> (Elektra 6E-304)	74 18
<b>37 IRONS IN THE FIRE</b> TEENA MARIE (Gordy/Motown G8-9997M1)	36 25	<b>75 ODORI</b> HIROSHIMA (Arista AL 9541)	62 14
<b>38 HURRY UP THIS WAY AGAIN</b> THE STYLISTICS (TSOP/CBS JZ 36470)	35 20		



**FROM THE HEART** — Capitol recording group A Taste Of Honey recently joined actor Robert Wagner and his wife, actress Natalie Wood, during the "Jump Rope For Hart To Heart Rally," the opening event of the 1981 American Heart Assn. fundraising drive, held at the Beverly Hills High School swim-gym. The group performed their new single, "Sukiyaki," for more than 2,000 Southern California elementary and junior high school students. Pictured are (l-r): Janice Marie Johnson and John Novello of the group; Wagner; Wood; and Raymond Pounds and Hazel Payne of the group.

## THE RHYTHM SECTION

**RETAILERS IN BLACK** — WEA vice president of black music marketing **Hank Caldwell** recently announced during a company summit in Tucson that the distribution web would be more "aggressive" in merchandising its black product among smaller black retailers in 1981. "The black retailers are still important, and we must continue to supply them with decent product, and also supply them with some tools so they can sell the records," Caldwell told **Cash Box**. He stressed that the marketing emphasis would include the gamut of merchandising aids, which range from in-store display to coop advertisement. In addition to strengthening the company's profile with its existing accounts, he said that WEA was looking to develop new markets nationwide. Caldwell said there will be increased attention towards breaking new acts — such as Warner Bros.' **Sadane** — and customize promotion and merchandising campaigns for such acts at one-stops, large retail chains and small black retailers. "We realize that the larger chains move the majority of our product, but black retailers remain the basis for selling black product," Caldwell said.

**WHICH WAY DID THEY GO?** — Which company will obtain the right to distribute Solar Records product remained a question at presstime, although sources are predicting that RCA Records will continue to distribute and market Solar product. Solar president **Dick Griffey** has been in much-publicized negotiations with various labels, most notably Elektra/Asylum, for the last year. A spokesperson for Solar said that no papers have been signed as of yet.

**SHIFTING SANDS** — In a move that signals a more finite structuring of CBS Records' black music marketing division, **Vernon Slaughter** was named vice president of black music and jazz promotion at Columbia, and **Paris Eley** was named vice president of black music and jazz promotion for Epic/Portrait/CBS Associated labels (see separate story page 12). Along with the new positions, Slaughter and Eley will direct an expanded regional and field staff. Existing black music marketing staffers will either be placed on Columbia's staff roster or with E/P/A.

**BECAUSE OF BIKO** — Famed South African songstress **Letta Mbulu** will perform this Feb. 20 at UCLA's Royce Hall, with proceeds slated for the **Steve Biko** Fellowship Fund. Biko was the most notable among a group of black South Africans who were involved in various liberation and human rights movements. He was killed September 1977 in an apartheid prison. Funds donated to the fellowship will be used to support South African scholar/refugees studying in American universities. Mbulu's most recent vinyl effort was a Concorde Studios album, titled "Sound Of The Rainbow." She will be joined during the performance by the Contemporary Dance Theatre.

**NEW FRONT MAN** — **Norby Walters** Assoc. recently signed Atlantic recording group **Slave**, Mirage artist **T.S. Monk** and Boardwalk outfit **Tierra**.

**TV MENU** — Legendary jazz organist **Jimmy Smith** was recently a guest on the KHJ-TV/Los Angeles show *Cooking With Sarah*, where he prepared one of his most preferred dishes, chicken shack chicken, while his recording of "Back At The Chicken Shack" played in the background. Smith is now on a tour of the U.S., which will be highlighted by a special appearance at the Newport Jazz Festival in July.

**YOUNG PIECES** — Elektra/Asylum recording artist **Grover Washington, Jr.** recently entered Sigma Sound studio to handle production chores for Philadelphia-based trio **Pieces Of A Dream**, three high schoolers ranging from 16-18 in age. Upon the LP's completion, Washington will deliver the product to E/A, where he recently signed a production deal between his G-Man Prod. and the label.

**HOT CROSSOVER VINYL** — "Magic" (#118 bullet) by GRP/Arista's **Tom Browne** and "License To Dream" by **Kleeeer** on Atlantic (#146 bullet) are the top B/C crossovers to the **Cash Box** Top 200 Albums chart. . . "Being With You" by Tamla/Motown artist **Smokey Robinson** (#82 bullet), "Who Do You Think You're Foolin'" by Geffen artist **Donna Summer** (#84 bullet), "Medley: Yesterday Once More/Nothing Remains the Same" by Atlantic's **Spinners** (#86 bullet) and "It's A Love Thing" by Solar/RCA recording group **The Whispers** (#89 bullet) are the top B/C debuts on the **Cash Box** Top 100 Singles chart. . . Motivated largely by the substantial airplay on the single "Rapture," **Blondie's** latest LP, "Autoamerican," debuted at #57 bullet on the **Cash Box** B/C Album chart.

**SHORT CUTS** — **Mike Chapman**, **Irls Gordy**, **Barry Korkin**, **Rupert Perry**, **Frankee Rand**, **Allee Willis**, **Ray Parker, Jr.**, **Smokey Robinson** and **Barbara Shelley** were members of an American Society of Composers, Authors and Publishers (ASCAP) pop songwriting panel recently that was directed by MVP Records staff writer **Dino Fekaris**. . . ARC Studios of West Los Angeles has been busy lately with new ARC Records artist **Larry John McNally**, recording with producer **Jon Lind**; ARC's **Emotions**, with producer **Billy Meyers**; and ARC artist **Valerie Carter**, with producer **Gerard McMahon**. . . **Melissa Manchester**, who is scoring big with **Peabo Bryson** on the single "Lovers After All" (#51 bullet on B/C chart), recently visited KJLH/Los Angeles, where station owner/entertainer **Stevie Wonder** spoke to the songstress during a listener call-in about collaborating on vinyl in the future.

michael martinez



# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- AI NO CORRIDA — QUINCY JONES — A&M**  
OK100, WDIA, WSOK, KGFJ, WBMX, WGCI, KDAY, WWIN, WNH, KATZ, WPAL, WOKB, WRBD, V103, KMJQ
- WHAT A FOOL BELIEVES — ARETHA FRANKLIN — ARISTA**  
WCIN, WUFO, KGFJ, WBMX, KOKA, WJLB, WNH, WRBD, KPRS, WDAO, WVKO
- MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME — SPINNERS — ATLANTIC**  
WEDR, WSOK, WWIN, WILD, WDAS-FM, WWDM, WOKB, WRBD, V103, WATV, WDAO, WGPR-FM
- FEEL ME — CAMEO — CHOCOLATE CITY/CASABLANCA/POLYGRAM**  
WJMO, WUFO, WBMX, WGCI, WJLB, WWIN, WOKB, WLE, KPRS, WAMO, WVKO
- ONE-WAY LOVE AFFAIR — SADANE — WARNER BROS.**  
WDIA, WEDR, KDAY, WNH, WDAS-FM, WWDM, WLE, WRBD, WGIV, WVKO
- BEING WITH YOU — SMOKEY ROBINSON — TAMLA/MOTOWN**  
WJMO, WUFO, KOKA, KDAY, WYLD, KATZ, WOKB, KDKO, WAWA
- NEVER GONNA GIVE YOU UP — PATRICE RUSHEN — ELEKTRA**  
WEDR, WSOK, WDAS-FM, WPAL, WATV, KPRS, WTL, WDAO, WAMO
- WHERE DID I GO WRONG — HEATWAVE — EPIC**  
WSOK, WYLD, WILD, KATZ, WLE, WATV, KPRS, WAO, WDAO
- JUST THE TWO OF US — GROVER WASHINGTON, JR. — ELEKTRA**  
WENZ, WNH, KMJQ, WAWA, WGPR-FM, WVKO

## MOST ADDED ALBUMS

- ALL AMERICAN GIRLS — SISTER SLEDGE — COTILLION/ATLANTIC**  
WGIV, WLUM, WUFO, WENZ, WDIA, WSOK, WGCI, WYLD-AM, WWIN, WILD, WLE, V103, WAWA, WTL, WGPR-FM, WVKO
- THERE MUST BE A BETTER WORLD SOMEWHERE — B.B. KING — MCA**  
WDIA, WEDR, KGFJ, WILD, KATZ, WWDM, WOKB, WRBD, WENZ, V103, WAWA, WATV, WAO, WTL, WDAO
- MAGIC — TOM BROWNE — GRP/ARISTA**  
WYLD-FM, WGIV, WLUM, WUFO, WDIA, WILD, WDAS-FM, WWDM, WOKB, WRBD, V103, KPRS, WDAO, WAMO

## UP AND COMING

- WHEN LOVE CALLS — ATLANTIC STARR — A&M**  
**PRaise — MARVIN GAYE — TAMLA/MOTOWN**  
**AND I'LL SEE YOU NO MORE — THE STYLISTICS — TSOP/CBS**  
**KEEP ON IT — STARPOINT — CASABLANCA/POLYGRAM**  
**YOU'RE LYING — LINX — CHRYSALIS**

## BLACK RADIO HIGHLIGHTS

### V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — LAKESIDE

HOTS: Tierra, Switch, Gap Band, Yarbrough & Peoples, Slave, Joe Simon, Jacksons, S. Wonder, Jones Girls, T. Browne, B.T. Express, Con Funk Shun, LTD, Whispers. ADDS: Quincy Jones, Spinners, B. Streisand/B. Gibb, M. Gaye, Skyy. LP ADDS: Sharon Redd, W. Pickett, Ohio Players, Shalamar, B.B. King, Killimanjaro, T-Connection, Sister Sledge, T. Browne, Bill Summers, Bootsy.

### WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: S. Robinson, Con Funk Shun, Sugar Hill Gang, Slave, Jacksons, Lakeside, Bar-Kays, S. Wonder. ADDS: Cameo, Atlantic Starr, Chi-Lites, Spinners, Quincy Jones, Starpoint, Kleeer, Enchantment, M. Henderson, Blackbyrds. LP ADDS: Sister Sledge, P. Rushen.

### WATV — BIRMINGHAM — BILL GLOVER, MD

HOTS: Shalamar, R. Winters, Silver Platinum, Kano, Lakeside, Sugar Hill Gang, M'Lady, Sister Sledge, Taste of Honey, Yarbrough & Peoples, Chi-Lites, M. Starr, Gap Band, McCrarys, Parliament, Jones Girls, Kool & The Gang, Skyy, Prince, E. Laws, M. Walden, Jacksons, A. Franklin, S. Wonder, Zapp, Dramatics. ADDS: Jerry Knight, Stylistics, M. Henderson, Heatwave, Spinners, Teena Marie, M. Manchester/P. Bryson, P. Rushen, Wilson Pickett, S. Wonder, Champaign. LP ADDS: D. La Salle, B.B. King, One Way, B. Mason.

### WILD — BOSTON — BUTTERBALL, JR., PD — #1 — LAKESIDE

JUMPS: 23 To 17 — T. Browne, 26 To 19 — Sister Sledge, 30 To 20 — Yarbrough & Peoples, 28 To 25 — S. Redd, 29 To 26 — R. Winters & Fall, 19 To 16 — LTD, 17 To 13 — S. Wonder, 15 To 12 — Unlimited Touch, 16 To 11 — Shalamar, 10 To 7 — Whispers, 8 To 5 — T.S. Monk, HB To 38 — Cameo, HB To 39 — J. Knight, HB To 36 — T-Connection, HB To 35 — Free Expression. ADDS: Fantasy, Grandmaster Flash, Heatwave, Spinners, Stylistics, Delegation, Taste of Honey. LP ADDS: Sister Sledge, T. Browne, B. Wright, D. Grusin, One Way, Alicia Myers, B.B. King, Gene Dunlap.

### WUFO — BUFFALO — DOUG BLAKELY, MD — #1 — PRINCE

HOTS: Whispers, Yarbrough & Peoples, Skyy, Gap Band, Lakeside, T. Browne, Tierra, Boz Scaggs, S. Wonder, B.T. Express, Parliament, Dynasty, Stone City Band, Sister Sledge, Con Funk Shun, T-Connection, Earth, Wind & Fire, Spyro Gyra. ADDS: S. Robinson, A. Franklin, Cameo, Kleeer, Donna Robbins, Bootsy. LP ADDS: T.S. Monk, Sister Sledge, G. Dunlap, D. Grusin, T. Browne.

### WPAL — CHARLESTON — THERON SNYPE, MD — #1 — GAP BAND

HOTS: Shalamar, Zapp, Prince, T.S. Monk, Symba, Whispers, L. Williams, Con Funk Shun, R. Winters, Taste of Honey, Truth, M. Walden, Dramatics, T. Browne, L. White, Two Tons, Midnite Blue, A. Franklin, T-Connection, Fantasy, Unlimited Touch. ADDS: P. Rushen, Quincy Jones, Tavares, Kleeer, Lynx, Stone City Band, J. Knight. LP ADDS: G. Dunlap, F. Hooker, M. Gaye.

### WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: Switch, Jones Girls, Gap Band, Skyy, Zapp, LTD, N. Connors, T. Browne, Whispers, Pointer Sisters, Fantasy, Joe Simon, Dramatics. ADDS: Alicia Myers, Champaign, Enchantment, T.S. Monk, J. Knight, Two Tons, J. Bristol, Manchester/Bryson, Delegation, Sadane. LP ADDS: One Way, Tom Browne, Sister Sledge, Three Degrees, M. Gaye.

### WGCI — CHICAGO — STEVE HARRIS, MD

HOTS: Lakeside, Kool & The Gang, Heatwave, Gap Band, L. Graham, Jones Girls, Slave, Leon Huff, Latoya Jackson, Switch, G. Benson, Whispers, Bar-Kays, Kano, Tierra, Reddings, First Love, Omni, N. Connors, T.S. Monk, W. Felder, Stylistics, Unlimited Touch, Manhattans, Cameo, Heaven & Earth. ADDS: Atlantic Starr, Quincy Jones, Cameo, Zingara, Truth. LP ADDS: Switch, L. Rawls, Sister Sledge.

### WBMX — CHICAGO — DON RASHID, MD

HOTS: S. Robinson, Lakeside, Slave, Kano, Yarbrough & Peoples, Gap Band, Jones Girls, Tierra, G. Washington, Kool & The Gang, T.S. Monk. ADDS: Blondie, Cameo, A. Franklin, Atlantic Starr, Quincy Jones, Cameron, Kool & The Gang. LP ADDS: Rose Royce.

### WCIN — CINCINNATI — MIKE ROBERTS, MD

HOTS: Slave, Sugar Hill Gang, Isley Bros., Zapp, Jones Girls, S. Wonder, Yarbrough & Peoples, Gap Band, Shalamar, Lakeside, Whispers, Steely Dan, Con Funk Shun. ADDS: Jerry Knight, T-Connection, A. Franklin. LP ADDS: S. Wonder.

### WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — JACKSONS

JUMPS: 28 To 25 — G. Benson, 27 To 24 — Earth, Wind & Fire, 26 To 23 — Skyy, 25 To 22 — R. Winters & Fall, 24 To 19 — Sister Sledge, 13 To 10 — Yarbrough & Peoples. ADDS: Cameo, Unlimited Touch, S. Robinson, L. White, M. Gaye. LP ADDS: Gap Band, Yarbrough & Peoples.

### WJLB — DETROIT — TOM COLLINS, PD — #1 — YARBROUGH & PEOPLES

JUMPS: 40 To 35 — Tavares, 39 To 33 — J. Knight, 37 To 32 — Sister Sledge, 35 To 31 — Unlimited Touch, 36 To 29 — T. Browne, 27 To 17 — Whispers, 19 To 14 — Joe Simon, 16 To 10 — T.S. Monk, LP To 40 — Fatback, LP To 39 — F. Hooker, LP To 38 — L. Clifford, LP To 37 — D. Laws. ADDS: Cameo, Stylistics, A. Franklin, Delegation, Earth, Wind & Fire, One Way, Forecast.

### WGPR — DETROIT — GEORGE WHITE, PD — #1 — R.J.'s LATEST ARRIVAL

HOTS: Bar-Kays, S. Wonder, Con Funk Shun, R. Flack/P. Bryson, Gap Band, Yarbrough & Peoples, T. Browne, Tierra, G.S. Heron, L. White, W. Felder, D. Ross, Zingara, Enchantment, Unlimited Touch, J. Bristol, Switch, Isley Bros., Blackbyrds, Two Tons, Sugar Hill Gang, J. Knight, Slave, Omni, Skyy, Sister Sledge. ADDS: G. Washington, Ohio Players, Free Expression, Executive Force, Spinners, Pointer Sisters, Chi-Lites, Atlantic Starr. LP ADDS: Sister Sledge, LTD, Dr. Hook.

### WRBD — FT. LAUDERDALE — JAMES THOMAS, MD — #1 — SUGAR HILL GANG

JUMPS: 45 To 38 — Bohannon, 42 To 30 — T-Connection, 41 To 29 — Kleeer, 44 To 28 — J. Knight, 36 To 27 — Isley Bros., 40 To 26 — R.J.'s Latest Arrival, 33 To 25 — Zapp, 30 To 24 — Forecast, 29 To 23 — L. Clifford, 26 To 22 — Sister Sledge, 24 To 21 — Earth, Wind & Fire, 23 To 15 — Two Tons, 25 To 13 — S. Wonder, 13 To 11 — Symba, 15 To 8 — Zingara, 9 To 5 — Whispers, 10 To 3 — Mammatapee. ADDS: Spinners, Quincy Jones, One Way, Atlantic Starr, Sadane, Starpoint, A. Franklin, R. Winters & Fall, Originals, R. Franklin. LP ADDS: Alicia Myers, Gene Dunlap, B.B. King, Three Degrees, Tom Browne.

### KMJQ — HOUSTON — BILL TRAVIS, PD — #1 — A. FRANKLIN

HOTS: Lakeside, Yarbrough & Peoples, S. Wonder, Kool & The Gang, Tierra, R. Stewart, Gap Band, Reddings, Jones Girls, Sugar Hill Gang, T. Pendergrass, Bar-Kays, Prince, K. Rogers, Parliament, Jacksons, Cameron, P. Rushen, Isley Brothers, Whispers, G. Chandler, T. Marie, Switch. ADDS: Earth, Wind & Fire, G. Washington, Quincy Jones.

### KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — T.S. MONK

HOTS: Yarbrough & Peoples, Gap Band, Whispers, Shalamar, Slave, Tom Browne, Taste of Honey, Jerry Knight, Earth, Wind & Fire, G. Washington, Steely Dan, Champaign. ADDS: Sister Sledge, Quincy Jones, S. Robinson, Sadane, Fantasy, Reddings, Two Tons. LP ADDS: Rod Stewart, Rose Royce.

### KGGJ — LOS ANGELES — J.B. STONE, PD

HOTS: Gap Band, Yarbrough & Peoples, Lakeside, T.S. Monk, Whispers, Slave, Skyy, E. Laws, Bar-Kays, L.T.D. ADDS: Quincy Jones, A. Franklin, Leda Grace, O'Jays, Fantasy. LP ADDS: B. Summers, B.B. King.

### WDIA — MEMPHIS — MARK CHRISTIAN, PD

HOTS: Gap Band, Yarbrough & Peoples, Tom Browne, Lakeside, Slave, Whispers, Zapp, Blackbyrds, Jones Girls, Ruby Wilson, Sister Sledge, N. Connors, Champaign, Leon Huff, G. Washington, Jerry Knight, P. Rushen, Manchester/Bryson, R. Winters & Fall, Flack/Bryson. ADDS: A. Franklin, B. Bland, Chi-Lites, Sadane, Quincy Jones. LP ADDS: B.B. King, Sister Sledge, Tom Browne.

### WEDR — MIAMI — GEORGE JONES, MD — #1 — GAP BAND

JUMPS: 23 To 10 — Slave, 10 To 3 — Jacksons. ADDS: Chi-Lites, Free Expression, Forecast, Alicia Myers, Spinners, One Way, Sadane, Wanda Williams, P. Rushen, Enchantment. LP ADDS: B.B. King, D. LaSalle, Ike Noble, E. Lovette, E. Phillips, G. Dunlap.

### WLUM — MILWAUKEE — BILL YOUNG, PD

HOTS: G. Dunlap, B. Summers, Joe Sample, Whispers, Gap Band, G. Washington, Steely Dan, S. Wonder, Jones Girls, Slave. ADDS: Fantasy, J. Knight, T-Connection, A. Franklin, Taste of Honey, G. Washington, Pointer Sisters, Reddings, Jermaine Jackson, P. Rushen. LP ADDS: Stone City Band, Rose Royce, E. Phillips, T. Browne, D. Siegel, Killimanjaro, M. Gaye, Sister Sledge, Kleeer.

### WYLD-AM — NEW ORLEANS — RON ASH, MD — #1 — LAKESIDE

JUMPS: 40 To 37 — Futures, 39 To 35 — T.S. Monk, 38 To 33 — Zapp, 36 To 32 — Whispers, 32 To 28 — Commodores, 29 To 26 — Jermaine Jackson, 35 To 24 — Sister Sledge, 25 To 20 — Tierra, 20 To 17 — Joe Simon, 23 To 16 — N. Connors, 17 To 14 — Yarbrough & Peoples, 25 To 12 — S. Wonder, 18 To 10 — Gap Band, 9 To 6 — Slave, Ex To 40 — Dramatics, Ex To 39 — Silver Platinum, Ex To 38 — Chi-Lites. ADDS: S. Robinson, Tom Browne, Teena Marie, Zingara, T-Connection, F. Knight, Heatwave. LP ADDS: Sister Sledge, T.S. Monk.

### WWRL — NEW YORK — LINDA HAYES, MD

HOTS: Taste of Honey, S. Wonder, Earth, Wind & Fire, Zapp, M. Riperton, Two Tons, Whispers, Dramatics, Jacksons, T.S. Monk. ADDS: Chi-Lites, Heaven & Earth, M. Henderson, Silver Platinum, Sister Sledge, Tim Weisberg. LP ADDS: Con Funk Shun, E. Birdsong, Charles Mann, B. Mason, Shalamar.

### WOKB — ORLANDO — BRETT LEWIS, PD — #1 — YARBROUGH & PEOPLES

HOTS: Slave, Gap Band, F. Smith, Zapp, Isley Bros., Whispers, S. Wonder, N. Connors, T.S. Monk, G. Benson, T. Browne, C. Lucas, L. White, Symba, Midnite Blue. ADDS: S. Robinson, Reddings, Spinners, Enchantment, Quincy Jones, Cameo, Two Tons. LP ADDS: Three Degrees, B.B. King, Tom Browne, One Way, Bernard Wright, F. Hooker.

### WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — YARBROUGH & PEOPLES

HOTS: Lakeside, S. Wonder, F. Smith, Con Funk Shun, Whispers, Jacksons, LTD, Tierra, Slave, Skyy, Maze, Gap Band, Isley Bros., L. White, Taste of Honey, Jones Girls, Earth, Wind & Fire. ADDS: Bohannon, Spinners, Sadane, P. Rushen. LP ADDS: L. Williams, T. Browne, Markley Band.

### WAMO — PITTSBURGH — KEN ALLEN, PD — #1 — JACKSONS

JUMPS: 33 To 30 — Dramatics, 39 To 29 — Earth, Wind & Fire, 38 To 28 — S. Robinson, 34 To 27 — T. Marie, 32 To 26 — R. Winters & Fall, 28 To 25 — S.O.S. Band, 29 To 23 — Taste of Honey, 25 To 22 — G.S. Heron, 27 To 20 — T. Browne, 24 To 19 — G. Benson, 21 To 13 — N. Connors, 14 To 10 — Whispers, 13 To 9 — Slave, 12 To 7 — Sugar Hill Gang, 11 To 6 — Gap Band, 10 To 5 — Jones Girls, 8 To 3 — Skyy. ADDS: Jermaine Jackson, Cameo, Cameron, K. Blowy, Starpoint, Joe Simon, J. Bristol, P. Rushen, Fantasy. LP ADDS: Rose Royce, Tom Browne.

### WLE — RALEIGH — CAESAR GOODING, MD — #1 — YARBROUGH & PEOPLES

HOTS: Lakeside, Skyy, Whispers, Gap Band, F. Smith, Kool & The Gang, Unlimited Touch, Parliament, T. Browne, R.J.'s Latest Arrival, Bar-Kays, Sugar Hill Gang, Slave, Zapp, Bootsy, Tierra, Spyro Gyra, Kleeer. ADDS: Cameo, Sadane, Cecil Parker, Heatwave, Lynx, Funkadelic. LP ADDS: Kleeer, Sister Sledge, Sharon Redd.

### WENZ — RICHMOND — PAUL CHILDS, PD — #1 — GAP BAND

JUMPS: 25 To 22 — Leon Huff, 24 To 20 — Tierra, 23 To 19 — Sister Sledge, 19 To 15 — T. Browne, 17 To 12 — S. Wonder, 12 To 8 — Slave, HB To 30 — Unlimited Touch. ADDS: G. Washington, Revelation, D. Laws, J.R. Funk. LP ADDS: Sister Sledge, B.B. King, C. Carter, Rose Royce.

### KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — JACKSONS

JUMPS: 39 To 31 — Sister Sledge, 32 To 28 — Zapp, 33 To 24 — Yarbrough & Peoples, 37 To 21 — T. Browne, 28 To 20 — S. Wonder, 25 To 18 — Silver Platinum, 18 To 14 — Isley Bros., 26 To 11 — Flack/Bryson, 15 To 8 — N. Connors, 6 To 2 — Lakeside, HB To 39 — Enchantment, HB To 38 — Earth, Wind & Fire, HB To 35 — R. Winters, HB To 34 — G. Washington, HB To 33 — T-Connection. ADDS: One Way, Lee Garrett, Champaign, Heatwave, Quincy Jones, J. Knight, Bootsy, S. Robinson. LP ADDS: B.B. King, One Way.

### KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — GAP BAND

JUMPS: 24 To 17 — Dramatics, 21 To 16 — R. Winters & Fall, 23 To 15 — Skyy, 16 To 13 — Kano, 22 To 10 — Whispers, 12 To 8 — Sugar Hill Gang, 9 To 5 — Tierra. ADDS: Sister Sledge, Zapp, Shalamar, T.S. Monk, Blackbyrds, Truth. LP ADDS: Earth, Wind & Fire, T-Connection, L. White, Prince, Two Tons, G. Washington, Jerry Knight.

### OK100 — WASHINGTON — DWIGHT LANGLEY, MD

HOTS: S. Wonder, Whispers, Unlimited Touch, Sister Sledge, Yarbrough & Peoples, Earth, Wind & Fire, Gap Band, Slave, Con Funk Shun, Jones Girls, Dramatics, Bar-Kays, Skyy. ADDS: Quincy Jones, T-Connection, T.S. Monk. LP ADDS: S. Wonder.

# COIN MACHINE

## Top Manufacturers Assemble To Form Trade Association

CHICAGO — A new trade association has been formed by a number of manufacturers of coin operated amusement devices. The charter members of this association, which is named the Amusement Device Manufacturers Association, (ADMA), are Stern Electronics Inc., Atari Inc., Williams Electronics Inc., Rock-Ola Manufacturing Corp., Gremlin Industries Inc., Exidy Inc., D. Gottlieb & Company, Game Plan Inc., Cinematronics Inc., Taito America Corp., Centuri Inc. and U.S. Billiards Inc.

The association's board of directors consists of Joseph Robbins (Atari), Michael R. Stroll (Williams), Gary Stern (Stern), Donald C. Rockola (Rock-Ola), Duane M. Blough (Gremlin), H.R. Kauffman (Exidy) and Robert Bloom (Gottlieb).

The board of directors has elected Joseph Robbins as the association's president, Michael Stroll as vice president and Robert W. Bloom as treasurer.

In the near future, the board of directors will hire a full-time executive secretary and will retain a general counsel.

### Goals Set

Goals of the association include diligently representing the manufacturers of coin operated amusement devices in the area of legislation, governmental and industrial regulations and public relations.

(continued on page 38)

## U.S. Participants Praise IMA

FRANKFURT — More than 8,900 visitors from 30 countries attended the second annual IMA International Amusement and Vending Trade Fair in Frankfurt, Germany Jan. 22-25. Attendance was up approximately 45% over the prior year's event as more than 150 exhibitors participated.

Seminars and displays dedicated to every aspect of the coin machine business were in evidence, but exhibits featuring video games dominated the fair. Popular American games such as "Pac Man" and "Spectar" drew enthusiastic response. A German race car game by Forrest called "Nuernbergring," which featured a movable cabinet, was also a highlight of the Association Of German Coin Machine Manufacturers (VDAM) sponsored show. Additionally, Bally's "Xenon" caused excitement on the fairgrounds as the internationally flavored crowd became enamored with the first pinball game to feature a female voice.

Representatives for the fair's coordinators, Heckmann GmbH, Messen and Ausstellungen, said they have already been deluged with applications for next year's fair as lively ordering and strong follow-up activity was reported by the 1981 show's satisfied exhibitors.

### American Participation

Many American amusement game manufacturers were represented at the IMA, and reported active business. One such company was Atari, Inc. of Sunnyvale, Calif.

"The IMA was presented in the grand German style — clean, open and professional," said Frank Ballouz, Atari marketing director. "Another feature that we enjoyed was that each major exhibitor was given a refreshment area where drinks and a light lunch were served. This added attraction allowed people to linger in the area instead of having to leave for food like they usually do."

Ballouz also mentioned that the IMA was a refreshing change from the ATE London show, where foreign game copying was rampant.

Exidy marketing manager Lila Zinter agreed with Ballouz' assessment of the IMA. "The German marketplace is extremely strong and less susceptible to copies and cheap prices," said Zinter. "I think the IMA will outdo the ATE next year because it's more international in scope."

Zinter went on to say that due to the ATE's inability to obtain space at the Olympia next year, the British show would be held in Birmingham, where exhibitors will have the problem of commuting by train from London. "I've heard that many U.K. distributors have already contracted for space for next year's IMA," she added.

Both Ballouz and Zinter concurred that the IMA's spacious grounds were a welcome alternative to the usual overcrowded conditions at a major show, and that that Frankfurt-based event set a high standard for professionalism.



## 'Astro Blaster,' Hit Of ATE, Slated For Gremlin Factory

SAN DIEGO — "Astro Blaster," the highly acclaimed video game hit at the recent ATE London convention where it made its debut appearance, has been scheduled for production at Gremlin Industries and the plant is gearing for its biggest run ever, according to company officials. Vice chairman Frank Fogleman and president Duane Blough were on hand in London for the

(continued on page 37)

## Atari Announces Appointment Of Angelo And Thompson

SUNNYVALE — Jeanne Angelo has been named sales administrator for the Atari Marketing department, Coin-op division. In this new capacity she will report to Don Osborne, national sales manager.

Angelo has been with Atari for four and a half years, most recently serving as supervisor of sales order processing. Her new duties will include administrative responsibility for the domestic sales group, handling in-house sales calls and serving as a back-up for the division's regional sales managers. She will also interface and provide coordination between the sales department, shipping, manufacturing, sales order processing and credit.

In making the announcement, Osborne commented, "As sales order processing supervisor, Jeanne has worked extensively with the sales group. Her knowledge and background with the company make her the ideal liaison between sales and the other groups within the company whose combined efforts result in the final shipment of Atari product to our distributors."

In another announcement, Noah Anglin, vice president of Atari, Inc. Coin-op Mfg., advised of the appointment of Tom Thompson as plant manager of the newly formed Atari Wood Shop. The Wood Shop is expected to open in the summer of 1981 in the Milpitas area of northern California.

Thompson's background in the wood production and manufacturing business is extensive. Prior to joining Atari in January of this year, he was plant manager for the Ethan Allen furniture manufacturing plant in Westminster, Mass.

"Tom is the ideal person to take on the many responsibilities of opening a new wood shop for Atari," said Anglin, in making the announcement. "The Atari Wood Shop will be the main source for the coin-operated division's game cabinets in the future. Tom is very knowledgeable in the wood manufacturing and production fields, and he has had prior experience in the process of starting a wood shop. This



Jeanne Angelo



Tom Thompson

knowledge will be a great benefit to Atari in its new venture," he added. "We are very glad that Tom has joined us in this project."

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. RAPTURE BLONDIE (Chrysalis CHS 2485)
2. HEARTS ON FIRE RANDY MEISNER (Epic 19-50964)
3. WHAT KIND OF FOOL BARBRA STREISAND & BARRY GIBB (Columbia 11-11430)
4. KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)
5. CRYING DON McLEAN (Millennium YB 11799)
6. LIVING IN A FANTASY LEO SAYER (Warner Bros. WBS 49657)
7. HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER') NEIL DIAMOND (Capitol 4960)
8. FADE AWAY BRUCE SPRINGSTEEN (Columbia 11-11431)
9. DON'T STAND SO CLOSE TO ME THE POLICE (A&M 2301)
10. MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)

### TOP NEW COUNTRY SINGLES

1. I HAVE A DREAM CRISTY LANE (Liberty 1396)
2. LOVIN' WHAT YOUR LOVIN' DOES TO ME CONWAY TWITTY & LORETTA LYNN (MCA 51050)
3. PEACE OF MIND EDDY RAVEN (Dimension DS-107)
4. WHAT I HAD WITH YOU JOHN CONLEE (MCA 51044)
5. EVERY NOW AND THEN BRENDA LEE (MCA 51047)
6. TEXAS WOMEN HANK WILLIAMS, JR. (Elektrg E-47102)
7. SOMETHIN' ON THE RADIO JACKY WARD (Mercury/PolyGram 57044)
8. COMPLETELY OUT OF LOVE MARTY ROBBINS (Columbia 11-11425)
9. IT'S A HEARTACHE DAVE & SUGAR (RCA PB-12168)
10. LEONARD MERLE HAGGARD (MCA 51048)

### TOP NEW B/C SINGLES

1. ALL AMERICAN GIRLS SISTER SLEDGE (Columbia/Atlantic 46007)
2. SUKIYAKI A TASTE OF HONEY (Capitol P-4953)
3. PERFECT FIT JERRY KNIGHT (A&M 2304)
4. HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)
5. JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)
6. EVERYTHING IS COOL T-CONNECTION (Capitol P-4968)
7. GET TOUGH KLEEER (Atlantic 3788)
8. HARD TIMES KURTIS BLOW (Mercury/PolyGram 76093)
9. YOU'RE TOO LATE FANTASY (Pavillion/CBS JZ6 6407)
10. F-ENCOUNTER BOOTSY (Warner Bros. WBS 49661)

### TOP NEW A/C SINGLES

1. SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-41309)
2. SEVEN BRIDGES ROAD EAGLES (Asylum E-47100)
3. CAFE AMORE SPYRO GYRA (MCA 51035)
4. WYNKEN, BLYNKEN AND NOD THE DOOBIE BROTHERS (Warner Bros. WBS 49642)
5. GUITAR MAN ELVIS PRESLEY (RCA JH-12158)

***THIS IS IT!***  
***With Black Knight,***  
***Multi-Level is just the beginning!***  
***And there's no end***  
***in sight for unbeatable***  
***profits!***



Height: 69½"; Depth: 52"  
Width (cabinet): 22½"  
Width (backbox): 30¼"  
Weight: 260 lbs.  
Instruction manual in game.

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# Williams

## introduces *Black Knight* (and that's just the beginning)!

**NEW** Multi-Ball  
Scoring!



All scoring is doubled during 2-ball play . . . tripled during 3-ball play! Multi-ball can be activated 3 ways, making the exclusive score display animation on the back glass come alive!

**NEW** Timed  
Drop Targets!



Knock down any drop target and the player has a limited time to knock down the other targets in the same bank or the dropped targets will pop back up! Dropping both banks of targets on either level 3 times lights Extra Ball the first time! Light Extra Ball a second and third time by knocking down all 12 targets! Collecting Extra Ball alternates on both levels.

**NEW**  
Magna-Save<sup>™</sup>!



Earn this player-controlled ball-saving feature by dropping any bank of targets! Activating the magnets with the special buttons on either side of the cabinet will capture the ball, preventing it from draining through the outside lanes, and shoot it back into play, scoring 10,000 points and 5 bonus advances!



## NEW Resident Software!

With this revolutionary new software program, Williams breaks away from tradition . . . and starts its own! Players will thrill to all kinds of spectacular special effects from the black-out attract mode to lights flickering, sweeping, dancing on the play field and back glass! And the sounds! The Black Knight comes alive, challenging, laughing, taunting and teasing. Play is met with crowd noises, the sound of galloping horses, 16 different phrases of speech, ringing bells! And with open-ended scoring, the player will always have something to go for, game after game after game!





*Williams*  
 introduces *Black Knight*, the 1st Multi-Level\* pinball,  
 (and that's just the beginning)!

**NEW** Multi-Ball Scoring!

**NEW** Timed Drop Targets!

**NEW** Magna-Save\*<sup>T.M.</sup>!

**NEW** Bonus Ball!

**NEW** Timed Features!

**NEW** Last Chance!



All scoring is doubled during 2-ball play . . . tripled during 3-ball play! Multi-ball can be activated 3 ways, making the exclusive score display animation on the back glass come alive!

Knock down any drop target and the player has a limited time to knock down the other targets in the same bank or the dropped targets will pop back up! Dropping both banks of targets on either level 3 times lights Extra Ball the first time! Light Extra Ball a second and third time by knocking down all 12 targets! Collecting Extra Ball alternates on both levels.

Earn this player-controlled ball-saving feature by dropping any bank of targets! Activating the magnets with the special buttons on either side of the cabinet will capture the ball, preventing it from draining through the outside lanes, and shoot it back into play, scoring 10,000 points and 5 bonus advances!

The winner of any game with more than 1 player achieves Bonus Ball! After regulation play has ended, the winner has from 30 to 99 seconds (operator adjustable) to play unlimited multi-ball! The score earned is added to the regulation play score. Bonus Ball play gives the only opportunity to light Special! When all 4 banks of targets are dropped, Special lights for Replay, another Bonus Ball or 100,000 points!

