

CASHBOX

January 31, 1981

NEWSPAPER

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Tony Graham

CASH BOX

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SUBSCRIPTION RATES \$100 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. © Copyright 1981 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

EDITORIAL In Honor of John Lennon

With the voting for the Grammy Awards now in progress, it seems like the appropriate time to bring up the possibility of special consideration for John Lennon. In the wake of his tragic death and in recognition of his very special contributions to the music business and society in general, a tribute by NARAS to one of its finest would certainly be a welcome addition to this year's program.

During his career, Lennon was on the cutting edge of musical and humanitarian movements — opening doors that many didn't even know existed. Starting as a member of the Beatles, then continuing as a solo artist, Lennon influenced an entire generation — one of the brightest lights in an excitingly creative era.

However, such an award for Lennon doesn't look

like it will happen this year. Noting that nothing had been done in the way of tributes for Bing Crosby, Elvis Presley or Arthur Fiedler, NARAS officials have said that such recognition isn't consistent with the Grammy Awards format and to single Lennon out would be inappropriate.

Cash Box disagrees. Lennon was a giant in the music industry, a true modern day genius. To let his contributions go unrecognized by his peers would be the most inappropriate action of all. To deny Lennon recognition because someone forgot to do it for Crosby, Presley or Fiedler would be nothing more than pettiness. All four were special — why not let the world know how much the music industry appreciated their presence?

NEWS HIGHLIGHTS

- CBS revises methods for determining returns allowance (page 5).
- Retailers report shelf prices up, sales prices down (page 5).
- Armed services stores post record sales of over \$62 million in 1980 (page 5).
- Record pressers boost prices (page 5).
- Recording studio bookings rebound following settlement of AFM strike (page 5).
- "Sandinista!" by The Clash and Gerard McMahon's "Blue Rue" (new and developing artist) are the top **Cash Box** Album Picks (page 11).
- "Hello Again" by Neil Diamond and Any Trouble's "Second Choice" (new and developing artist) are the top **Cash Box** Single Picks (page 13).

TOP POP DEBUTS	
SINGLES	36 HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER') — Neil Diamond — Capitol
ALBUMS	18 PARADISE THEATRE — Styx — A&M

POP SINGLE
THE TIDE IS HIGH Blondie Chrysalis
B/C SINGLE
HEARTBREAK HOTEL The Jacksons Epic
COUNTRY SINGLE
9 To 5 Dolly Parton RCA
JAZZ
WINELIGHT Grover Washington, Jr. Elektra

NUMBER ONES



Dolly Parton

POP ALBUM
DOUBLE FANTASY John Lennon and Yoko Ono Geffen
B/C ALBUM
HOTTER THAN JULY Stevie Wonder Tamla/Motown
COUNTRY ALBUM
GREATEST HITS Ronnie Millsap RCA
GOSPEL
REJOICE Shirley Caesar Myrrh

CASH BOX TOP 100 SINGLES

January 31, 1981

	Weeks On Chart	1/24 Chart		Weeks On Chart	1/24 Chart		Weeks On Chart	1/24 Chart
1 THE TIDE IS HIGH BLONDIE (Chrysalis CHS 2465)	2	12	35 TREAT ME RIGHT PAT BENATAR (Chrysalis CHS 2487)	48	3	68 KILLIN' TIME FRED KNOBLOCK AND SUSAN ANTON (Scotti Bros./Atlantic SB609)	64	11
2 (JUST LIKE) STARTING OVER JOHN LENNON (Geffen GEF 49604)	1	14	36 HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER') NEIL DIAMOND (Capitol 4960)	—	1	69 LIVING IN A FANTASY LEO SAYER (Warner Bros. WBS 49657)	85	2
3 CELEBRATION KOOL & THE GANG (DeLite/PolyGram DE 807)	5	14	37 MORE THAN I CAN SAY LEO SAYER (Warner Bros. WBS 49565)	11	19	70 TOO TIGHT CON FUNK SHUN (Mercury/PolyGram 76089)	86	2
4 PASSION ROD STEWART (Warner Bros. WBS 49617)	7	11	38 ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. WBS 49622)	24	11	71 GUITAR MAN ELVIS PRESLEY (RCA JH-12158)	79	2
5 LOVE ON THE ROCKS NEIL DIAMOND (Capitol 4939)	4	14	39 ANOTHER ONE BITES THE DUST QUEEN (Elektra E-47031)	26	25	72 THIS TIME JOHN COUGAR (Riva/PolyGram R-205)	58	19
6 LADY KENNY ROGERS (Liberty UA-X130-Y)	3	18	40 MASTER BLASTER (JAMMIN') STEVIE WONDER (Tamla/Motown T54317F)	33	19	73 WHAT KIND OF FOOL BARBRA STREISAND & BARRY GIBB (Columbia 11-11430)	—	1
7 9 TO 5 DOLLY PARTON (RCA PB-12133)	16	9	41 SUDDENLY OLIVIA NEWTON-JOHN/CLIFF RICHARD (MCA 51007)	27	16	74 LOVELY ONE THE JACKSONS (Epic 9-50938)	65	19
8 I LOVE A RAINY NIGHT EDDIE RABBITT (Elektra E-46656)	12	13	42 SHINE ON L.T.D. (A&M 2283)	44	12	75 UNITED TOGETHER ARETHA FRANKLIN (Arista AS 0569)	77	6
9 EVERY WOMAN IN THE WORLD AIR SUPPLY (Arista AS 0564)	9	15	43 AH! LEAH! DONNIE IRIS (Carousel/MCA-51025)	52	8	76 STAYING WITH IT FIREFALL (Atlantic 3791)	88	2
10 SAME OLD LANG SYNE DAN FOGELBERG (Full Moon/CBS 19-50961)	17	8	44 I NEED YOUR LOVIN' TEENA MARIE (Gordy/Motown G8-7189F)	45	11	77 WYNKEN, BLYNKEN AND NOD THE DOOBIE BROTHERS (Warner Bros. WBS 49642)	81	3
11 HIT ME WITH YOUR BEST SHOT PAT BENATAR (Chrysalis CHS 2464)	10	18	45 LOVE T.K.O. TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3116)	41	10	78 PRECIOUS TO ME PHIL SEYMOUR (Boardwalk WS8-5703)	92	3
12 KEEP ON LOVING YOU REO SPEEDWAGON (Epic 19-50963)	23	10	46 WHO'S MAKING LOVE BLUE BROTHERS (Atlantic 3785)	50	7	79 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-41309)	91	3
13 HUNGRY HEART BRUCE SPRINGSTEEN (Columbia 11-11391)	6	13	47 MY MOTHER'S EYES BETTE MIDLER (Atlantic 3771)	42	11	80 I DON'T WANT TO KNOW YOUR NAME GLEN CAMPBELL (Capitol 4959)	87	2
14 HEY NINETEEN STEELY DAN (MCA-51036)	15	10	48 WOMAN IN LOVE BARBRA STREISAND (Columbia 1-11364)	37	22	81 FLY AWAY PETER ALLEN (A&M 2288)	90	2
15 GUILTY BARBRA STREISAND & BARRY GIBB (Columbia 11-11390)	8	14	49 WHIP IT DEVO (Warner Bros. WBS 49550)	46	23	82 SEASONS CHARLES FOX (Handshake WS8 5307)	84	6
16 GIVING IT UP FOR YOUR LOVE DELBERT McCLINTON (Capitol/M.S.S. P-4948)	22	9	50 I BELIEVE IN YOU DON WILLIAMS (MCA 41304)	36	20	83 AIN'T EVEN DONE WITH THE NIGHT JOHN COUGAR (Riva/PolyGram R-207)	—	1
17 DE DO DO DO DE DA DA DA THE POLICE (A&M 2275)	13	15	51 YOU'VE LOST THAT LOVING FEELING DARYL HALL & JOHN OATES (RCA PB-12103)	47	19	84 GOT TO ROCK ON KANSAS (Kirschner/CBS ZS6 4292)	75	7
18 I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS 0566)	19	11	52 COLD LOVE DONNA SUMMER (Geffen GEF 49634)	49	9	85 NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS (20th Century-Fox/RCA TC-2460)	63	26
19 TIME IS TIME ANDY GIBB (RSO RS-1059)	20	11	53 HEARTS ON FIRE RANDY MEISNER (Epic 19-50964)	74	2	86 STOP THIS GAME CHEAP TRICK (Epic 19-50942)	67	13
20 MISS SUN BOZ SCAGGS (Columbia 11-11406)	21	10	54 KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)	73	2	87 LIPSTICK SUZI QUATRO (Dreamland/RSO DL 107)	—	1
21 THE BEST OF TIMES STYX (A&M 2300)	31	2	55 BACK IN BLACK AC/DC (Atlantic 3787)	62	8	88 DREAMER THE ASSOCIATION (Elektra E-47094)	—	1
22 WOMAN JOHN LENNON (Geffen GEF 49644)	32	3	56 GIRLS CAN GET IT DR. HOOK (Casablanca NB 2314)	51	14	89 FANTASTIC VOYAGE LAKESIDE (Solar/RCA YB-12129)	—	1
23 I AIN'T GONNA STAND FOR IT STEVIE WONDER (Tamla/Motown T 54320)	28	8	57 FOOL THAT I AM RITA COOLIDGE (A&M 2281)	60	8	90 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	—	1
24 TOGETHER TIERRA (Boardwalk WS8 5702)	25	13	58 THEME FROM THE DUKES OF HAZZARD WAYLON (RCA JB-12067)	53	21	91 DEEP INSIDE MY HEART RANDY MEISNER (Epic 9-50939)	66	16
25 THE WINNER TAKES IT ALL ABBA (Atlantic 3776)	30	11	59 (GHOST) RIDERS IN THE SKY OUTLAWS (Arista AS 0582)	68	3	92 LONG TIME LOVIN' YOU McGUFFEY LANE (Atco/Atlantic 7319)	—	1
26 IT'S MY TURN DIANA ROSS (Motown M 1498F)	18	15	60 FLASH'S THEME AKA FLASH QUEEN (Elektra E-47092)	70	3	93 TURN AND WALK AWAY THE BABYS (Chrysalis CHS 2467)	69	12
27 HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)	35	9	61 TURNING JAPANESE THE VAPORS (United Artists UA-X1364-Y)	56	21	94 WATCHING YOU SLAVE (Cotillion/Atlantic 46006)	95	6
28 HE CAN'T LOVE YOU MICHAEL STANLEY BAND (EMI-America 8063)	29	12	62 EVERYBODY'S GOT TO LEARN SOMETIME THE KORGIS (Elektra E-47018)	55	17	95 REMOTE CONTROL THE REDDINGS (Believe In A Dream/CBS ZS9 5600)	96	2
29 A LITTLE IN LOVE CLIFF RICHARD (EMI-America 8068)	34	8	63 THE WANDERER DONNA SUMMER (Geffen GEF 49563)	54	20	96 LOOK UP PATRICIA RUSHEN (Elektra E-47067)	98	2
30 TELL IT LIKE IT IS HEART (Epic 19-50950)	14	11	64 I'M COMING OUT DIANA ROSS (Motown M-1491F)	57	20	97 CAFE AMORE SPYRO GYRA (MCA-51035)	—	1
31 GAMES PEOPLE PLAY THE ALAN PARSONS PROJECT (Arista AS 0573)	40	9	65 RAPTURE BLONDIE (Chrysalis CHS 2485)	—	1	98 DON'T YOU KNOW WHAT LOVE IS TOUCH (Atco/Atlantic 7311)	—	1
32 CRYING DON McLEAN (Millennium YB11799)	43	2	66 HE'S SO SHY POINTER SISTERS (Planet P-47916)	59	28	99 NEED YOUR LOVING TONIGHT QUEEN (Elektra E-47086)	78	10
33 SMOKY MOUNTAIN RAIN RONNIE MILSAP (RCA PB-12084)	38	10	67 NEVER BE THE SAME CHRISTOPHER CROSS (Warner Bros. WBS 49580)	61	17	100 TEACHER TEACHER ROCKPILE (Columbia JC 36886)	82	10
34 SEVEN BRIDGES ROAD EAGLES (Asylum E-47100)	39	6						