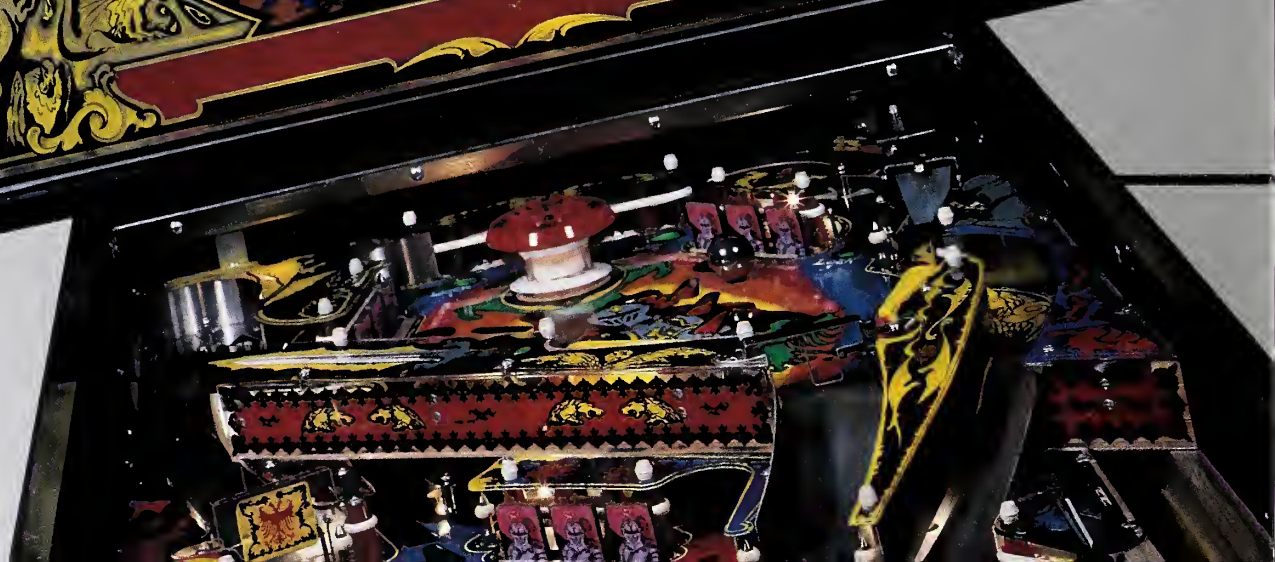
In addition to Bonus Ball and Timed Drop Targets, the left and right inside lanes activate timers! When the ball shoots through the left inside lane, the Mystery Timer is activated, giving the player 3 seconds to propel the ball up the center ramp for 20,000 to 99,000 Mystery Points! When the ball shoots through the right inside lane, the player has 3 seconds to shoot through the lit Spinner for 2500 points per spin!

If you lock up 1 or 2 balls in the upper level while your last ball is in play, you'll light Last Chance in both outside lanes! Drain through either lane and any locked balls are kicked out into play!

\*Patent Pending



# Williams®



# COIN MACHINE

## MANUFACTURERS EQUIPMENT

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

### PINBALL MACHINES

#### BALLY

Ground Shaker (1/80)  
Silverball Mania (3/80)  
Space Invaders (3/80)  
Rolling Stones (5/80)  
Mystic (6/80)  
Hot Doggin' (7/80)  
Viking (8/80)  
Skateball (10/80)  
Frontier (11/80)  
Xenon (11/80)  
Flash Gordon (2/81)

#### GAME PLAN

Coney Island (3/80)  
Super Nova (4/80)  
Lizard (6/80)

#### GOTTLIEB

Roller Disco, w.b., (1/80)  
Torch (2/80)  
Spider Man (3/80)  
Circus, w.b., (4/80)  
Panthera (6/80)  
Counterforce (8/80)  
Star Race, w.b., (9/80)  
James Bond (10/80)  
Time Line (11/80)  
Force II (1/81)

#### STERN

Big Game, w.b., (3/80)  
Ali (4/80)  
Seawitch (5/80)  
Cheetah, w.b. (6/80)  
Quicksilver (7/80)  
Star Gazer (7/80)  
Flight 2000 (9/80)  
Nine Ball (1/81)  
Free Fall (2/81)

#### WILLIAMS

Gorgar (1/80)  
Laser Ball, w.b. (1/80)  
Firepower (3/80)  
Blackout (9/80)  
Scorpion, w.b. (9/80)  
Alien Poker (10/80)  
Black Knight (12/80)

### VIDEO GAMES (upright)

#### ATARI

Monte Carlo (4/80)  
Asteroids Cabaret (5/80)  
Missile Command (8/80)  
Battlezone (11/80)  
Battlezone Cabaret (11/80)

#### CENTURI

Eagle (10/80)  
Eagle Maxi (10/80)  
Phoenix (1/81)

#### CINEMATRONICS

Tailgunner (3/80)  
Rip Off (3/80)  
Star Castle

#### EXIDY

Bandido (1/80)  
Tailgunner 2 (2/80)  
Targ (6/80)  
Spectar (1/81)

#### GOTTLIEB

No Man's Land (12/80)  
New York, New York (2/81)

#### GREMLIN/SEGA

Monaco GP (2/80)  
Mini Monaco GP (5/80)  
Astro Fighter (2/80)  
Car Hunt (5/80)  
Digger (7/80)  
Carnival (8/80)  
Tranquilizer Gun (8/80)  
Moon Cresta (10/80)  
Space Firebird (12/80)  
Astro Blaster (3/81)  
Pulsar (3/81)

#### MIDWAY

Deluxe Space Invaders (1/80)  
Galaxian (4/80)  
Extra Bases (5/80)  
Space Encounters ((8/80)  
Space Encounters Mini-Myte (9/80)  
Space Zap (10/80)  
Space Zap Mini-Myte (10/80)  
Pac-Man (11/80)  
Pac-Man Mini-Myte (11/80)  
Rally-X (2/81)  
Rally-X Mini-Myte (2/81)

#### STERN

Astro Invader (8/80)  
Berzerk (1/81)

#### TAITO AMERICA

Space Chaser (2/80)  
Stratovox (9/80)  
Polaris (12/80)

#### UNIVERSAL USA

Cheekie Mouse (5/80)  
Magical Spot (10/80)  
Zero Hour (1/81)  
Space Panic (1/81)

#### WILLIAMS

Defender (12/80)

### COCKTAIL TABLES

#### ATARI

Soccer (4/80)  
Asteroids (4/80)  
Football (7/80)

#### CENTURI

Rip Off (8/80)  
Targ (10/80)

#### GOTTLIEB

New York, New York (3/81)

#### MIDWAY

Deluxe Space Invaders (3/80)  
Galaxian (4/80)  
Extra Bases (8/80)  
Space Zap (10/80)  
Pac-Man (11/80)  
Rally-X (2/81)

#### STERN

Astro Invader (11/80)  
The End (1/81)  
Berzerk (2/81)

#### TAITO AMERICA

Space Invaders II (2/80)  
Polaris (12/80)

### PHONOGRAPHS

Centuri 2001  
Lowen-NSM Consul Classic  
Lowen-NSM Prestige ES-2  
Rock-Ola Grand Salon II Console (9/80)  
Rock-Ola 484 (11/80)  
Rock-Ola 481 Max 2 (1/81)  
Rowe R-85 (10/80)  
Rowe Jewel  
Seeburg Phoenix (12/80)  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette

### POOL TABLES

Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar

## AMOA Management Seminar Set For March 6-7 At Chicago's O'Hare Hilton

CHICAGO — The ninth annual AMOA Management Seminar will be held March 6-7 at the O'Hare Hilton in Chicago. This is one of the association's most noted membership services and it is presented each year in cooperation with Notre Dame University's College of Business Administration and Center for Continuing Education. In order to ensure that everyone attending receives the full benefits of the seminar, participation is limited to 75 persons. The program is designed for individuals in top level management positions at operating companies.

Moderating the various sessions this year will be university faculty members Dr. Gerry Sequin (who is also coordinating the program) and Dr. John R. Malone, both of whom are longstanding seminar participants; along with Dr. James L. Wittenbach, who is returning "by popular demand" to expand his last year's tax presentation.

The Operator Panel, which was successfully initiated two years ago, is also being repeated this year with former AMOA president Bob Nims and AMOA director John Estridge serving as panelists and AMOA past president Don Van Brackel as chairman. This presentation will focus on "Operating in the '80s," with special emphasis on acquisitions and equipment purchase. It will convene at 1:30 p.m. on March 6.

## 'Astro Blaster,' Hit Of ATE, Slated For Gremlin Factory

(continued from page 36)

ATE, accepting "accolades from eager buyers" and director of marketing Bob Harmon reports that one distributor called in an order after receiving the following trans Atlantic advice "sell your gold, jewelry, gather all of your assets and buy Astro Blaster." Many who viewed the game at ATE quickly called home to spread the word as the show was still in progress and orders have been pouring in, sight unseen, Harmon added.

Astro Blaster is a one or two player space action game which has been test marketed very successfully at 50 cents per play. It marks Gremlin's entry into the "talking video" market and boasts the clarity of a finely tuned jukebox, which is the result of a sophisticated voice synthesis technique. Gremlin software programmers and creators of Astro Blaster, Barbara Michalec and Gary Shannon, capitalized on the quality voice by incorporating it into game play. The "Mission Control" voice offers helpful instructions and warnings to players such as "Lasar temperature critical" and "One ship remaining exercise extreme caution."

Visually, Astro Blaster is an extravaganza, displaying more than 250 colors and 29 different targets, each with its own unique motion and sound.

#### Play Features

In the course of play there are fuel and temperature gauges monitoring fuel supply and temperature of player's firing weapon as well as a time warp that reduces target speed and a docking sequence for refueling, which are all special features that call upon players to rise to the challenge of Astro Blaster.

An intriguing feature of the game is 29 mysterious secret bonuses that pop up throughout play. To maximize secret bonus points, players must discover the formula by which the bonus is awarded.

Further information about the new machine may be obtained by contacting factory distributors or Gremlin/Sega direct at 8401 Aero Drive, San Diego, Calif. 92123.

Dr. John Malone will conduct the seminar's opening session on Friday at 9:00 a.m. on the topic "Defensive Strategies in the Recession Economy." "Effective Organization and Management of Human Resources in a Small Business" will be the subject of Dr. Sequin's presentation, which will begin at 9:00 a.m. on Saturday morning. The final segment, "More On Taxes For Operators," will be conducted by Dr. James Wittenbach, beginning at 1:00 p.m. Saturday afternoon.

The registration fee is \$120 per person. Further information may be obtained by calling the AMOA office at (312) 726-2810.

## Rowe Announces New 160-Selection 'Jewel' Phonograph

CHICAGO — Rowe International, Inc. is currently producing the "Jewel" phonograph, the factory's first 160-selection model and it is reportedly being very well received in the U.S. market.

The Jewel is compact, economically priced and yet equipped with the various key features of Rowe's traditional 200-selection units. It has an outstanding sound system and such merchandising features as the "most popular record" button with flashing display and the "Autoplay," which is geared to stimulate patron interest by offering periodic random selections when the machine is inactive. In addition, there is computerized audit information to aid the operator in maintaining bookkeeping data, and the capacity for quick, easy price changing. The machine has all front servicing and is shipped with Rowe's noted five-year warranty.

In physical appearance, the Jewel is sleekly designed with an attractive front-lit title rack framed by handsome wood-grain



'Jewel'

vinyl and trimmed with gold tone anodized aluminum. It comes in either orange or blue color decor.

The new model is available through Rowe's distributor network and further information may be obtained by contacting factory distributors or Rowe International at 75 Troy Hills Rd., Whippany, N.J. 07981.

## 'Berzerk' Sets Record

CHICAGO — Stern Electronics' popular new video game, "Berzerk," is the biggest selling game in the company's history, announced Tom Campbell, director of marketing. To meet market demand, production of the two-player "talking" video game has been extended into the spring.

Campbell also reported excellent sales for Stern's Seeburg "Phoenix" phonograph, which was introduced last December.





## NEW Resident Software!

With this revolutionary new software program, Williams breaks away from tradition . . . and starts its own! Players will thrill to all kinds of spectacular special effects from the blackout attract mode to lights flickering, sweeping, dancing on the play field and back glass! And the sounds! The Black Knight comes alive, challenging, laughing, taunting and teasing. Play is met with crowd noises, the sound of galloping horses, 16 different phrases of speech, ringing bells! And with open-ended scoring, the player will always have something to go for, game after game after game!



**THIS IS IT!**  
With *Black Knight*,  
*Multi-Level* is just the beginning!  
And there's no end  
in sight for unbeatable  
profits!



Height: 69½"; Depth: 52"  
Width (cabinet): 22½"  
Width (backbox): 30¼"  
Weight: 260 lbs.  
Instruction manual in game.

For the service back-up  
that keeps you out-front,  
call Williams toll-free at 800/621-4765.  
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# COIN MACHINE

## CHICAGO CHATTER

At presstime a mini-showing was in progress at the Como Inn restaurant, under sponsorship of World Wide Dist. Event spotlighted the new Seeburg "Phoenix" jukebox, along with a lineup of current games equipment, and op customers from throughout the distrib's territory were invited to attend. World Wide president **Fred Skor** indicated that this is the first of other promo activities planned for this year.