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little In Love (ATV — BMI) 29	Hearts On Fire (Nebraska/United Artists/Glasco — ASCAP) 53	Love T.K.O. (Assorted — BMI) 45	Staying With It (ATV/Braintree/Snow — BMI) 76	
Ah! Leah! (BEMA — AECAP) 43	Hello Again (Stonebridge — ASCAP) 36	Lovely One (Ranjac/Mijac — BOI) 74	Stop This Game (Adult/Screen Gems-EMI — BOI) 86	
Ain't Even Done (H.G., Inc. — ASCAP) 83	He's So Shy (ATV/Mann & Weill/Braintree/Snow — BMI) 66	Master Blaster (Jobete & Black Bull (TM) — ASCAP) 40	Suddenly (John Farrar — BMI) 41	
Another One (Queen/Beachwood — BMI) 39	Hey Nineteen (Zeon/Freejunkt — ASCAP) 14	Miss Sun (Hudmar — license pending) 20	Teacher Teacher (Aviation — license pending) 100	
Back In Black (J. Albert Ltd./Marks — BMI) 55	Hit Me With (ATV Corp. — BMI) 11	More Than I Can Say (Warner-Tamerlane — BMI) 37	Tell It Like (Conrad/Olrap — BMI) 30	
Cafe Amore (Harlem/Crosseyed Bear — BMI) 97	Hungry Heart (Bruce Springsteen — ASCAP) 13	My Mother's Eyes (Almo/Only Child/Mei-Dav — ASCAP) 47	The Best Of Times (Stylian Songs — ASCAP) 21	
Celebration (Delightful/Fresh Start — BMI) 3	I Ain't Gonna (Jobete/Black Bull — ASCAP) 23	Need Your Loving (Queen/Beechwood — BMI) 99	The Tide Is High (Gemrod, Inc. — BMI) 1	
Cold Love (GMPC — ASCAP) 52	I Believe In You (Roger Cook/Cook House — BMI) 50	Never Be The Same (Pop 'N' Roll — ASCAP) 67	The Wanderer (Cafe Americana/Revelation/Ed. Intro/Intersong Adm. — ASCAP) 63	
Crying (Acuff Rose — BMI) 32	I Don't Want To Know (Seventh Son — ASCAP) 80	Never Knew Love (Frozen Butterfly — BMI) 85	The Winner (Artwork — ASCAP) 25	
DeDo (Virgin, Adm. In U.S. by Chappell — ASCAP) 17	I Love A Rainy (Debdave/Briarpatch — BMI) 8	9 To 5 (Velvet Apple/Fox Fanfare — BMI) 7	Theme From The Dukes (Warner-Tamerlane/Rich Way — BMI) 58	
Deep Inside (Nebraska/United Artists/Glasco — ASCAP) 91	I Made It (Unichappell — BMI) 18	One Step (Noodle Tunes — No Aff./Long Tooth — BMI/Rare Blue/Carlooney Tunes — ASCAP) 38	This Time (H.G. — ASCAP) 72	
Don't Stop (Lena — BMI) 90	I Need Your (Jobete — ASCAP) 44	Passion (Riva/WB — ASCAP) 4	Time Is Time (Stigwood Adm. by Unichappell — BMI) 19	
Don't You Know (Thames Talent — ASCAP) 98	I'm Coming Out (Chic — BMI) 64	Precious (Hearmore/On The Boardwalk — BMI) 78	Together (Mighty Three — BMI) 24	
Dreamer (Rockslam (Admin by Bug) — BMI) 88	It's My Turn (Colgems-EMI, Prince St. — ASCAP/Unichappell & Begonia Melodies — BMI) 26	Rapture (Rare Blue/Monster Island — ASCAP) 65	Too Tight (Val-le-Joe — BMI) 70	
Every Woman (Pendulum/Unichappell — BMI) 9	Keep On Loving (Fate — ASCAP) 12	Remote Control (Last Colony/Band Of Angels — BMI) 95	Treat Me (Blackwood/White Dog — BMI) 35	
Everybody's Got To (WB Music Corp. — ASCAP) 62	Killin' Time (Flowering Stone — ASCAP) 68	Riders In The (Edwin H. Morris — ASCAP) 59	Turn And Walk (Paperwaite/Cainstreet Adm. by Hudson Bay — BMI) 93	
Fantastic Voyage (Spectrum VII/Circle — ASCAP) 89	Lady (Brockman — ASCAP) 6	Same Old Lang Syne (Hickory Grove Adm. by April — ASCAP) 10	Turning Japanese (Glenwood — ASCAP) 61	
Flash's Theme (Queen/Wide/Beechwood — BMI) 60	Lipstick (Chinnichap (Admin by Careers) — BMI) 87	Seasons (Live Music/Fox Prod. — BMI) 82	United Together (Jays Enterprise/Baby Love/Chappell/Phivin Intl. — ASCAP) 75	
Fly Away (Irving/Woolnough/Unichappell/Begonia/Foster Frees — BMI) 81	Living In A (Rare Blue — ASCAP/ATV — BMI) 69	Seven Bridges (Irving — BMI) 34	Watching You (Slave Song/Cotillion — BMI) 94	
Fool That I Am (Unichappell/Begonia Melodies/Fedora — BMI) 57	Long Time Lovin' (McGuffey Lane — BMI) 92	Shine On (Almo/McRovscod/Irving/Buchanan Kerr — BMI) 42	What Kind Of Fool (Stigwood, Inc. (Admin. by Unichappell) — BMI) 73	
Games People (Woolfsongs Ltd./Careers Adm. by Irving — BMI) 31	Look Up (Baby Fingers/Mims/Shownbreere — ASCAP) 96	Smoky Mountain Rain (Pi-Gem — BMI) 33	Whip It (Devo/Nymph Adm. by Unichappell — BMI) 49	
Girls Can Get It (Michael O'Connor — BMI) 56	Love On The Rocks (Stonebridge/EMA/Suisse — ASCAP) 5	Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC) 79	Who's Making Love (East Memphis — BMI) 46	
Giving It Up (Blackwood/Urge — BMI) 16		Starting Over (Lenono — BMI) 2	Woman (Lenono — BMI) 22	
Got To Rock On (DonKirschner/Blackwood — BMI) 84			Woman In Love (Stigwood Adm. by Unichappell — BOI) 48	
Guilty (Stigwood, Inc./Unichappell, Adm. — BMI) 15			Wynken (Silkie — BMI) 77	
Guitar Man (Vector — BMI) 71			You've Lost That (Screen Gems-EMI — BMI) 51	
He Can't Love You (Jefra/Demo — ASCAP) 26				
Heartbreak Hotel (Mijac — BMI) 27				

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

CASH BOX NEWS

Retailers Report Shelf Prices Up, Sale Prices Down

by Michael Martinez

LOS ANGELES — Record retailers nationwide are boosting shelf prices for albums and tapes while at the same time reducing prices on advertised specials.

A **Cash Box** survey of 24 retail chains, operating more than 1,000 stores, found that \$7.98 list albums are selling for an average shelf price of \$7.26, an 11% increase over last year at this time. In the \$8.98 list category, the average shelf price was \$7.86, a 12% jump over the similar period a year ago.

On the other hand, the survey revealed that the average sale price on \$7.98 list LPs has decreased 7.8% to \$4.85 from \$5.23 during the first quarter of 1980. Similarly, average sale prices on \$8.98 list product dipped by 4.6% to \$5.58 from \$5.84 last year.

According to the survey, the nationwide average price on singles is \$1.38, while the average shelf price for midline, or \$5.98 list product, is \$4.48 with an average sale price of \$4.15.

Increased Overhead

Operational costs — including rent, utilities and an increase in the minimum wage — and less store traffic were the major reasons cited for the price increases, along with rising wholesale costs.

The sale price on \$7.98 and \$8.98 LPs did not slip below \$4.66, which compares to the \$3.99 lowball price registered last year. Sale prices for \$7.98 product remained stable, with the highest sale price recorded this year matching 1980's \$5.99. Sale prices on \$8.98 product peaked at \$6.99, the same as last year. Specials on \$5.98 product went as low as \$3.99 and as high as \$4.99.

The highest shelf price for \$5.98 midlines was full list, while the lowest shelf was \$4.49. The highest price for singles was \$1.67, compared to a low of 99 cents. Among retailers that offered discounted singles, 89 cents was the lowest price recorded.