"NEW YORK, NEW YORK" is indeed the center of attention at D. Gottlieb & Co. The factory's first talking video game is enjoying a very good reception, as we learned from vice president **Tom Herrick**, and is currently in domestic delivery. It's a fast, exciting game that really tests the players' reflexes, Tom pointed out, which is among the reasons for its growing popularity.

ATLAS MUSIC CO.'s **Paul Huebsch** just can't rave enough about the new Rowe "Jewel" phonograph, which seems to be taking this area by storm. The first shipment went right out the door and at this point it is doubtful that even a floor model is left. What makes Rowe's first 160-selection model so appealing? Paul singled out a number of features, such as its compact size, attractive appearance, economic price tag and the fact that a Susan B. Anthony dollar coin acceptor is standard equipment, to name a few. Most importantly, he added, is the fact that the "Jewel" is opening up new locations for ops — like the Pizza Hut chain and other fast food franchises — and you can't beat that.

"SPACE INVADERS" is back in the headlines — only this time around, in the new Taito America "Trimline" cabinet. "We felt there was a market that had not been tapped," commented company exec **Mike Von Kennel**, "and judging from the phenomenal reaction thus far, we were right on target." This version of the international hit video is going into "convenience stores and smaller locations, where you didn't see games before," he noted. Taito America has loads of orders for the new piece and Mike indicated that volume shipments will be in progress shortly. The factory will be utilizing the new cabinet size in subsequent games that warrant it.

## CALIFORNIA CLIPPINGS

It was billed as a "Novice Only Tournament" by table soccer manufacturer Tournament Soccer, but the 500 foosball players who attended the Feb. 10-12 event at the Hollywood Palladium will be immortalized on screen. The lucky Foosers are to become part of a film starring teen idol **Lelf Garrett**. The celluloid romp follows the wild antics of two friends (Garrett and **Ralph Seymour**) who attempt to win a foosball tourney in order to finance their trip to Europe to become soccer pros. But, *Longshot*, as the film is called, will also feature footage of players who trekked in from New York, Oregon, Washington, Vancouver, Toronto, Colorado, Minnesota, Massachusetts, Ohio and California. Hosts Tournament Soccer also arranged a competition between foos favorites **Johnny Lott**, **Greg Perrie**, "Gentle" **Ben Riviera**, **Doug Ferry** and **Jimmy Wiswell** for the filmed event. 1980 defending World Doubles Champions **Mike Bowers** and **Tim Burns** were also filmed in the heat of battle.

## INDUSTRY CALENDAR

March 12-14; Amusement Operators Expo; annual trade conv.; Hyatt Regency Hotel; New Orleans.

March 26-29; Florida Amusement Vending Association; annual conv. & trade show; Sheraton Twin Towers; Orlando.

April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.

May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.

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

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

June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.

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

Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia, S. C.

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

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

## EASTERN FLASHES

Coinbiz luminaries from throughout the country were in Columbus, Ohio Feb. 6, to attend funeral services for **Ed Shaffer**, president of Shaffer Distg. Co., whose sudden death on Feb. 3 was shocking news to everyone. Friends and colleagues filled the Schoedinger Funeral Home where visitation was held Thursday afternoon and evening, to pay their last respects to one of the industry's leading figures. He will be missed. Our condolences to Ed's widow, **Dorothy**; his son, **Steve** and to the entire Shaffer family in their grief.

AMERICAN SHUFFLEBOARD CO. sales topper **Sol Lipkin**, along with the firm's **Dick Delfino** and **Lou Gilbert** departed the frigid New Jersey climate last week for the equally freezing temperatures of the Windy City to cover the National Sporting Goods Show (NSGA) in McCormick Place. We understand **Nick Melone** stayed behind this time, to mind the store and nurse a nasty cold. Firm's exhibit at NSGA focused on home recreational products including the Eagle shuffleboard, Bumpa pool and Rocket hockey tables. As for coin-op shuffleboards, Lipkin tells us they're selling up a storm and the factory's having difficulty keeping up with the demand. Tournament and league info is available on request — just give Lipkin a call at (201) 864-6633.

ALTHOUGH IT'S BEEN little more than a couple months since a fire gutted the Royal Dist.-Cinny headquarters, the company has resumed normal activities and is conducting "business as usual" in temporary quarters at 10601 Chester Rd. Present locale is just about a quarter of a mile from the former premises at 1210 Glendale Milford Rd. Just as soon as the weather breaks they'll be able to get started on rebuilding so that they can move back in. The fire caused extensive damage, however, destroying the entire sector of front offices as well as the parts department but, thankfully, the warehouse was saved and, with the exception of smoke and water damage, not too much equipment was lost. The parts department has since been restocked and is presently in shipshape operation — "even better than before," to quote the distrib's **Claudia Redwine**. President **Joe Westerhaus Jr.** expressed his gratitude to everyone in the industry "who helped us get over the hump."

## Centauri's '2001' Jukebox Featured In Newsweek's New Products Page

FLORIDA — Centuri's sleek new "2001" jukebox was featured in a recent issue of *Newsweek*, the International news magazine. Titled "High-Styled Music Machine," the 2001 was the photo selection of the magazine's "New Products and Processes" column. The International edition of *Newsweek* is distributed to more than one-half million English speaking people around the world.

Centuri's new jukebox was debuted in Europe at the recently held ATE (London) and IMA (Germany) trade shows to a very enthusiastic audience. As reported by the company, reaction at ATE focused on the "sleek, futuristic cabinet styling" and the "sheer beauty" of the Swiss manufactured mechanism. Another feature that generated a great deal of enthusiasm at the London show was the option available in the unit for setting the number of selections at 200 plus 10, 160 plus 10 and 100 plus 10.

John Chapin, Centuri's vice president-music division, and marketing director Ivan Rothstein displayed the new model at the IMA and were gratified over the genuine excitement induced at this international gathering. As Ivan Rothstein remarked, "The handsome styling and quality mechanism of the Centuri 2001, combined with low end pricing provides an opportunity for the Europeans to import a U.S.

manufactured jukebox and compete effectively in terms of price, styling and overall packaging, with current phonographs available in Europe."

## Service Schools Set

SUNNYVALE — During the month of February Gremlin Industries will sponsor service school seminars for distributors and operators in five southern states. The full-day seminars will be conducted by customer service manager Steve Margolin and his staff at the following distributor locations: Brady Distributors (13), Greater Southern and Peach State distributors (17), Rowe-Jacksonville (19), Southern Music (20), Rowe-Miami (23), Birmingham Vending (25), Rowe-Nashville (26) and Game Sales and Rowe-Memphis distributors (27).

## Trade Group Formed

(continued from page 36)

The association will fully cooperate with all corresponding organizations in the industry including those of the operators and distributors.

All companies that manufacture coin operated amusement devices in the U.S. are invited to join the association. Interested manufacturers should contact officers in the ADMA for further information.

## CASHBOX Subscription Blank

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- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER \_\_\_\_\_

**IN REVIEW:** Presented is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.



MIDWAY 'PAC-MAN'. An amusing video game of fun and challenge, in full color. The player guides the Pac-Man in munching up Dots to score points, while being chased by four Ghost Monsters. (11/22/80)



STERN 'BERZERK'. A "talking" video which calls for exciting defensive action against pursuing robots. A 30-word vocabulary and explosive play features add to the appeal of this hit seller. (11/29/80)



GOTTLIEB 'TIME LINE'. Abundant in skill shots and high score options, a key play feature is the 'Atomic Tic-Tac-Toe' which heightens the excitement of this 4-player pingame from Gottlieb. (11/28/80)



TAITO AMERICA 'POLARIS'. The player captains Polaris missiles and must defend against enemy bombardment in this fast paced air/sea combat video game. Unlimited scoring opportunities. (12/6/80)



GOTTLIEB 'NO MAN'S LAND'. A combat video game, realistically portrayed in challenging play action, marking the factory's introductory offering in the video field. In upright and cocktail. (12/6/80)



IRVING KAYE 'SILVER SHADOW KLUB POOL'. The Kaye organization backed up this model with a great deal of promotional effort to further the cause of bumper type pool and stimulate tournament interest. (12/13/80)



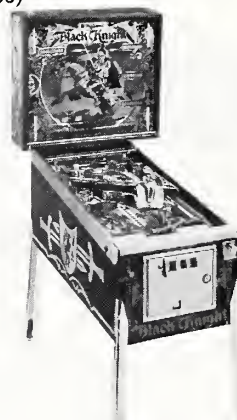
BIO-RHYTHM 'BIO-RHYTHM COMPACT'. A smaller model of the firm's 600 series Bio-Card Merchandiser which is geared to locations with limited space. Cabinet comes in walnut wood or black & white. (12/13/80)



WILLIAMS 'DEFENDER'. An outstanding video game and Williams' debut effort in this product category. Defender ship faces many challenging obstacles from alien abductors. Great color images. (12/20/80)



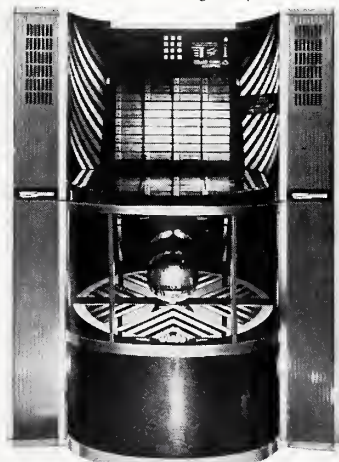
EXIDY 'SPECTAR'. An action-packed video combat game wherein the player defends his ship against unique battlegrounds of emerging "Rammers." Increasing levels of difficulty add to the challenge. (1/10/81)



WILLIAMS 'BLACK KNIGHT'. A revolutionary pinball game featuring multi-level playfield, the exciting multi-ball concept along with timed drop targets and a multitude of skill shots. (1/17/81)



GOTTLIEB 'FORCE II'. Unlimited multi-ball play and explosive pinball action spark this exciting 4-player pin. Additionally, there are 17 targets, two extra flippers and lots of pluses. (1/17/81)



SEEBURG 'PHOENIX'. An attractive 160-selection phono with some attractive cosmetic changes made by Stern since acquiring the Seeburg line. Model is produced at Stern's Chicago factory. (1/17/81)



CENTURI 'PHOENIX'. This video game offers progressive space war action, where the player controls a missile and defends it against enemy Phoenix war birds. Plenty of thrills and excitement. (1/24/81)



GREMLIN 'SPACE FIREBIRD'. In this challenging video game the culprits are a fleet of Firebirds, of different resistance levels and various point values, who attack the player's ship. (1/31/81)

# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$178. Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, or preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

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**COLLECTORS, DEALERS VISITING N.Y.** CALL (516) 623-2247. 1,000s of 45s. LPs — Collectors items. Rock 'n' roll to disco. Buy collections, cutouts, overruns. SEND \$1.00 for giant catalog — foreign \$1.50 or 10 Int. reply coupons. VIDEO DISC, BOX 409, N. Baldwin Sta., Baldwin, NY 11510.

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**FOR EXPORT:** All labels of phonograph records, cassettes, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. **DARO EXPORTS, LTD.** 1468 Coney Island Avenue, Brooklyn, NY 11230 Cable: EXPODARO, NEW YORK.

**HOUSE OF OLDIES:** World headquarters for out of print 45's and LP's, catalog is \$1.50. Specials: First American EP & Cover by the Beatles in mint condition — \$20 Vee Jay EP 903 (2). Beatles Christmas Lp on Apple SBC100 — Sealed \$12. **HOUSE OF OLDIES** 276 Bleecker St., N.Y., N.Y. 10014.

**FREE CATALOG:** New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Paramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

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### EMPLOYMENT SERVICE

**SCHOOL FOR GAMES AND MUSIC.** one to three week course. Phonos — video, electro-mech, and logic flippers. By schematics! **CAL'S COIN COLLEGE**, P.O. Box 810, Nicoma Park, Oklahoma 73066. Telephone: (405) 769-5343.

**SONGWRITER:** Rock, Country, New/Old Wave, Ballads. I am seeking publisher and/or interested parties. CONTACT: Wayne Proseus, 7745 Lake Road, Sodus Point, New York 14555.

### SERVICES COIN MACHINE

**ACE LOCKS KEYED ALIKE:** Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more. **RANDEL LOCK SERVICE**, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending.

### COIN MACHINES WANTED

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### COIN MACHINES FOR SALE

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**3 MIDWAY BULL'S EYE** Bally Slots: 1 Jokers Wild. 2 Super 7. 1 Las Vegas — stand model. 2 ACE Luna and Zodiac with Bonus. 1 YATZY. 100,000 new brass tokens app dime size. 10,000 used brass tokens quarter size. Give us an offer in cash or barter deal. **HANSA MYN-TAUTOMATER AB**, Box 30041, 400 43 Gothenburg. TEL: Sweden 31/41 42 00.