The highest shelf price for \$7.98 list product, according to the study, was full list price, while the lowest was \$5.94. For \$8.98 list product, the highest shelf price was full list price and the lowest was \$6.79.

(continued on page 14)

Recording Studio Bookings Rebound Following Settlement Of AFM Strike

by Michael Glynn and Michael Martinez

LOS ANGELES — American Federation of Musicians (AFM) officials last week reported that 18 television and film scoring dates had been booked in studios here following the conclusion of a nearly seven-month-long musicians strike Jan. 14. An AFM spokesman said the figure represented approximately double the average number of scoring sessions allowed per week during the strike, as a result of interim pacts made between the union and independent film producers.

The spokesman added that, normally, L.A. area studios average about 25 bookings per week for scoring projects during the peak season. "After March, work will start to die off because a substantial number of scores were recorded under interim pacts or over in Europe," said the AFM spokesman. "There was some wildcat scoring taking place in this country which cut into the workload."

The union spokesman indicated that consistent TV and film scoring work would not begin again until April.



MOON IS RISING — Singer/songwriter/guitarist Eve Moon recently signed an exclusive long-term recording contract with Capitol Records and is due to release her self-titled debut album Feb. 9. Pictured in the **top row** are (l-r): Bob Young, vice president, business affairs, Capitol; Bruce Garfield, director, talent acquisition, Capitol; Bobby Colomby, vice president, A&R pop, Capitol; Mitchell Schoenbaum, East Coast talent acquisition, Capitol; and Jay Bergen, Moon's attorney. Pictured in the **bottom row** are (l-r): Rupert Perry, vice president, A&R, Capitol; Moon; and Don Zimmermann, president, Capitol/EMIA/Liberty Records Group.

PX Disc Sales Top \$62 Million

by Michael Martinez

LOS ANGELES — Revenues from record and tape sales generated throughout the U.S. Armed Services stores internationally totaled \$62.4 million in 1980, an 8.7% increase over the 1979 total of \$55 million, according to figures provided by the federal government's Record Distribution Activity (RDA) department based in Atlanta.

Operating in conjunction with the U.S. Army and Air Force Exchange Services operation, the RDA, which distributes recorded material to the approximately 600 PX and BX stores worldwide, noted that record sales accounted for about 60% of total recording sales, while tapes comprised the balance. RDA figures show that cassettes accounted for 80% of all tape sales in 1980.

Wayne Franklin, chief of the RDA, said that 60% of the recorded material was sold overseas, particularly in Europe. Franklin said that most of the record and tapes sold domestically through PX and BX outlets were registered in central California and in the Washington, D.C. area.

He also said that, despite the increasing popularity of country music among servicemen, R&B or black music still accounted for about 50% of all record and tape sales in armed services stores.

"One reason we experienced real growth during the last year was that we didn't have

to raise prices," Franklin said. "Since the cost price wasn't raised, we were able to keep our prices reasonable."

He added that shelf prices for \$8.98 list product for the PX and BX stores was maintained at \$5.95 and sold on sale as low as \$5.25. He said the stores, whose operations Franklin described as much like that of K-mart or Target department stores, carry 1,200-1,500 titles most of the time. Franklin said most of the inventory was "hit" product or product from more identifiable or established artists.

(continued on page 14)

Pressing Costs Are Going Up

by Marc Cetner

LOS ANGELES — As a result of spiralling labor costs, soft market conditions and steady double digit inflation, many of the nation's leading record pressing plants have increased the price for manufacturing albums and singles. The CBS and Monarch record pressing operations announced price hikes in the first week of January; Pickwick reported that it will soon be adjusting its pricing structure, and other plants are expected to follow suit shortly.

"It's our first increase in more than a year, and it simply reflects the general state of the economy," said Jack Storty, senior account executive for Columbia Record Productions. "The new prices have been influenced by such things as paper costs and wage increases, and I'm sure most of the major manufacturers will be following suit."

CBS Bows Revised Policy For Tallying Returns Allowance

by Richard Imamura

LOS ANGELES — CBS Records has revised the procedure by which it calculates the monthly returns allowance for its accounts. CBS officials were unavailable for comment, but according to retailers contacted by **Cash Box**, the new method, which calculates the returns allowance from the prior month's orders rather than the previously used annual totals, went into effect Jan. 1.

Using the new procedure, according to the retailers, CBS calculates the account's monthly returns allowance by taking 20% of the prior month's gross billing. While there was no indication by CBS whether or not any unused credits could carry over from month to month, the retailers said that accrual would most likely be retained as a policy.

Under the previous system, CBS calculated the monthly returns allowance by taking 1/12 of 20% of the account's gross billings for the previous 12 months. The returns allowance could then be applied to all CBS product except singles, Christmas releases, limited edition product and initial shipments on those releases included in its "artist development" program.

Impact Uncertain

While the retention of the 20% returns ceiling guarantees that the overall returns allowances for accounts will remain un-

(continued on page 12)

CBS has increased the pressing price on albums three cents to 58 cents and upped singles 1½ cents to 21 cents, a 6% hike.

Monarch Records of Sun Valley, Calif. also bowed a new pricing schedule in early January, boosting the pressing price for albums two cents to 56 cents and singles one cent to 19½ cents.

Higher Costs Blamed

Bob Barone, vice president and general manager of Monarch, said the price change was stimulated by wage and utility increases. "Utilities, especially in California, are out of hand, and we have to pass that cost along to our customers if we are to maintain any profit margin at all," he said.

Keel, the pressing plant for Pickwick, has announced that it will be implementing a price increase in the next few weeks that

(continued on page 12)

Additionally, the spokesman stated that the interim pacts, which the AFM entered with about 20 independent production firms, would revert to the terms of the new tentative contract between the musicians' union and film producers (**Cash Box**, Jan. 24). Under the terms of the interim agreements, musicians earned an average rate of \$139.89 for a three-hour recording session, a 15% increase over scale pay for the same work under the previous contract.

TV, Film Scoring Starting

Approximately 2,200 musicians are actively involved at present in TV and film scoring work, according to the AFM spokesman, who added that about \$1 million per month in salaries was lost as a result of the strike, despite the fact that the interim pacts were in effect.

However, a **Cash Box** survey of recording studios in the Los Angeles area, most of which are principally involved in TV and film score recording and ancillary services, revealed that although there has been a tremendous upsurge in business since the tentative agreement was reached, studio managers and owners indicated it

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RADIO PACTS WITH ATLANTIC — Radio Records, Inc., the Florida-based record company, has reached an agreement with the Atlantic Recording Corporation whereby the label's product will be marketed and distributed exclusively by Atlantic Records. The first release under the agreement will be a single, "Hold On," by the re-formed Badfinger, scheduled for Jan. 26, with an album, "Say No More," due in mid-February. Other artists currently signed to Radio include Glass Moon and Love Affair. Shown at the signing are (l-r): Dave Glew, Atlantic executive vice president/general manager; Ed McGlynn, Radio Records chairman; Sheldon Vogel, Atlantic vice chairman; Ahmet Ertegun, Atlantic chairman; Dick Kline, Radio Records president; and Doug Morris, Atlantic president.

Broadcasters Predict Tighter Playlists, More Country In '81

by Mark Albert

LOS ANGELES — 1981 looms as a year of ever tightening playlists due to intensified competition on all levels for ratings and ad dollars and further proliferation of country crossover into the mainstream, according to a recent **Cash Box** survey. Equally significant, and perhaps more important for the new decade, radio will become highly localized due to economic and market forces, competitive situations (particularly on the FM band) and an explosion of satellite use.

In larger markets, the increasingly competitive climate has forced many Top 40 and AOR programmers to resort to extensive market analysis and research to determine the musical common denominator that will appeal to the masses. Tight playlists have been a part of competitive programming in Top 40 radio for years, but in pursuit of ratings and advertising, this methodology has also spread to many FM stations. In addition, a growing number of black contemporary (B/C) stations have begun paring playlists as the number of stations has increased. Increased competition has caused programmers to be more conservative and selective in order to appeal to the widest possible audience.

MCA's Sheinberg Calls For Closer Label, Video Ties

LOS ANGELES — Corporate plans for 1981, live performances at various clubs and numerous seminars, product sessions and roundtable discussions highlighted the annual national convention held Jan. 16-18 by the MCA Records Group, which includes the MCA Distributing Corp. and MCA Records. The convention, held at the Sheraton Universal and Universal Studios, also celebrated 1980 as the best sales year in the company's history.

In the keynote speech Saturday, Jan. 17, Sid Sheinberg, president and chief operating officer of MCA Inc., noted the "tremendous growth of MCA Records in the last year, especially with the acquisition of ABC Records in 1979." He also projected a stronger and more competitive music industry and called for a closer relationship between the company's music, video and film divisions.

Al Bergamo, president of MCA Distributing Corp., supported Sheinberg's comments and told the convention gathering that 1980 was financially the best year in the company's history.

Bob Siner, president of MCA Records, praised the many artists who helped contribute to the company's success and elaborated on the essential cohesiveness of both divisions under the Records Group umbrella. Siner pointed out that due to the "intense effort" within the Records Group, MCA Records' ranking among record companies jumped from 17th in 1979 to sixth last year.

The convention kicked off Friday, Jan. 16, with a gala celebration at the Los Angeles headquarters of MCA. Along with MCA personnel, press, management and guests, many of the label's recording artists were also present, including Olivia Newton-John, Bernadette Peters, Small Talk, Donnie Iris, Alicia Myers and Steve Cropper.

Awards Ceremonies

Awards were given to both distribution and record division employees for their contributions to the company in 1980. Salesperson of the year was shared by Jan Bozarth and Cheryl Gersch, both from the Houston branch. In a separate ceremony, Ed Keelan, branch manager in Baltimore,

(continued on page 33)

"I think we will see this trend of tightening playlists continuing through the year," said Bob Linder, vice president and general manager of New Jersey AOR WDHA/-Dover. "When FM came into existence, stations could afford to be adventurous and free-wheeling because they were an alternative to 'jukebox radio' on the AM dial. Now, as the number of FMs has increased so dramatically and become the most listened to format, the battle for ratings and advertising dollars has made people conservative in their endeavors to find what few hits will appeal to the masses."

A Question Of Quality

John Moen, PD at B/C-formatted WOOK in the highly competitive Washington, D.C. market, said that radio listening time of blacks is far greater than it has been in the past, but programming will be cautious anyway. "While there's been an increase in specialty formats, we still have less competition than the long-standing AORs and Top 40s," Moen explained. "However, you still have to be cautious or run the risk of losing a portion of that audience you have already established. My concern is with the overall quality of albums. I think radio in general would open up more to include various LP cuts if the selection was there."

At the opposite end of the spectrum, it was generally agreed that country music stations have the loosest playlists, due in part to a faster turnover of records. Equally important to note, however, is the fact that until 1980, many markets, including Los Angeles and New York, were serviced by only one country station.

Don Langford, PD at Los Angeles' long standing traditional country station, KLAC, said that country radio went through the tight playlist syndrome a few years ago, but it was never successful in the ratings. "Country radio gave up on tight playlists because we realized that we could kill an art form if there was no flexibility on our lists," Langford explained. "And when you are dealing with an older audience, they do not want to hear the same songs over and over."

"We have more competition in town now (KHJ-AM and KZLA-FM), and I think that will be good for us and for country music. I also think that because not enough new pop artists get a chance on the Top 40s, we'll see country music enjoying quite a bit of success on pop stations this year."

Country Boundaries Blurred

Echoing Langford's thoughts, Hairl Hensley, PD at WSM/Nashville, commented, "With all the crossover this year, many artists like Kenny Rogers are hard to label as country anymore. The music isn't losing its identity, because you still have the traditional artists, but the new fans we gain every day are not the fans of the traditional."

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ANNOUNCED AT MIDEM

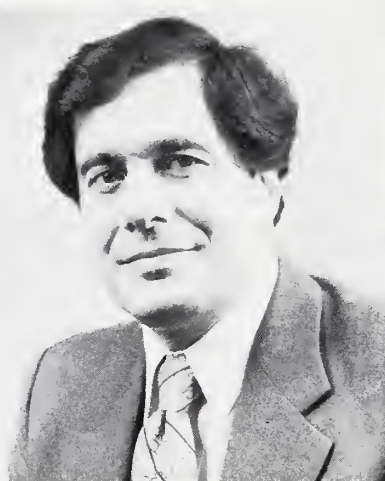
French Committee Will Study Impact Of Home Taping

by Paul Bridge and Dilek Koc

CANNES — A major step forward in the fight against copyright infringement via home taping was announced by Jean Philippe Lecat, French Minister of Culture and Communications, in his opening address at the MIDEM international convention here Jan. 23. Lecat's announcement of the French government's formation of a committee to investigate home taping and recommend solutions to the problem was the highlight of his well-received address.

Scheduled to begin operations March

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Neil Bianco

Bianco Named To Exec VP Post At PolyGram Corp.

LOS ANGELES — Aniello A. (Neil) Bianco has been named to the post of executive vice president of the PolyGram Corp., effective Feb. 15, 1981. In his new position, Bianco will serve as the chief financial and administrative officer of the company.

Prior to his appointment at PolyGram, Bianco was a partner in the public accounting firm of Arthur Young & Co., based in New York. He joined Arthur Young in 1961, rising to manager in 1966 and principal in 1969. Bianco was named a full partner in 1971.

Bianco's specialty is in the field of finance and accounting for sports and entertainment fields, and served in that area with Arthur Young since 1977. He also served as the chairman of the Entertainment and Sports Accounting Committee of the New York State Society of Certified Public Accountants from 1973-74.

A native of New York City, Bianco currently resides in Greenwich, Conn., with his wife, Louise, and a son and two daughters.

Commenting on Bianco's appointment, PolyGram Corp. president and chief executive officer Harvey Schein said, "Neil Bianco's highly respected position in the entertainment field and, most importantly, the expertise that has brought him this respect, will greatly aid us in firmly establishing PolyGram at the forefront of the United States entertainment industry. We are obviously delighted in Neil's decision to take on this most important job and gratified in his confidence in PolyGram's future."

RCA Reports Record Earnings During 1980

NEW YORK — Aided by what was called a "strong performance" by the record division, RCA earnings reached a new high in 1980 for the fourth consecutive year.

In reporting fourth quarter results, RCA chairman Edgar H. Griffiths noted that sales for the year and sales and earnings for the fourth quarter also set new records. He added that it was the first time that sales for any year in the company's 61-year history surpassed the \$8 billion mark and that sales for any quarter exceeded the \$2 billion level.

Net income for the full year 1980 rose 11% to a record \$315.3 million, from \$283.8 million in 1979. Sales increased seven percent to a new high of \$8.01 billion from \$7.45 billion.

Earnings for the three months ended December 31, 1980 rose 13%, reaching a new fourth quarter high of \$79.1 million, compared with \$70.1 million in the same period a year earlier. Sales for the fourth quarter were at a new peak of \$2.09 billion, an increase of five percent over \$1.98 billion a year ago.

(continued on page 14)



It has indeed been a "Fantastic Voyage" to the top of the B/C chart for Solar recording group Lakeside. The straight ahead R&B/funk/party band first reared its talented head on the black contemporary chart in 1979 with the smash hit "All The Way Live," and hasn't looked back since.

The nine-piece band developed into a concept group last year with the cowboy-themed "Rough Riders," which went Top 20. But this time around, the gang has traveled even deeper into B/C waters with the Buccaneer motif of "Fantastic Voyage."

The celebratory, dance party album has already gone Top Five on the **Cash Box** B/C Album chart, and the title song has shot to the #2 position on the B/C Singles chart.

The band had its beginnings in Dayton, Ohio, and by the early-'70s, the funk machine, then known as the Ohio Lakeside Express, had become the toast of the Ohio club scene.

Longing for national attention, the band headed for L.A. hoping for a record deal and fame, but it was rough going. They settled for playing such L.A. clubs as Maverick's Flat at first.

However, the band's rowdy live show at the central L.A. club soon gained label attention, and after a short stint with Motown, Lakeside signed with ABC. But, the band's debut LP, produced by friend Frank Wilson, was caught in the political shuffle at ABC and shelved.

After extensively touring Europe and Canada, the band joined manager Dick Griffey's fledgling Solar label. The debut LP was produced by Griffey and label producer Leon Sylvers, and filled with powerful funk-laced vamps, four-part harmonies, strong lead vocal work and dynamic instrumentation.

The band has been perfecting its exhilarating R&B/funk style since, and three albums down the road, Lakeside has come up with its most accomplished and successful LP yet with "Fantastic Voyage."

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OUR M.V.P.'S*

Best New Artist

Robbie Dupree
ELEKTRA

**Best Pop Vocal Performance By
A Duo or Group with Vocal**

He's So Shy
Pointer Sisters
PLANET (single)

Best Rock Vocal Performance, Female

How Do I Make You
Linda Ronstadt
ASYLUM (single)

Best Rock Vocal Performance, Male

Boulevard
Jackson Browne
ASYLUM (single)

**Medley: Devil With The Blue Dress/Good
Golly Miss Molly/Jenny Take A Ride**
(track from "No Nukes")
Bruce Springsteen
ASYLUM

Best Rock Performance By A Duo or Group With Vocal

Another One Bites The Dust
Queen
ELEKTRA (single)

Best Country Vocal Performance, Male

Drivin' My Life Away
Eddie Rabbitt
ELEKTRA
Lookin' For Love
Johnny Lee
FULL MOON/ASYLUM

Best Country Instrumental Performance

Orange Blossom Special/Hoedown
Gilley's "Urban Cowboy" Band (track
from "Urban Cowboy")
FULL MOON/ASYLUM

Best Country Song

Drivin' My Life Away
Eddie Rabbitt, Even Stevens & David
Malloy, songwriters (Debdave
Music/Briarpatch Music, Publishers)
Lookin' For Love
Bob Morrison, Wanda Mallette, Patti
Ryan, songwriters (Southern Nights,
Publisher)

**Best Album of Original Score Written
for a Motion Picture or a Television Special**

Urban Cowboy
Various Artists
FULL MOON/ASYLUM

Best Album Package

Cats (Cats)
Ron Coro/Johnny Lee, Art Directors
ELEKTRA

Producer of the Year

Queen and Mack

Best Opera Recording

Weill: Silverlake-Julius Rudel cond.
N.Y. City Opera Orchestra & Chorus
Principal Soloists: Joel Grey,
William Neill, Elizabeth Hynes, Jack
Harrold, Elaine Bonazzi
NONESUCH

THE 23RD
ANNUAL
GRAMMY
AWARD
NOMINEES

Elektra/Asylum's

*Most Valuable Players



NEW FACES TO WATCH



Amber

When MCA recording artist Amber was a little girl growing up in New York, she had one persistent, burning ambition — to become a famous songwriter. Casting aside many of the usual activities of "normal" children, despite bewilderment on the part of her parents, friends and teachers who all thought she was "a little strange" for daydreaming about music and devoting all of her time to writing, Amber remained true to herself and firmly committed to pursuing her dream.

"My parents and everyone thought that there was something wrong with me," Amber recalls, "but I saw my future and knew exactly what I wanted to be. I simply refused to allow anyone or anything to discourage me."

For Amber, persistence and years of determined hard work finally paid off, culminating with the recent release of her debut self-titled MCA album. Additionally, the first single culled from the LP, "Dancin' To Our Song (In Someone Else's Arms)" has gained favorable initial radio air play on pop, adult contemporary and dance stations in various parts of the country.

Amber was born in New York of French-Sicilian ancestry and grew up in a show business family where endless dinner parties and guests livened the household. Her mother was a television script writer, her step-father a TV actor and her sister an actress as well. Amber was determined to express herself through music.

Three years ago, jobless, without a car and in the midst of a dissolving personal relationship, Amber picked herself up from what she says was the lowest point in her life. Her determination and self-confidence, however, brought her to the doors of United Artists Music, where she met veteran producer-songwriter Jack Keller, who has since become Amber's musical collaborator and producer.

"At the time I met Jack," Amber explained, "I had almost committed myself to strictly writing. I wanted to sing, but I was beginning to suppress myself. It was Jack who really encouraged me to start singing again."