**FOR SALE:** Sinbad \$595, James Bond \$1325, Genie \$825, Circus \$1225, Playboy \$795, Silverball Mania \$945, Los World \$595, Viking \$1250, Paragon \$725, Star Trek \$675, Ground Shaker \$895, Frontier \$1350, Space Invaders Pinball \$1395, Cheetah \$1250, Fire Power \$1325, Scorpion \$1325, Hercules \$2250, Submarine \$1725, 18 Wheeler \$825, Space Invaders Deluxe \$1325, Wheels II (Unshopped) \$195, Space Invaders \$1295, Tornado Baseball \$225, Baseball Cocktail Table \$325, Boot Hill Gun \$450, Sea Wolf \$395, 2 PI Baseball \$695, Starship I \$395, 2 PI Football \$350, TRAC 10 (Unshopped) \$95, F-1 \$495, Video Pinball \$595, Drag Race \$450, Targ Classic (Floor Sample) \$1595, Targ \$1695, Fire One, 2 PI \$1395, Lunar Rescue \$1675, Head On \$750, Digger \$1425, Space Wars \$615, 3D Bowling Cocktail Table (Unshopped) \$225, Daytona 500 (Unshopped) \$95, Super Shifter (Unshopped) \$95, Strike, Brand New \$325, M79 Ambush \$265, World Cup 2 PI Soccer \$295, Brand New Fooseball \$425, Swing Boat \$425, Humpty Dumpty See-Saw \$495, Toytown Racer (Single) \$425, Magic Carousel Merry-go-round \$595. (Kiddie Rides — add \$50 per ride for packing and crating). Call or write **New Orleans Novelty Co.**, 1055 Dryades, New Orleans, La. 70113. Tele: (504) 529-7321.

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**FOR SALE:** Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Call Wassick Dist. area code 304 - 292-3791. Morgantown, W. Va. 26505.

**WASSICK DIST.** I am the operators solution to inflation. I can save you from \$300.00 to \$500.00 on all video screen games. We ship overseas. Call Wassick Distributing, area code 304 292-3791 Morgantown, W.VA. 26505.

**CONVERSION CARTRIDGES** — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. **C.A. THORP SERVI**, 1520 Missouri, Oceanside, Ca. 92054.

**MATA HARI-\$695;** Evel Knivel-\$495; Strikes & Spares-\$595; Airborne Avenger-\$295; Atarrians-\$225; Dolly Paragon, Getaway-\$395; Thunderbolt-\$395; Nugent-\$695; Hot Tip-\$495; Wheels II-\$395; Sheets-\$295; Racer-\$295; M-4-\$495; Anti Aircraft-\$295. **MICKEY ANDERSON, INC.** P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

**FOR SALE:** 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Waiting 200 scale \$200; Rock-Ola Lowboy \$60. One-third down, balance C.O.D. **CENTRAL MUSIC CO.**, Box 284, Killeen, Texas 76541.

**SEEBURG LPC 150, AMI 200, N 150.** Johnson coin sorter & counter 295 Tennis Tournery 200, Electro Dart 100. **BROWSER**, 2009 Mott Ave., Far Rockaway, N.Y.

**FOR SALE:** Bally Bingos, Mystic Gates, Hawaii's, Double-ups, Safaris, Bonus-7s, Silver Sails, Bonanzas, and others all priced for immediate sale. **ISLAND COIN ENTERPRISES**, P.O. BOX 2583 AGANA, GUAM 96910. TEL: 477-7515

**FOR SALE:** One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors. **D. & P. MUSIC**, 658 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717—848-1846.

### PROFESSIONAL

**NEED A LAWYER?** Call Law Offices of L. Rob Werner, (213) 705-0555, 462-1722, 6255 Sunset Blvd., 20th Floor, Hollywood, CA 90028 or 18075 Ventura Blvd., Encino, CA 91316. We desire to serve the legal needs of entertainers, managers, songwriters and producers.

**PHOTOGRAPHY:** Industry/Prod. Stills/Composites — Editing. **M.J. ELLIOTT**, 7260 Sunset Blvd., Hollywood, CA, Suite #206, (213) 876-9656.

**VIDEO/FILM DIRECTOR,** with English Rock Showreel, seeks person with inside knowledge of L.A. Record Companies, to make introductions and make Rock Promotional Films. CALL Tony, (213) 874-1447.

**INCOME TAX SPECIALIST** to musicians... Paul Miller, 26 Court St., Brooklyn, N.Y. 11242. By mail or appointment. Tel (212) 339-0447.

### MISCELLANEOUS

**JUKEBOX COLLECTOR** newsletter. \$15 year, sample \$1. Also Jukebox Saturday Night available at \$12 per copy. **Rick Botts**, 2545CB SE 60th Ct., Des Moines, Iowa 50317.

**MOVIE MATERIAL** (Posters, Stills, Lobby Cards, etc.) For sale and trade. **HOLLYWOOD BOOK AND POSTER CO.**, 1706 N. Las Palmas Ave., Hollywood, CA 90028, (213) 465-8764.

**\*CLASSIFIEDS\*** Music, Coin, Real Estate, Records, Employment, Professional, Humor, Miscellaneous. Print it in **CASH BOX**. To place your ad call Marilyn Traitz (213) 464-8241 or write **Cash Box**, 6363 Sunset Blvd., Ste. #930, Hollywood, CA 90028.

## 'Hat' Award Ballots Mailed By ACM

(continued from page 24)

and categories are as follows:

**Bass:** Leon Copas, Bob Moore, Ray Pohlman, Lynn Russell, Curtis Stone, Billy Graham, Joe Osborn, Gene Ridgeway, Jerry Scheff and Red Wooten.

**Drums:** Richie Albright, Scott Elam, Buddy Harmon, George Manz, Steve Turner, Hal Blaine, Archie Francis, Kenny Malone, Mike Porter and Ronnie Tutt.

**Fiddle:** Jim Allen, Byran Berline, Charlie Daniels, Harold Hensley, Jana Jae, Doug Atwell, Bobby Bruce, Johnny Gimble, Tommy Jackson and Gordon Terry.

**Guitar:** Dennis Agajanian, Al Bruno, Thumbs Carlisle, Roy Lanham, Billy Walker, Johnny Blankenship, James Burton, Charlie Crews, Grady Martin and Reggie Young.

**Keyboard:** Augie Dominguez Cosby, Glen D. Hardin, Shane Keister, Harry Middebrooks, Hargus "Pig" Robbins, Rob Dezonis, John Hobbs, Floyd Cramer, Ron Oates and Morgan Stoddard.

**Steel Guitar:** Johnny Davis, Brad Felton, J.D. Maness, Weldon Myrick, Lucky Rogers, Buddy Emmons, Lloyd Green, Ralph Mooney, John Norreen and Al Vescova.

**Specialty Instrument:** Danny Agajanian (mandolin), Mark Dawson (harmonica), Kenny Frizzell (harmonica), Bill Liebert (ac-

cordian), Larry McNeely (banjo), Harold Bradley (six-string bass), Don Duffy (banjo), Carl Jackson (banjo), Charlie McCoy (harmonica) and Carl Walden (harmonica).

The Band Awards will also be announced prior to the telecast. The nominees are:

**Band of the Year (Touring):** Asleep at the Wheel, Coalminers, Charlie Daniels Band, Storytellers, Urban Cowboy Band, Buckaroos, the Dalton Gang, Willie Nelson Band, the Strangers and the Waylors.

**Band of the Year (Non-touring):** Ira Allen Band, Desperados, Geary Hanley Band, Mike Martin and Rumble, Rebel Playboys, Country Sunshine, Electric Cowboy Band, Greg Harris and the Bandini Brothers, Palomino Riders and Sound Company.

#### Other Awards

Other awards that will be presented include radio station of the year, disc jockey of the year, and country night club of the year. These awards are determined via a poll of music industry trade publications that cover country music and by country promotional personnel at record companies.

Additionally, two special awards voted by the Academy's board of directors will be presented on the televised program. They will be the Pioneer Award and the Jim Reeves Memorial Award.

## Criminal Charges For T-shirt Bootlegger

(continued from page 7)

dated June 18, 1980, in opposition to the motion to designate a prosecutor of the charges. In the affidavit, Dymburt stated "if at any time prior to the first injunction I printed any T-shirts without a license, I ceased immediately after the Rolling Stones injunction... I have never since violated the injunction."

Dymburt also denied being involved with a Grateful Dead concert and that he "would not print, manufacture or distribute any goods in defiance of that injunction." He did not testify at the hearings.

Former Great American employee Paul Norman Klein was the chief witness for the prosecution, and he maintained that Dymburt not only had knowledge of the order, but that Dymburt had issued orders that screens and acetates of Rolling Stones artwork be hidden in the basement of the building, and that the printing be done at night. Rolling Stones shirts were printed five nights a week thereafter and were distributed through July of 1978.

The testimony of Steven Samuel Ezon, the lawyer who appeared in court for Great American in the Musidor action, reinforced the conclusion that Dymburt had knowledge of the order.

The court found Dymburt and Great American guilty of the June 30, 1978 order

in the Musidor action.

The chief witness for the prosecution in the Winterland case, which involved the alleged contempt of the order of Nov. 30, 1979, was John Edward McNally, a licensed private investigator. McNally testified that he saw Grateful Dead T-shirts leave the Brooklyn-based factory on two separate occasions after the injunction order had been issued. Later he traced them to Nassau Coliseum, where he purchased several shirts.

#### Knowledge Acknowledged

The prosecution established that Great American had knowledge of the injunction order, but at the testimony of Great American Counsel Anker, it could not prove that Dymburt had been served with the preliminary injunction.

Judge Eugene H. Nickerson of the Eastern District Court of New York ruled that since Dymburt was not proven guilty beyond a reasonable doubt in the Winterland case, he was entering a decision of not guilty.

In regard to the results of the criminal contempt case, attorney Peter Herbert commented, "We were vindicating as an officer of the court in this case. We were vindicating the court's authority and integrity rather than trying to obtain damages for Winterland or The Rolling Stones."



## Country, Ballad Trends Keep Publishing Business Healthy

(continued from page 7)

president Lance Freed as a manifestation of the nation's new conservatism. "The general mood of the country is right wing now, and it is reflecting itself in the music," said Freed. "Radio has embraced it, and urbanites are accepting country more and more. I see it becoming 25-35% of our business in the next decade."

Freed also felt that the right wing mood contributed to Almo/Irving's success with mainstream rockers Styx, whose big single in 1980 was a ballad called "Babe," and blue-eyed soul crooner Boz Scaggs, who scored with the soothing "Look What You've Done To Me."

Offering another point-of-view, Roger Gordon, vice president and West Coast manager for Chappell Music, agreed that the ballad was seeing a strong resurgence, but he felt that the country music trend was being somewhat overplayed.

"I question this country trend," he said. "There have been several successes with a country flavor in the past year, but I don't think there is a greater percentage of country songs now than there were two years ago."

Gordon did, however, say there was more emphasis on the song these days. He pointed out that FM album play is not as important as it once was, and that even the self-contained (singer/songwriter) artist is looking outside for that pop single to break album sales. "Many artists, even the superstars, are going to other writers to get that hit nowadays," said Gordon. "Every song counts, and it's hard for even the greats to sustain an LP for nine or 10 songs."

### Covers Are Down

While agreeing with Gordon that even self-contained superstar acts are utilizing outside writers more and more today, Billy Meshel, head of Arista Music, also pointed out that, in many cases, the reverse hasn't been true. Meshel felt that the lack of aggressiveness on the part of some publishers, an unwillingness to go out and plug the songs, has worked against the self-contained artist in the area of covers.

"Many of the top notch artists are losing out because their songs aren't being covered," Meshel explained. "Many of the major artist/songwriters have been convinced, probably by their personal managers, that they would be paying a publisher more than a publisher would make for them. That's simply not the case. They're losing possible profits, and we're losing great material because they are only being administered by a clerical staff."

While such trends as the ballad; A/C pop and country music proved fertile ground in 1980, publishers are also looking to expand into other promising areas.

Carol Casano, general professional manager for April Blackwood, noted that the A/C pop and ballad musical trend had created a strong market for inter-label

collaborations. With such recent collaborations as RSO's Barry Gibb and Columbia's Barbra Streisand and Jet Records' ELO teamed with MCA's Olivia Newton-John, Casano noted, "There were a number of duets in the past year that merged a writer/artist from one label with an artist from another label. I think we're going to see a lot more of that in 1981."

Another area that publishers will be delving into more than in the past few years is the in-house production company. 20th Century-Fox, which had a strong performance year in its motion picture division with such films as *The Empire Strikes Back*, *Star Wars*, *9 To 5*, and *The Rose*, has just initiated its own production unit.

"Our new production wing is designed to prepare acts and make sure they are mature by the time the labels have become interested," said Herb Eiseman, 20th Century-Fox Music president. "We began at the first of the year, and, of course, we're mostly concerned with songwriter/artists."