Amber and Keller's writing met with almost instant success, as their second song, "Ready Or Not," was recorded by Diana Ross, Johnny Mathis, Helen Reddy, Deneice Williams and Debra Washington, among others. Yet another of their songs, "Pure Love," was recorded by French songstress Sylvie Vartan.

Amber's primary musical influences — jazz and R&B — are very apparent in her ballads and mellow dance compositions.

"There's plenty of emotion in those styles of music," Amber points out, "that makes you think about life and people. My words are from, and aim at, the heart, and I like my lyrics to have a touch of irony, without being contrived."

Asked if she would like to perform live, the pretty songstress replied that if she could put together the right band and an act that included dancing — "I always wanted to put together a female version of The Temptations" — then yes. But for now, Amber is anxious to get back into the studio. She has also set her sights on television.



Kwame

"I want to be promoted as an artist who happens to make reggae music, not as a noble savage," says Polydor recording artist Kwame Hoshimu. "A lot of the generalities applied to reggae have nothing to do with me." Despite his disclaimer, Kwame's debut album, "Follow i," reveals his deep roots in the Jamaican reggae sound. "There are performers doing good music in the U.S.," he says, "but when most record labels want to wet their feet with reggae, they look to whoever is currently hot in Jamaica. Few are willing to try to develop a new artist from scratch."

While Kwame is a new artist, his record debut has 10 years of wide ranging experience behind it. Kwame was born and raised in St. Ann's, Jamaica — birthplace of Bob Marley, Wineton "Burning Spear" Rodney and Rasta hero Marcus Garvey — and began his musical career in 1970 as the 16-year-old musical director of the cultural choral group "Sing Out Jamaica," which toured Jamaica and the Caribbean. He produced early sides by Augustus Pablo and Linval Thomas at the Randy's and Harry J Studios. In 1974, he studied at the Hartford Conservatory of Music. In 1975, he moved to New York City where he formed and led the Full Hand Band, which played on the East Coast club circuit. In 1977, they were joined by Wailers' lead guitarist Al Anderson. In 1978, Kwame left the band to "reassess his direction" and formed his own Chanti label, where he wrote, produced and arranged three singles — two featuring himself as lead singer.

He decided to cut an LP to express his wide variety of feelings and got in touch with producers Lee Jaffe and Karl Pitterson, who'd previously worked with Marley, Peter Tosh, Toots & The Maytals, Robert Palmer and Steel Pulse. Through his associations with the reggae scene, he assembled a top flight studio band and recorded the album independently. The process required a year's work, after which he sought the right outlet for it. He finally settled on Polydor because "Stu Fine had the right attitude and wanted to do something in the reggae field. With a new artist, you need major label support to get airplay, especially since there's resistance to the music; but I felt that since I was the only reggae artist on the label, I wouldn't get lost in a crowd of similar sounding performers."

"Follow i" offers a variety of approaches, from the socially militant stance of "Zimbabwe" (which is actually about South Africa) to the more personal "Mama Say" and "Family Affair." "I tried to strike a balance," Kwame says, "the artist's music should reflect his life, and he has the responsibility not to stack the deck in one direction because life isn't like that. For example, if I sing about African heritage, it's not just slavery, but the whole heritage of Africa which concerns me as a black man."

The album was released in late November and has gotten a good initial media and radio reaction, according to Kwame, who hopes to tour in the Spring with a band drawn from some of the musicians who contributed to the album, including drummer Balford Breadwood, guitarist Joe Ortiz and ex-Full Hand bassist Winston Gardner.

ARTIST PROFILE

Leo Sayer Finds Success As Musical Quick Change Artist

by Marc Cetner

LOS ANGELES — Leo Sayer has suffered from an identity crisis throughout his eight-year, seven-album career. A folk artist when he first arrived on the British music scene in 1973, he has since worn the clothing of the love balladeer, disco maven, soul man and rocker on his road to pop acclaim.

The versatile artist's penchant for abrupt changes in musical direction has led to such hits as the rocking "Long Tall Glasses," the dance-oriented "You Make Me Feel Like Dancin'" and "the lilting ballad, "When I Need You."

However, his affinity for "altered states" within the pop music realm has been somewhat of a mixed blessing. Early folk-oriented songs such as '74's "One Man Band," were successes; but his most mature work, '75's inventive "Another Year," failed commercially. Then, while his follow-up record, "Endless Flight," was an unequivocal smash, its successors also failed to catch on.

Sayer's career has, indeed, been a bumpy one; but he is currently enjoying a comeback after the disappointing "Thunder In My Heart" and "Here" albums. His new "Living In A Fantasy" LP has spawned the smash single "More Than I Can Say" and represents a new glossy pop sound for Sayer.

"I've never been one for follow-up songs," says Sayer, "and I haven't deliberately tried to make uncommercial albums. I've simply looked at my musical career as a series of creative highs. I find a good part of me likes to explore all the musical territories, and I've encompassed a wide variety of styles. I've suffered for it, though. I think my career would have gone on a lot smoother if I'd kept to the same kind of sound all along."



Leo Sayer

It is Sayer's association with slick producers, such as new found friend Alan Tarney and old comrade Richard Perry, along with his fondness for the old fashioned Top 40 love ballad and a theatrical stage presence, that has led many to label the diminutive Briton an A/C-Vegas type performer.

"I think it was when I started my association with Richard Perry that people started making associations with me as a Vegas showman. I suppose there is an element of the middle-of-the-road performer in me. But, it's just another aspect of my style."

In truth, Sayer began his career as the complete antithesis of the Las Vegas performer, as he first forged his career on the London folk circuit with the likes of Al Stewart and Donovan. His first foray into music was as a harmonica playing busker on The Portebello Road.

"It was a great sort of education to be

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Diverse Cast For Daniels Jam

by Jennifer Bohler

NASHVILLE — An estimated 9,900 fans and some 1,500 special guests attended Charlie Daniels' seventh annual Volunteer Jam at Municipal Auditorium here Jan. 17. Additionally, seven radio stations carried the Jam to hundreds of thousands of listeners, and DIR Broadcasting recorded the event for later airing over its more than 250 King Biscuit stations.

Tickets for Volunteer Jam VII, hosted by Daniels and crew, were sold out in a matter of two hours, despite the fact that special guest artists are never announced prior to their introduction onstage by Daniels. Each year the musical diversity of the acts ap-

pearing at Jams seems to increase, and this year was no exception as such artists as Grinder Switch, McGuffey Lane, the Winter Brothers Band, Papa John Creach, Ben Smathers and the Stony Mountain Cloggers, Roy Acuff, the Jordanares, the Henry Paul Band, Bobby Bare, Jimmy Hall, Crystal Gayle, Dobie Gray, Shakin' Stevens, Ted Nugent, Johnny Lee, Doug Gray, Kelly Harland, Billy Joel, Richie Canatta, Mickey Gilley, Jimmy C. Newman and Cajun Country, Delbert McClinton, Molly Hatchet and John McEuen took the stage. Daniels and band members Tom Crain, Joel DiGregorio, Charlie Hayward,

(continued on page 22)



JAMMING AT THE JAM — Charlie Daniels' Volunteer Jam attracts one of the most diversified assemblages of musicians on one stage of any concert extravaganza, and this year was no exception. Pictured backstage during the Jam are (l-r): Capitol artist Delbert McClinton; Columbia's Billy Joel; Epic's Dave Hlubek, guitarist for Molly Hatchet; and Epic artists Ted Nugent and Mickey Gilley.

THE REDDINGS. THEIR NEW SINGLE IS A MUST!



Otis' sons and nephew are following up their smash debut single, "Remote Control," with a beautiful ballad called "I Want It."

It's a song you'll find as irresistible as The Reddings themselves.

So don't wait for someone else to persuade you to play it or stock it.

"I Want It" now!

The Reddings.
"I Want It."
From their debut album, "The Awakening."
On Believe In A Dream Records and Tapes.



Give the
gift of music.



Produced by Russell Timmons and Nick Mann. Believe In A Dream Records is distributed by CBS Records. © 1981 CBS Inc.

Thorward Named To Marketing VP Post With RCA

NEW YORK — Richard F. Thorward has been appointed division vice president of marketing for RCA Records.

In the newly created position, Thorward will report directly to Robert Summer, president of RCA Records, and have a wide range of responsibilities pertaining to marketing and marketing concepts on a global basis for RCA Records' multi-national operation.

In making the appointment, Summer noted that "as a worldwide company distributing entertainment products, the strategies needed to integrate our marketing efforts become increasingly complex. Thorward, with his broad background in both domestic and international marketing, will be responsible for centralized planning and research for the division, and additionally, will participate in specific programs throughout the world."

Prior to joining RCA Records, Thorward was group marketing director, diversified group, of Consolidated Foods Corporation. He began his career in 1974 with Kraft, Inc., where he rose to assistant marketing manager before joining Swift and Company in 1977 as brand manager with general marketing administration duties.

Thorward will make his headquarters at RCA Records' home office in New York.

Hess Named To VP Post At Lax

LOS ANGELES — John Hess has been named to the post of vice president of A&R at LAX Records. Reporting directly to label heads Steve Gold and Jerry Goldstein, Hess will be responsible for the acquisition of recording artists and artist relations for the label. In addition, Hess will direct the areas of record production, oversee the label's new recording studio and supervise overall operations for the company.

A 10-year veteran of the music industry, Hess most recently served as president of Marketing Ltd., a firm specializing in the production and marketing of audiophile records. Prior to that, he was the manager of StandarDisc for Audio-Techinica and director of marketing for Century Records.

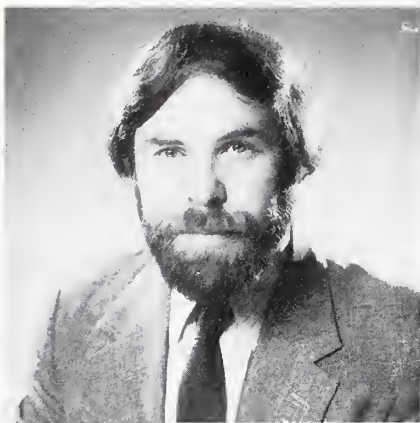
Commenting on his new appointment, Hess said, "LAX's philosophy is to build careers, and I'm looking for hit records from writer-oriented artists. Record buyers believe records have great entertainment value, and they will purchase the sounds that turn them on. With our ear to the street, LAX is in constant search for those artists, including, but not limited to, tasty rock 'n' roll and back-to-roots R&B. We will also release product for jazz, MOR and country markets with a special concern for quality."

Avanti Artists Formed

NEW YORK — Larry Palmacci and Mel Prives have formed Avanti Artists, a worldwide artist and producer management corporation, with its principal office in New York City.

Avanti Artists' management approach includes writing with the artist to develop repertoire and stage show, placing the artist with a label and following up the product both within the label and in the marketplace. Another special feature of Avanti Artists will be the representation of album producers, including protection of the producer's equity in an album by coordinating the label's marketing process.

Palmacci said, "With the growing importance of the film industry in recorded music, the rise of videotapes and discs, and the demands of a worldwide international marketplace, the management team must be aware of the new potential markets open to the artists' product."



Al Teller

Teller Joins CBS

NEW YORK — Al Teller has been appointed vice president of operations on the staff of the deputy president, CBS Records Group.

Teller will report directly to M. Richard Asher, deputy president and chief operating officer, CBS Records Group, on combined U.S. and international, technical manufacturing and logistical operations. He will work closely with the operations heads of CBS Records Division and CBS Records International Division to formulate manufacturing and operations strategies and to identify and develop solutions to problems common to both divisions.

Teller began his career in 1969 as assistant to the president, CBS Records Division, and in 1970 moved to Playboy Enterprises as director, corporate development. He returned to CBS Records in 1971 as director, marketing development, and was subsequently named vice president, merchandising. Appointed president of United Artists Records in 1974, he established his own financial and marketing consulting firm in 1976. Teller has been president of Windsong Records since 1979.

Colberg Named VP Of Promotion, PolyGram Records

NEW YORK — Don Colberg has been named vice president of promotion for PolyGram Records, it was announced by Bob Sherwood, executive vice president and general manager of the company. In his new post, Colberg will be in charge of all national promotion for PolyGram product, with the entire pop, rock and country, national, regional and local promotion staffs reporting directly to him.

In making the appointment, Sherwood commented, "Don's experience with major record companies as well as independent distribution on a national, local and regional basis makes him the perfect choice for this position. Don has a great feel for music and people, with a marked proficiency in the skills required to develop airplay. He can work effectively with all other creative and marketing personnel to develop an artist's potential to the maximum."

SESAC Revises Rates

NEW YORK — SESAC, the performing rights organization, recently announced a new rate schedule for the licensing of theaters, auditoriums, and concert halls. The fees, based on seating capacity, range from \$100 to \$600 annually and, according to the licensing firm, reflect a more equitable payment scale than the previous one.

Under the new schedule SESAC will continue to license facility owners rather than promoters, organizers, or other third parties. Owners of theaters, auditoriums, and concert halls will be covered for all performances of SESAC licensed material.

The new rate card became effective Jan. 1.

EXECUTIVES ON THE MOVE



Estevez

Diante

Kim

Solleveld

Changes At ERH — The record production coordination service has announced the addition of Stuart Tatic as national sales manager. He was previously with Capitol Records as a territory manager, NBC Radio's WYNY-FM as an account executive, and WRNW-FM as a sales representative. Other changes include Bob Shavelson who was promoted to executive vice president while Michael Halpern continues his responsibilities as president of ERH.

Klein Named — Island Records has announced the appointment of Mel Klein as financial director/controller for the label. He will function as the chief financial officer for Island's American operations. He comes to Island from Polydor Records, where he was vice president of finance.

Estevez Named At CRI — CBS International has announced the appointment of Juan A. Estevez Jr. to director, national sales and promotion for Discos CBS International. He has been with CBS since October, 1979. Prior to joining the company, he was national sales and promotion manager for Alhambra Records.

Diante Named At April-Blackwood — April-Blackwood Music Publishing has announced the appointment of Denny Diante as director, creative services, April-Blackwood Music Publishing. Since 1978 he has served as vice president, A&R, RCA/Windsong Records. From 1973-1977 he was vice president, A&R, United Artists Records.

Kim Appointed At E/P/A — Carmel Kim has been appointed manager, artist development, west coast, Epic/Portrait/CBS Associated Labels. Most recently she has been coordinator, artist development, west coast, E/P/A. She joined CBS Records in 1978 as coordinator, artist development, black music marketing.

Solleveld Appointed At April-Blackwood — April-Blackwood Music Publishing has announced the appointment of Ron Solleveld as director, creative services, international, April-Blackwood Music Publishing. Since 1978 he has been general manager of Intersong International, based in London. From 1976-1978 he served as general manager of Intersong USA.

Smith Appointed — Island Records has announced the appointment of Ellen Smith as publicity director for the label. Prior to joining Island, she was an account executive with The Howard Bloom Organization from 1978 to 1980, an account executive with the Raleigh Group, Ltd., and publicist for The Robert Klein Radio Show.

Thompson Promoted At E/A — Carol Thompson has been promoted to A&R general manager at Elektra/Asylum Records. Previously, she was A&R product manager, a post she had held since summer '79. Before that, she was the label's west coast A&R representative.

20th Music Names White — 20th Century-Fox Music Publishing has announced the appointment of Karen White to the post of administrative assistant to Andre Fischer. White will work directly with Fischer, executive and in-studio producer for the newly formed 20th Century-Fox Music Production unit of the pubbery. White comes to the firm after serving as production assistant to Steve Barri and Michael Omartian.

Tillisch Named At Elektra/Asylum — Elektra/Asylum Records-Nashville, has announced the appointment of Ginger Tillisch to director of administration for E/A Nashville. Tillisch will report directly to Bowen in Nashville and Mrs. Helms, vice president of administration in Los Angeles. Her duties include coordinating label copy and sales reports, as well as maintaining the E/A local checking account. Prior to joining Elektra, in May 1980, she was publicity assistant at Capricorn Records in Macon, Ga.

David New NARM Director — Paul David, president of Stark Record and Tape Service, has been named a member of the NARM Board of Directors, filling the vacancy created on the nine man body by the resignation of David Siebert.

Sykes Named At WASEC — John Sykes has joined Warner Amex Satellite Entertainment Company as director of promotion for music program development. Before joining WASEC, Mr. Sykes was a promotion manager, CBS Records, most recently in Chicago and prior to that in upstate New York, responsible for an area including Buffalo, Rochester and Syracuse.

Greece Joins Levinson — Peter Levinson has announced the appointment of Helene Greece as an account executive at Peter Levinson Communications. Prior to joining Peter Levinson Communications, she was actively involved in the publicity campaigns for Sid Bernstein Associates, T.G.I.F. Restaurants, and The Glenn Miller Orchestra.

Ciporen Named At WASEC — Helaine Ciporen has been appointed eastern regional sales director for Warner Amex Satellite Entertainment Company. Before joining WASEC, she was communications marketing manager for Manhattan Cable Television in New York. Prior to that she was an administrative director for the San Francisco Art Commission.

Hyde Joins Jam — Jam Entertainment announced the latest addition to their staff. Kathi Hyde, formerly vice president and artist representative with Century Artists, Ltd. of Atlanta, is now booking dates at Jam.

Josephs Joins Rojac — Rojac & Tayster Records has announced the appointment of Jennifer Josephs to director of publishing of Streetcar Music, Inc., the label's publishing division. She is also involved with the record division as publicity manager. She has previously worked with Cotillion/Pronto/Walden Music, Atlantic Records and the Jamaican Broadcasting Corporation.

Rader Resigns — Julie Rader, director of national promotion for Leber-Krebs, has resigned that position to pursue independent projects. Prior to joining Leber-Krebs, she was the director of national secondary promotion for Silver Cloud Records and held similar positions at Midsong International and Private Stock Records.

Marquee Names Haddad — Edward J. Haddad has been named executive vice president of Marquee Entertainment Corporation. In this capacity he oversees all operations of bookings for Marquee theatres including the Sunrise Theatre in Sunrise, Florida and the Circle Star Theatre in San Carlos, California.

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

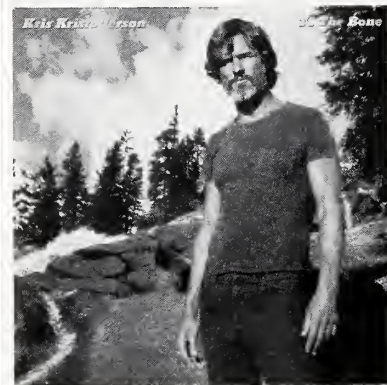
SANDINISTA! — The Clash — Epic E3X 37037 — Producer: The Clash — List: 14.98 — Bar Coded

This seminal music act get's even more political and adventuresome than last year's brilliant "London Callin'" LP with "Sandinista!" Named for the revolutionary people's party that overthrew the Nicaraguan government in 1979, the album runs the gamut of modern musical styles — Motown, rock, reggae, gospel, dance and new wave — and proves that this British foursome is one of the most intelligent and talented acts on today's pop scene. AOR programmers might have trouble wading through this mammoth three LP package, but it has a couple of sure winners in "The Leader" and "Hitsville U.K."



IN OUR LIFETIME — Marvin Gaye — Tamla T8-374MI — Producer: Marvin Gaye — List: 8.98

This Motown legend may never again reach the greatness of his "What's Goin On/Inner City Blues," days but he's delivered a pretty fair album with "In Our Lifetime." His ever so smooth vocals flow gracefully over such tracks as the hypnotic "Love Party," and the floating "Praise." It's been several years since Gaye has come up with anything exciting, and this adult contemporary cum R&B LP is a refreshing comeback. Many of Gaye's early fans might find his new approach a little tame, but it's just his way of slipping into the '80s.



TO THE BONE — Kris Kristofferson — Columbia JZ 36885 — Producer: Norbert Putnam — List: 7.98 — Bar Coded

The singer/actor country boy cum Rhodes scholar is back with a renewed vigor on "To The Bone." His lyrics are a lot more thought provoking than anything he's done in the past few years and his hot country rock band has him singing with the strength of his "Sunday Morning Comin' Down Days." His guttural, pleasantly off key singing style melds beautifully with the harmonies of Gene Clark and Billy Sun. And three breezy country rockers — "Snakebit," "Star-Crossed" and the title track — make the LP an unqualified success.