One of the most innovative companies in regard to exploitation is United Artists Music, which is venturing into such uncharted territory as Beautiful Music, theme albums, self-generated stage productions and TV and radio commercials.

### Special Packages Compiled

"We're exploring the full horizon of publishing activities," said UA Music's Vic Guder. "Our emphasis this year will be on special marketing. For instance, we're actively going out and pursuing advertising agencies with our catalog instead of waiting for them to call us for material like in the past."

Guder also said that UA was creating concept albums along the lines of K-tel. "We're putting together artists and producers for records based on such themes as 'dreams' and 'unrequited love songs'. We're also developing stage and film concepts like *Seven Brides For Seven Brothers* and *Tom Sawyer*."

He added that UA was also tapping its jazz catalog for theme LPs, and gleaning a multitude of standards from its extensive library for Beautiful Music play. "You'd be surprised how much performance revenues a standard can generate as background music," said Guder. "It's especially big on British and Australian radio."

However, the newest frontier in publishing is video, and Screen-Gems/Colgems/EMI Music president Lester Sill, whose firm (like film-oriented UA and 20th Century-Fox) enjoyed a banner year with performances because of TV and film action, is eager to get under way in the new field (**Cash Box**, Feb. 14).

"We've come to a formula, and we're anxious to see video get off the ground," said Sill. "If we're low on our rates at first, we'll simply have to rectify them. But we should make haste because the video field is going to be a strong source of income."

## Tower Of Power Pacts With K II Management

LOS ANGELES — Bay Area-based band Tower of Power recently signed a long-term exclusive personal management pact with K II Management, Inc.

## Steve Goodman/ Riders In The Sky

BOTTOM LINE, N.Y. — Steve Goodman is a natural songwriter with uncompromisingly original and on-target material. He has matured as an artist and moves easily over the past decade of folk, country, Chicago-oriented blues, swing and parody-satire songs to the more commercially accessible MOR pop and rhythmic rock evident on much of his current Asylum album, "Hot Spot," his fifth for this label.

Not many performers can tackle an hour-plus solo concert before 400 avid listeners without falling prey to self-conscious shticks, repeating themselves or goofing off. Goodman doesn't need a band to make him look good. He really enjoys himself working solo with just his 10-magic fingers and an acoustic guitar with superb tone that can emulate anything from a train roaring down a track on "City Of New Orleans" to the sleepy warmth of "Banana Republic," co-written by Goodman with Steve Burgh and Jim Rothermill, to the squirrely Presley machine of the satirical ditty, "Imitatin' Elvis."

Goodman's songs are not dated, and some, like "The Twentieth Century Is Almost Over," are hip to such contemporary situations as the present water shortage. He sang several numbers written by or with Chicago-based songwriter Mike Smith, including the timeless saga of "Dutchman" and two new songs from "Hot Spot," "Danger," a potential single, and "Sdrawkacab Klat (Talk Backwards)," a tongue-in-cheek "reverse evolution" tongue twister in the best Goodman slapstick style.

Riders In The Sky is a Nashville-based trio that sings and plays traditional and original country & western, and they are to western music as "Hearts Of The West" was a few years back to the Hollywood Western movie genre — off-the-wall. "Ranger" Doug Green, an ex-Bill Monroe guitarist, plays and sings in a baritone and is a truly phenomenal yodeler. Upright string bass man, lead vocalist and "varmit dancer" Fred "Too Slim" La Bour has itchy feet and funny lines, and tenor singing ace fiddler Woody Paul, who has toured with Loggins and Messina, as well as with the Clinch Mountain Boys, is a real snappy cow-slinger.

The group's first album, "Three On The Trail" is a recent Rounder release that should give Rounder's George Thorogood product a run for its money. The band's three-part harmonies are a treat, as is their instrumental backing, especially Woody Paul's double-bowing (while step dancing) fiddlesticks. These Riders are new-Limers in an old western tradition. They love every minute of it, and so do their audiences.

Linda Solomon

## Q Tips

CIRCUS DISCO, CANNES — If you closed your eyes, it could have been Otis Redding, Joe Tex or James Brown. Opening your eyes, and you would discover an eight-member group from England offering blue-eyed soul at its best. Chrysalis U.K. group Q Tips mesmerized the SRO crowd at the Circus Disco with its mastery of the American soul idiom.

Combining originals and R&B standards, the group's magic was the fact that its style,

musicianship and arrangements, while relying totally on the American R&B '50s and '60s tradition, were delivered with such total natural conviction, feeling and vitality that the group seemed to be the creators of the most exciting and dynamic soulful sound in contemporary music.

Lead singer Paul Young, while only 23 years old, stole the show with his mildly textured, powerful, sometimes raspy, voice that charismatically demanded the most soulful emotions from the audience throughout the non-stop high energy performance. He sang, dropped to his knees, swung the mike and caught it — always perfectly relating to the heartfelt stirrings of every beat and chord change.

The group's instrumental line-up was classical R&B, with Ian "The Rev" Kew on keyboards, Mick Pearl on bass, Garth Watt-Roy on guitar and vocals, Steve Farr on sax, Stewart Blandamer (who was movingly dance-crazed) on another sax, Tony Hughes on trumpet and Barry Watts on drums. Together, they stormed through 11 songs, all R&B rockers, never toning down for a ballad, and it worked perfectly.

Outstanding to the group's performance was its choice arrangements, most notably its interpretation of "Respect," but also renditions of other classics like "Some Kind Of Wonderful," "We're Having A Party," "The Letter Song" and "Tracks Of My Tears" — the latter two having been released as singles in the U.K. from the group's self-titled debut LP.

The band's original offerings included "Looking For Some Action," "Sweet Talk," "A Man Can't Lose," "Keep Your Shoes On," "Get 'Em Up Joe" and "I Need You," all written and performed as though they had come off an R&B "greatest hits" package. J.O.

## Barre Phillips

JAZZ GALLERY, N.Y. — Making his first American appearance in 14 years, ECM recording artist Barre Phillips returned to New York for a solo bass performance at the Jazz Gallery. Phillip's range and depth left no doubt that the bassist has developed a unique and original approach to his instrument since last he played these shores.

Originally a student of classical music with Frederick Zimmerman, Phillips' interests and associations grew to include work with Archie Shepp and Marion Brown, as well as a featured solo position with the New York Philharmonic. When Phillips departed the United States in 1967, it was with the reputation of a diverse and experienced musician.

The bassist returned to the Jazz Gallery as a master of tonality and harmonics. Employing both arco and pizzicato attacks, Phillips coaxed a width of tone from his instrument that traversed from a thin, scratchy plucking to full bowed richness. Centering his improvisations on repetitive figures, Phillips comfortably wandered into overtones, examining overlooked components of notes, and drawing his bow loosely over the face of the bass to achieve a droning harmony. His approach to the instrument signaled much more than an examination of the percussive properties of the bass: it sought to view the instrument in its totality.

With close to 50 album credits to his name, nine as a leader, Phillips has managed to stay fairly unknown. Perhaps this visit to the U.S. will be an opportunity for others to discover what the audience at the Jazz Gallery did: that Barre Phillips is a unique, complete bassist.

fred goodman

## NYC Court Shifts CRT Appeal Site

(continued from page 7)

the language of the U.S. Code left room for interpretation, and that the New York court could claim jurisdiction if they felt it was in the "interest of justice." Judge William H. Mulligan, speaking for the panel, disagreed. "We are compelled by the plain language of Section 810 of 17 USC to decide that we have no jurisdiction to review," he stated.

The Dec. 19 CRT decision ordered that effective July 1 mechanical recording royalties will be raised from 2.75 cents per song per album or tape to four cents per song per album or tape. The alternative fee, based on playing time, was raised from 1/2 cent per minute to 3/4 cent per minute for

each tune on an LP. A provision was also decreed for adjustments in mechanical royalties based on changes by the CRT.

RIAA is appealing the decision to raise the mechanical royalty rate. NMPA and AGAC are appealing the July 1981 effective date for the increase. They seek to make the effective date of the new rates retroactive to Jan. 1, 1981.