BUMP IN THE NIGHT — Ian McLagan — Mercury/PolyGram SRM-1-4007 — Producer: Rob Fraboni — List: 7.98

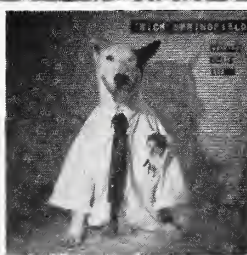
This is ace ex-Faces keyboardist McLagan's second solo effort and he appears to more than amply make good on the promise of last year's effort. The album's contents has a definite live, near party feel, an atmosphere McLagan seems to work best in. With Ron Wood making an appearance on "Bump In The Night," an element of "Stonesian" rock seeps in as well giving McLagan a cohesive framework to hang his well crafted, piano fired blues-rock tunes onto. The top tracks on this Rowdy Briton's latest are "Judy Judy Judy," "Boy's Gonna Get It" and "Little Girl."

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

WORKING CLASS DOG — Rick Springfield — RCA AFL-3697 — Producers: Rick Springfield & Bill Drescher — List: 7.98

The cover is an unsubtle hint that Springfield has changed since his teen beat "Speak To The Sky Days." But his change is a true metamorphosis as his energetic power pop is closer to early Cheap Trick and Raspberries than Bobby Sherman. Crystalline power chords, bracing harmonies and catchy as all get out hooks make this LP a rock 'n' roll event. Best cuts on this fine effort are "Carry Me Away," "Love Is Alright Tonite" and "Jessie's Girl."



BLUE RUE — Gerard McMahon — ARC/Columbia — Producer: Gerard McMahon — List: 7.98

Take the darker side of new wave pop and sugar coat it with '60s refrains and hooks and you have the sound of Gerard McMahon. There's not a dull cut on McMahon's debut LP, which reveals that he and his fine Colorado-based band possess a pleasing style that should find ready acceptance at Top 40 as well as AOR radio. Songs like "Town Girls" and "Taxi (Nightdriver)" are overflowing with catchy bridges and choruses.



BORDERLINE — Ry Cooder — Warner Bros. BSK 3489 — Producer: Ry Cooder — List: 7.98 — Bar Coded

Cooder could easily write the book on this history of guitar, since his magic fingers can play anything from bluegrass to flamenco and tell what era the song came from. This time out Ry and his tight knit band are out to cut loose and have a little fun as they treat reggae, tex mex, rockabilly and blues in rave up fashion. Cooder fans should check out "Speedo" and "Never Make Your Move To Soon" for the hot licks.



THE RINGS — MCA MCA-5165 — Producer: The Rings — List: 7.98

This Boston-based quartet has a lot on the ball with its self-titled debut album, which is dark, poppy and progressive. Comparisons to hometown neighbors The Cars are unavoidable, but who cares when it comes to good music? A little more musically versatile while not as talented as Rick Ocasek and crew, the band plays such interestingly sinister space age pop tunes as "I Need Strange," "Opposites Attract" and the album's showcase piece, "Got My Wish."



BARBEQUE KING — Jorma Kaukonen — RCA AFL-13725 — Producer: David Kahne — List: 7.98

The old Tuna man proves that he's still the rock 'n' roll boy he always was with "Barbeque King." His distinctive San Francisco rockin' blues sounds as fresh and alive as the day the Airplane first stepped on the stage at the Fillmore. Electric guitarists will revel in "Man For All Seasons," while the fans of good old fashioned gumbo blues will break out to the title track. Kaukonen tackles a lot of styles on this record and with his usual panache executes them flawlessly.



SOMEBODY'S KNOCKIN' — Terry Gibbs — MCA-5173 — Producer: Ed Penney — List: 7.98 — Bar Coded

This former Augusta, Ga. piano bar singer has a lazy country blues style that's charming adult pop and country programmers across the country. Her melancholy, Anne Murray-like vocals are perfect for the simple, melodic compositions of Ed Penney on "Somebody's Knockin'." The lowdown and bluesy "Rich Man" highlights the LP, but the title track and "Magic Time" are also highlights.



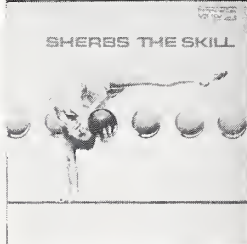
THE BREAD AND ROSES FESTIVAL OF MUSIC — Various Artists — Fantasy F-9011 — Producers: Belmont, Melmont and Kopeison — List: 11.98

This two-record set highlights various performances at the 3rd annual Bread and Roses Festival in Berkeley, Calif. and folkies should consider it a blessing. Artists such as Joan Baez, Pete Seeger, David Crosby, Hoyt Axton and Graham Nash grace this live recording from which all proceeds go to the organization that brings music to the penal institutions of California.



THE SKILL — Sherbs — ATCO SD 38-137 — Producer: Sherbs and Richard Lush — List: 7.98

Sherbert were one of the first Australian bands to gain international acclaim as their harmony filled easy listening teen pop earned them a fair amount of success. Now back as The Sherbs, the band proves that Australia doesn't have only AC/DC and Split Enz to offer. The revitalized fivesome plays a nifty brand of modern power pop that should please both Top 40 and AOR programmers. Best cuts are "I Have The Skill" and "Cindy's Waiting."



DISCONNECTED — Stiv Bators — Bomp BLP-4015 — Producers: Thom Wilson & Stiv Bators — List: 5.98

Stiv Bators is that loveable creepy kid brother you had in the seventies who left the room when you put on Tangerine Dream or Klaus Schulze. Later you found him with some other guys in the garage doing "Louie Louie" for the fourteenth time. Stiv bares his chest and maybe even moons his way through 10 originals, including The Electric Prunes' "Too Much To Dream" (a definite original) and "The Last Year," a minor classic in its own right.



HANDS IN THE TILL — Fortress — Atlantic SD 19282 — Producers: Freddie Piro and Larry Brown — List: 7.98

This California-based quartet plays an engaging brand of straight ahead rock that is at reminiscent of bands like Rainbow and Nazareth. But Fortress has a melodic edge that recalls label mates Foreigner as well. Led by the driving rhythms of guitarist Eric Turner and the singing of Jim West, the band should find a steady following on the concert circuit. Top cuts are the title track, "Back On The Path" and "Requiem."



Pressing Costs Are Going Up

(continued from page 5)

will be in line with competitors CBS and Monarch. Roger Gouldstone, vice president of manufacturing for Pickwick International and general manager of manufacturing for Keel, also said the new price structure is related to energy and environmental costs.

"Approximately 10% of the record pressing process is energy-related, and those costs are soaring," said Gouldstone. "When you couple that with the soft demand for record pressing, you have part of the reason for the price increase."

Gouldstone went on to say that environmental costs, such as the disposal of the rinse water used in the electroforming process during pressing, have contributed to the escalation of prices.

New EPA Regulations

"We used to be able to pour rinse water down the drain and forget about it," explained Gouldstone, "but now it's been labeled a pollutant by the EPA (Environmental Protection Agency), and it must be taken to their waste facility in New Jersey. We're now responsible to see that rinse water is scavenged and transported to the EPA plant. It costs a fortune."

Tom Arboit, plant manager for Capitol, and Hugh Landy, president of PRC Recording Co. in Richmond, Ind., also said they were feeling the economic pinch, but were both holding the line on prices.

Joe Talbot, president of The Precision and United pressing plants in Nashville, which are both holding back on prices, best described the current feeling of the independent presser. "These are uncertain times," he said, "and I'm nervous because I don't think there's enough demand to where I'd feel comfortable raising prices yet. The market just isn't that good overall, and I'm afraid we might just drive some

Stewart Headlines Acts On American Music Awards Fete

LOS ANGELES — Rod Stewart tops the list of performers scheduled to appear on the eighth annual American Music Awards, set to air live on ABC-TV, Jan. 30. Joining Stewart in one of his rare prime time TV appearances are John Cougar, Mickey Gilley, Stephanie Mills and The O'Jays.

Scheduled to appear as presenters during the program are Susan Anton, the Captain & Tennille, Kim Carnes, Lynda Carter, Mary Crosby, Lacy J. Dalton, Greg Evigan, Andy Gibb, Larry Graham, Jermaine Jackson, Latoya Jackson, Quincy Jones, Chaka Khan, B.B. King, Johnny Lee, Kenny Loggins, Barbara Mandrell, Ted Nugent, Charlie Pride and Lou Rawls.

The special awards program, produced by Al Schwartz and directed by Bob Bowker, will feature the unveiling of winners of five awards in three categories — Pop/Rock, Country and Soul. The awards will be for Favorite Male and Female vocalist, Favorite Group, and Favorite Album and Single. Winners, who will be chosen by votes cast by a cross-section of the American record-buying public, are kept secret until the presentation ceremonies.

Larry Klein will serve as creative consultant on the production, with Dick Clark serving as executive producer for Dick Clark Teleshows, Inc.

BMI To Lead Salute Of Copyright Act Birthday

LOS ANGELES — Broadcast Music, Inc. (BMI), LASS and West L.A. Music will jointly salute the 150th anniversary of President Andrew Jackson's signing of the first Copyright Act, 6-9 p.m., Tuesday, Feb. 3, at the West L.A. Music, 7001 Hollywood Blvd.

customers away."

Paper Prices Rising

While vinyl prices will most likely remain constant for the next few months, album jacket manufacturers are currently battling inflation. Both Shorewood Packaging and Album Graphics Inc., two of the nation's leading album jacket manufacturers, have been informed by paper suppliers that the cost of bleachboard will go up 6.5% (Approximately \$35 a ton) Feb. 1.

Best expressing the jacket manufacturer's reaction to the paperboard increase was Richard Block, marketing vice president for Album Graphics. "The increased cost of paperboard from suppliers will be difficult not to pass on to our customers. All of our February orders will be at the higher price, and the pressure will be on us very soon to make a price increase of our own."

Capitol Begins Push For April Wine Album

LOS ANGELES — Capitol Records has embarked on an intensive marketing effort in support of the new album by Canadian rock group April Wine, entitled "Nature Of The Beast."