# CASH BOX TOP 100 ALBUMS

February 21, 1981

	8.98	Weeks On 2/14 Chart		7.98	Weeks On 2/14 Chart		8.98	Weeks On 2/14 Chart
<b>1 DOUBLE FANTASY</b> JOHN LENNON and YOKO ONO (Geffen GHS 2001)	1	12	<b>35 IMAGINATION</b> THE WHISPERS (Soler/RCA BZL 1-3578)	41	6	<b>68 JERMAINE</b> JERMAINE JACKSON (Motown M8-1499F)	68	12
<b>2 GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	2	19	<b>36 GREATEST HITS</b> THE DOORS (Elektra 5E-515)	35	17	<b>69 CITY NIGHTS</b> TIERRA (Boerdwelk FW 36995)	89	9
<b>3 THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	3	10	<b>37 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	39	15	<b>70 BORDERLINE</b> RY COODER (Werner Bros. BSK 3489)	79	6
<b>4 HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 36844)	6	12	<b>38 TRUST</b> ELVIS COSTELLO and THE ATTRACTIONS (Columbia JC 37051)	59	2	<b>71 THE JEALOUS KIND</b> DELBERT McCLINTON (Capitol ST-12115)	78	14
<b>5 CRIMES OF PASSION</b> PAT BENATAR (Chrysell's CHE 1275)	4	27	<b>39 HITS!</b> BOZ SCAGGS (Columbia FC 36841)	31	13	<b>72 ARETHA FRANKLIN</b> (Ariste AL 9538)	68	18
<b>6 GUILTY</b> BARBRA STREISAND (Columbia FC 36750)	5	20	<b>40 SANDINISTA!</b> THE CLASH (Epic E3X 37037)	48	4	<b>73 THE BEATLES</b> (Capitol SWBO-101)	73	9
<b>7 PARADISE THEATER</b> STYX (A&M SP-3719)	8	4	<b>41 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3277)	44	18	<b>74 THREE FOR LOVE</b> SHALAMAR (Soler/RCA BZL 1-3577)	81	6
<b>8 AUTOAMERICAN</b> BLONDIE (Chrysell's CHE 1290)	7	12	<b>42 GLASS HOUSES</b> BILLY JOEL (Columbia FC 36384)	36	49	<b>75 ALIVE</b> KENNY LOGGINS (Columbia C2X 36736)	82	21
<b>9 BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	9	28	<b>43 FLASH GORDON</b> ORIGINAL SOUNDTRACK MUSIC BY QUEEN (Elektra 5E-518)	23	9	<b>76 DIANA</b> DIANA ROSS (Motown M8-936)	55	37
<b>10 GAUCHO</b> STEELY DAN (MCA-6102)	10	12	<b>44 THE NATURE OF THE BEAST</b> APRIL WINE (Capitol SOO-12125)	60	4	<b>77 I BELIEVE IN YOU</b> DON WILLIAMS (MCA-5133)	71	25
<b>11 HOTTER THAN JULY</b> STEVIE WONDER (Tamla/Motown T8-373M1)	11	15	<b>45 LIVE &amp; MORE</b> ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	46	10	<b>78 MADE IN AMERICA</b> THE BLUES BROTHERS (Atlantic SD 18025)	53	9
<b>12 ZENYATTA MONDATTA</b> THE POLICE (A&M SP-4831)	12	18	<b>46 BARRY</b> BARRY MANILOW (Ariste AL 9537)	34	11	<b>79 SKYYPORT</b> SKYY (Salsoul/RCA SA8537)	82	11
<b>13 CELEBRATE</b> KOOL & THE GANG (De-Lite/PolyGrem DE-9518)	14	19	<b>47 TURN BACK</b> TOTO (Columbia FC 36813)	63	3	<b>80 IMAGINE</b> JOHN LENNON (Capitol SW 3379)	75	9
<b>14 EAGLES LIVE</b> THE EAGLES (Asylum BB-705)	13	13	<b>48 STAND IN THE FIRE</b> WARREN ZEVON (Asylum 5E-519)	49	6	<b>81 COCONUT TELEGRAPH</b> JIMMY BUFFETT (MCA-5169)	—	1
<b>15 THE RIVER</b> BRUCE SPRINGSTEEN (Columbia PC2 36854)	15	17	<b>49 SHAVED FISH</b> JOHN LENNON (Capitol SW 3421)	51	9	<b>82 AS ONE</b> THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	70	12
<b>16 THE TURN OF A FRIENDLY CARD</b> THE ALAN PARSONS PROJECT (Ariste AL-9518)	17	15	<b>50 HONEYSUCKLE ROSE</b> ORIGINAL SOUNDTRACK (Columbia S2 36752)	47	25	<b>83 WILD-EYED SOUTHERN BOYS</b> .38 SPECIAL (A&M SP-4835)	112	2
<b>17 FOOLISH BEHAVIOUR</b> ROD STEWART (Warner Bros. HS 3485)	16	12	<b>51 1967-1970</b> THE BEATLES (Capitol SKBO 3404)	54	9	<b>84 WELCOME TO THE WRECKING BALL</b> GRACE SLICK (RCA AQL 1-3851)	98	2
<b>18 GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM-1-4003)	26	9	<b>52 XANADU</b> ORIGINAL SOUNDTRACK (MCA-6100)	38	33	<b>85 ABBEY ROAD</b> THE BEATLES (Capitol SO 389)	86	6
<b>19 SUPER TROUPER</b> ABBA (Atlantic SD 16023)	21	11	<b>53 IN OUR LIFETIME</b> MARVIN GAYE (Tamla/Motown T8-374M1)	72	3	<b>86 MICKEY MOUSE DISCO</b> (Disneyland 2504)	87	53
<b>20 THE GAME</b> QUEEN (Elektra 5E-513)	18	32	<b>54 FACES</b> EARTH, WIND & FIRE (ARC/Columbia KC 2 36795)	50	14	<b>87 ROWDY</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	108	3
<b>21 9 TO 5 AND ODD JOBS</b> DOLLY PARTON (RCA AHL 1-3852)	29	12	<b>55 TP</b> TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	45	28	<b>88 IRONS IN THE FIRE</b> TEENA MARIE (Gordy/Motown G8-997M1)	76	25
<b>22 FANTASTIC VOYAGE</b> LAKESIDE (Soler/RCA BXL 1-3720)	24	13	<b>56 1962-1966</b> THE BEATLES (Capitol SKBO 3403)	58	9	<b>89 SGT. PEPPER'S LONELY HEARTS CLUB BAND</b> THE BEATLES (Capitol SMAS 2653)	92	9
<b>23 CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	20	56	<b>57 THE WILD THE WILLING AND THE INNOCENT</b> UFO (Chrysell's CHE 1307)	84	4	<b>90 BACK ON THE STREETS</b> DONNIE IRIS (Carousel/MCA-3272)	97	13
<b>24 GREATEST HITS/LIVE</b> HEART (Epic KE2 38888)	19	12	<b>58 AGAINST THE WIND</b> BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	40	50	<b>91 BLACK SEA</b> XTC (Virgin/RSO VA 13147)	96	14
<b>25 CAPTURED</b> JOURNEY (Columbia KC2 37016)	—	1	<b>59 STONE JAM</b> SLAVE (Cotillion/Atlantic SD 5224)	67	19	<b>92 CREEDENCE CLEARWATER REVIVAL: THE CONCERT</b> CREEDENCE CLEARWATER REVIVAL (Fantasy MPF-4501)	95	10
<b>26 GHOST RIDERS</b> OUTLAWS (Ariste AL 9542)	28	12	<b>60 ONE STEP CLOSER</b> THE DOOBIE BROTHERS (Werner Bros. HS 3452)	42	20	<b>93 KANO</b> (Emergency EMLP 7505)	103	11
<b>27 LIVE</b> FLEETWOOD MAC (Warner Bros. 2WB 3500)	22	9	<b>61 FREEDOM OF CHOICE</b> DEVO (Warner Bros. BSK 3435)	52	38	<b>94 CHIPMUNK PUNK</b> THE CHIPMUNKS (Excelsior XLP-6008)	77	32
<b>28 HORIZON</b> EDDIE RABBITT (Elektra 6E-276)	32	32	<b>62 GREATEST HITS</b> THE OAK RIDGE BOYS (MCA-5150)	65	16	<b>95 GIVE ME THE NIGHT</b> GEORGE BENSON (Qwest/Warner Bros. HS 3453)	83	29
<b>29 MAKING MOVIES</b> DIRE STRAITS (Warner Bros. BSK 3480)	33	15	<b>63 URBAN COWBOY</b> ORIGINAL SOUNDTRACK (Asylum DP-900002)	61	44	<b>96 CHAIN LIGHTNING</b> DON McLEAN (Millennium/RCA BXL 1-7756)	144	2
<b>30 ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	25	22	<b>64 TOUCH</b> CON FUNK SHUN (Mercury/PolyGram-4002)	57	11	<b>97 SECONDS OF PLEASURE</b> ROCKPILE (Columbia JC 36886)	80	15
<b>31 THE TWO OF US</b> YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	37	10	<b>65 RADIOLAND</b> NICOLETTE LARSON (Werner Bros. BSK 3502)	69	6	<b>98 CHANCE</b> MANFRED MANN'S EARTH BAND (Werner Bros. BSK 3498)	104	6
<b>32 LOST IN LOVE</b> AIR SUPPLY (Ariste AB 4268)	30	41	<b>66 EVANGELINE</b> EMMYLOU HARRIS (Werner Bros. BSK 3508)	—	1	<b>99 REMAIN IN LIGHT</b> TALKING HEADS (Sire SRK 6095)	74	17
<b>33 ARC OF A DIVER</b> STEVE WINWOOD (Island ILPS 9576)	43	6	<b>67 GREATEST HITS VOLUME TWO</b> LINDA RONSTADT (Asylum 5E-516)	56	16	<b>100 LIVING IN A FANTASY</b> LEO SAYER (Werner Bros. BSK 3483)	94	17

# Cash Box Top Albums / 101 to 200

February 21, 1981

	Weeks On 2/14 Chart		Weeks On 2/14 Chart
101	7.98	106	22
102	7.98	102	74
103	8.98	105	6
104	7.98	116	4
105	7.98	109	96
106	7.98	107	9
107	7.98	—	1
108	8.98	120	4
109	7.98	88	16
110	8.98	84	10
111	7.98	113	16
112	8.98	85	14
113	8.98	136	2
114	13.98	91	20
115	8.98	127	2
116	8.98	118	18
117	7.98	119	6
118	7.98	—	1
119	7.98	122	19
120	7.98	125	3
121	7.98	133	5
122	8.98	123	17
123	7.98	111	16
124	8.98	90	32
125	7.98	126	13
126	7.98	—	1
127	8.98	130	28
128	8.98	128	9
129	13.98	—	1
130	7.98	110	23
131	7.98	147	4
132	8.98	138	6
133	7.98	134	5
134	7.98	140	4
135	7.98	100	29

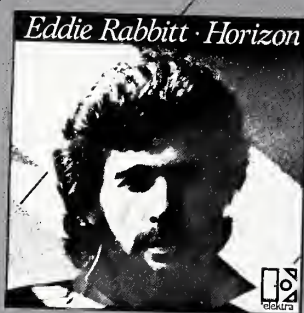
	Weeks On 2/14 Chart		Weeks On 2/14 Chart
136	8.98	148	3
137	7.98	—	1
138	8.98	124	76
139	7.98	139	144
140	8.98	99	16
141	8.98	159	2
142	7.98	117	4
143	8.98	131	12
144	7.98	151	18
145	7.98	114	13
146	7.98	—	1
147	8.98	93	10
148	7.98	153	9
149	8.98	143	16
150	8.98	115	21
151	8.98	164	4
152	8.98	158	3
153	8.98	160	4
154	7.98	—	1
155	8.98	135	13
156	13.98	171	3
157	7.98	162	6
158	7.98	132	10
159	7.98	149	52
160	7.98	163	5
161	7.98	167	3
162	8.98	121	6
163	7.98	169	5
164	7.98	166	6
165	7.98	172	3
166	7.98	—	1
167	7.98	175	4
168	7.98	170	22

	Weeks On 2/14 Chart		Weeks On 2/14 Chart
169	7.98	177	3
170	8.98	137	25
171	7.98	168	162
172	8.98	145	49
173	7.98	—	1
174	7.98	180	3
175	7.98	176	4
176	7.98	178	2
177	8.98	181	2
178	7.98	188	2
179	13.98	129	10
180	7.98	187	9
181	7.98	183	21
182	7.98	—	1
183	7.98	186	2
184	8.98	157	38
185	7.98	173	114
186	8.98	154	11
187	8.98	—	1
188	7.98	174	16
189	7.98	194	2
190	8.98	152	16
191	8.98	156	32
192	8.98	150	11
193	7.98	161	23
194	13.98	185	35
195	7.98	198	2
196	7.98	—	1
197	7.98	155	25
198	7.98	179	75
199	8.98	184	13
200	15.98	193	63

### ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	19	Cougar, John	181	Jackson, Michael	138	McLean, Don	96	Ronstadt, Linda	67	Tierra	69
AC/DC	9,168	Creedence Clearwater Revival	92	Jackson, Millie	133	Meisner, Randy	167	Rose, Royce	153	Toto	47
Adam And The Ants	182	Cross, Christopher	23	Jacksons	34	Mickey Mouse Disco	86	Ross, Diana	76	UFO	57
Air Supply	32	Daniels, Charlie Band	135	Jam	104	Milsap, Ronnie	41	Rundgren, Todd	107	Van Halen	171
Allen, Peter	148	Devo	176	Jam, Bob	129	Monk, T.S.	131	Rushen, Patrice	145	Washington, Grover Jr.	37
April Wine	44	Dead Kennedys	61	Jennings, Waylon	105	Murray, Anne	30	Sample, Joe	108	Weather Report	186
B-52's	130	Diamond, Neil	3	Joel, Billy	42	Nazareth	115	Sayer, Leo	100	Whispers	35
Baby's	190	Dire Straits	29	Jonas Girls	119	Nelson, Rick	177	Scaggs, Boz	39	Williams, Don	77
Ballard, Russ	165	Doobie Bros.	60,172	Journey	25	Nelson, Willie	159	Seeger, Bob	58,139	Williams, Hank Jr.	87
Bar-Kays	82	Doors	36	Kano	93	Night	183	Seymour, Phil	151	Winwood, Steve	33
Beatles	51,56,73,85,89,120,142	Dr. Hook	110	Kaukonen, Jorma	189	Oak Ridge Boys	62	Shalamar	74	Wonder, Stevie	11
Benatar, Pat	5,102	Dury, Ian	161	Kinks	194	Outlaws	26	Sharp-Gamble, Dee Dee	73	XTC	91
Benson, George	95	Eagle	14	Kleeer	146	Parliament	147	Shoes	134	Yarbrough & Peoples	31
Blondie	8	Earth, Wind & Fire	54	Klugh, Earl	155	Parsons, Alan	16	Skyy	79	Yes	179
Blues Bros.	78	Felder, Wilton	116	Kool & The Gang	13	Parton, Dolly	21	Spyro Gyra	122	Young & Company	195
Boomtowntown Rats	126	Firefall	103	L.T.D.	197	Pearl Harbor	166	Stewart, Rod	17	Zapp	193
Bowie, David	150	Flack & Bryson	45	Lakeside	22	Pendergrass, Teddy	55	Slave	59	Zevon, Warren	48
Browne, Jackson	124	Fleetwood Mac	27	Larson, Nicolette	65	Pink Floyd	200	Slick, Grace	84		
Browne, Tom	118	Franklin, Aretha	72	Laws, Eloise	169	Plasmatics	196	Springsteen, Bruce	15		
Buffett, Jimmy	81	Gap Band	18	Lee, Johnny	188	Police	12	Styxx	15		
Bus Boys	125	Gaye, Marvin	53	Lennon, John	49,80,106	Presley, Elvis	113	Stryker	122		
Cale, J.J.	187	Gibbs, Andy	143	Lennon, John And Yoko Ono	1	Prince	111	Stanley, Michael Band	101	SOUNDTRACKS	
Cameo	109	Gibbs, Terri	141	Loggins, Kenny	75	Queen	20	Steady Dan	10	Annie	136
Carroll, Jim	123	Hall & Oates	127	Loverboy	121	Rabbitt, Eddie	28	Stewart, Rod	17	Any Which Way You Can	132
Cars	170	Harris, Emmylou	66	Lucas, Carrie	160	Rawls, Lou	117	Stone City Band	178	Divine Madness	199
Carter, Clarence	164	Heart	24	Manfred Mann's Earth Band	98	Richard, Cliff	144	Streisand, Barbra	6,149	Fame	184
Chimpunks	94	Heatwave	192	Manhattans	158	Richards, Cliff	144	Styx	7,154	Flash Gordon	43
Clash	40	Hensel, Carol	173	Manilow, Barry	46	Rings	152	Summer, Donna	140	Honeysuckle Rose	50
Con Funk Shun	64	In Harmony	180	Marie, Teena	88	Rockpile	97	Supertramp	140	Popeye	162
Cooder, Ry	70	Iris, Donnie	90	McClinton, Delbert	71	Rogers, Kenny	2,185,198	Switch	112	Urban Cowboy	63
Costello, Elvis	38	Jackson, Jermaine	68	McGuffey Lane	157	Rolling Stones	191	Talking Heads	99	Urban Cowboy II	128
								.38 Special	83	Xanadu	52

**Congratulations  
EDDIE RABBITT**  
**On your #1 single  
"I LOVE A RAINY NIGHT!"**  
E-47066



**From his  
PLATINUM album  
HORIZON**  
6E-276

**Produced by David Malloy  
Personal management:  
Stan Moress/Scotti Brothers  
Artists Management.**



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