According to Dennis White, Capitol vice president of marketing, the label is currently making "massive time and advertising buys" behind release of "Nature of the Beast," and the label's advertising department has devised a number of merchandising items for point-of-purchase display. Included among the displays are an isosceles wedge; a 3'x3' diamond-shaped five component poster; and a large quantity of 1'x1's. A specially designed tiger's head logo has been created to draw attention to the LP cover art.

Other promotional tools include buttons featuring the April Wine logo and a radio sampler disc, entitled "Review and Preview." The first side of the 12" sampler includes the track "Roller" from the LP "First Glance," and the cuts "I Like To Rock," "Say Hello" and "21st Century Schizoid Man" from the album "Harder... Faster." Side two is comprised of selected songs from "Nature of the Beast," including the first single, "Just Between You and Me."

A 7" version of the single is scheduled to ship Feb. 2, with a special 22"x14 3/4" gloss sheet, featuring a live photo of the band, included.

Trade and consumer oriented advertising has been slated, as the label has prepared two generic ad mats — a full-page and half-page tabloid — which will be staggered throughout the campaign.

CBS Returns Policy

(continued from page 5)

changed, the retailers were uncertain how the reliance on monthly totals would affect the flow of returns and orders. Under the previous system, the retailers pointed out, returns allowances were relatively consistent from month to month because the calculations were based on figures for 12 months. However, with the new procedure, monthly returns allowances could vary drastically, depending on how well CBS product sold the previous month.

Such a situation, the retailers noted, could cause accounts to alter ordering patterns to compensate for months when sales (and orders) of CBS product were lower than normal. In a month like January, for instance, with few new releases and almost none by superstar or established acts, orders would normally be low. However, excess product from the Christmas season would more than likely create a heavy returns burden, and, the retailers pointed out, an account would be tempted to inordinately increase its orders to gain a bigger returns allowance for the following month.

At presstime, CBS had not yet officially notified its accounts of the change in procedure.

THIS MUSIC OF BUSINESS — Warner Bros. has disbanded RFC Records. RFC President Ray Caviano will reportedly join Atlantic Records in a promotional capacity. Caviano had no comment... Look for changes in MCA's east coast promotion department... NAIRD (National Assn. of Independent Record Distributors) will have its annual convention in Philadelphia the last week in May... Dealers here complain that loose shrink wrapped records rip as customers browse through them... *Rolling Stone* has folded its *College Papers* mag, relegating it to a twice a year insert... Arista has already deleted its **Allman Brothers LP**... Local retailers are keeping a watchful eye as Jimmy's, once again, lowballs with \$3.99 sales on \$7.98 LPs... E/P/A is huddling with **Ashford and Simpson**... The Press Office has trimmed its staff.

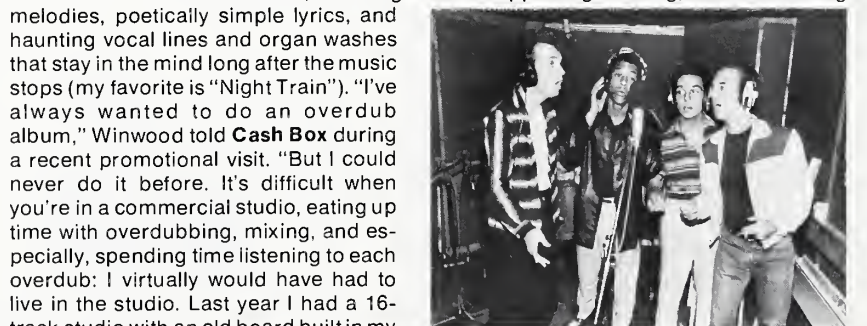


SHARROCK'S JAZZ-FUNK-ROCK — Ace guitarist Sonny Sharrock, whose punk-jazz fusion group *Material* has signed with Ze Records, recently performed with a trio at CBGBs. Sharrock is pictured above.

HEADS' Tina Weymouth will cut a solo album, to be produced by Jamaica's Lee "Scratch" Perry. The dubmaster, who has worked with the likes of the Wailers and the Clash, was in town to huddle with Weymouth and husband **Chris Franz**, whose desire to work with Perry preceded the group's hookup with Brian Eno... The legendary **Phil Spector** made a rare appearance in town earlier in the month to catch his ex-wife **Ronnie's** comeback performances, (and possibly sign a production deal). We caught Ronnie's performance at the Ritz, where her dynamic stage presence was marred by a heavyhanded band and frequently weak material. Apparently, she felt the same way, as she's fired the band, her manager and has broken off relations with her label, Polish Records. Still, rock's elite remained in her corner. According to Ms. Spector, she got a congratulatory telegram from **Billy Joel** and call from **Keith Richards**, and at two performances, was given the services of a bodyguard, who according to Spector, described himself as "a present from Bruce Springsteen."

SNIFFS "N" SNORTS — PolyGram has signed **Tom Jones**... E/P/A is huddling with **Wendy Waldman**... Muscle Shoals Sounds' **David Hood** will augment the arrangements of the next **Toots and the Maytals** album... CBS publishing has signed **D.L. Byron** to a worldwide deal... In support of their next LP, "Mondo Bongo," the **Boomtown Rats** play the Palladium on Feb. 28... **The Psychedelic Furs** will again be produced by **Steve Lillywhite**... **The Escorts**, the ex-inmates who kept doo-wop alive in the '70s, have signed with Audiofidelity.

WINWOOD'S WINNER — Remember Stevie Winwood? During the British Invasion he made some of the best R&B inflected rock 'n' roll as the teenage frontman for the **Spencer Davis Group**. Then, he spearheaded the progressive rock era as leader of **Traffic** in the late '60s, and finally heralded the era of rock superstars as one fourth of **Blind Faith** (which included Eric Clapton). But a retreat to seclusion, coupled with increasingly esoteric musical projects, diminished Winwood's pop visibility for most of the '70s. Now, with the release of his new Warners album, "Arc of a Diver," Winwood has once again scored a pop success. The LP, recorded in Winwood's home studio, features his overdubbed performance on all vocal and instrumental tracks. Yet despite the traces of studio coldness, it emerges as an appealing offering, filled with lilting melodies, poetically simple lyrics, and haunting vocal lines and organ washes that stay in the mind long after the music stops (my favorite is "Night Train"). "I've always wanted to do an overdub album," Winwood told **Cash Box** during a recent promotional visit. "But I could never do it before. It's difficult when you're in a commercial studio, eating up time with overdubbing, mixing, and especially, spending time listening to each overdub: I virtually would have had to live in the studio. Last year I had a 16-track studio with an old board built in my home, which made the project possible. I might have preferred a 32-track machine with a computerized board," he joked, "but I just couldn't afford it." We were especially impressed with the music's accessibility, enhanced by the lyrics of American Will Jennings, who's written for the Crusaders. Was Winwood making a conscious attempt at returning to his roots? "While that's a fair description," he notes, "it wasn't conscious, although it does seem that I personally am going through the same changes as the public. There has definitely been a reaction against music that is progressive for its own sake. I do like the fact that roots groups like Rockpile are becoming successful. Lately I've been listening to a lot of early country music, which I find is closely related to rock 'n' roll." But though Winwood is pleased by the public's reaction to his self-made LP, he admits that he now feels the need to get the show on the road. "I'm on my way to the west coast to write some more tunes with Will. Then, I'll return to England to put a band together, record the album and tour."



LATE DATE WITH BUZZ AND THE FLYERS — In support of their *Sing Sing EP*, produced by Sylvain Sylvain, New York rockabilly cats **Buzz and the Flyers** recently toured England. The group is pictured above recording in a London studio.

BULLETIN BOARD — The great blues shouter **Joe Turner** is seriously ill. Well-wishers can reach him at Cedars of Lebanon Hospital, Room 5737, in Los Angeles. Ironically, Turner was to have received a certificate of merit this Monday from Rutgers U.'s Institute of Jazz Studies.

aaron fuchs

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

ANY TROUBLE (Stiff OWN 3)
Second Choice (3:00) (Marksmen Music U.K.) (C. Gregson) (Producer: J. Wood)
 Any Trouble is perhaps the commercial bulwark of the second generation of offspring Stiff, "The World's Most Flexible Label," has given birth to. On this cut from the "Where Are All The Nice Girls" LP, the group shows off those pop sensibilities, wrapping an evolved Byrds guitar sound around references to "Hang On Sloopy" and Elvis Costello-ish flavorings. On target.



LINX (Chrysalis CHS 2461)
You're Lying (3:25) (Solid Music, Ltd./Aves Music) (D. Grant, P. Martin) (Producers: B. Carter, P. Martin, D. Grant)
 David Grant and Sketch, the musical and production team that makes up Linx, may come from the reggae and island bastions of Jamaica and Antigua, respectively; but the duo's debut single is smooth, hook-laden, home-grown funk without the garage production sound.

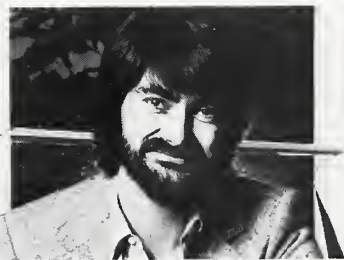


THE JIM CARROLL BAND (Atco 7323)
Day And Night (2:21) (Earl McGrath Music/Jim Carroll Music-ASCAP) (J. Carroll, A. Lanier) (Producer: E. McGrath)
 Poet/writer turned rock'n'roller Carroll turns from the raving of "People Who Died" to the more mainstream pop of this follow-up from the "Catholic Boy" LP. Carroll veers from the spoken to sung vocals here, assisted by Blue Oyster Cult keyboardist Alan Lanier in developing the pleasing melody.



4 OUT OF 5 DOCTORS (Nemperor ZS6 7538)
I Want Her (3:07) (Pebs Music) (C. Everett) (Producer: A. Winstanley)
 Quirky, slightly off kilter guitar work and detached vocals place 4 Out Of 5 Doctors' debut single just this side of Cars styled new wave. The kinetic beat has the rhythmic impact of the Knack or Romantics, only the performance is a bit more frenzied. AOR will undoubtedly be more receptive than pop to this. Good rock dance fare, too.

JOHN FARRAR (Columbia 11-11429)
Cheatin' His Heart Out Again (4:03) (John Farrar Music-BMI) (J. Farrar) (Producer: J. Farrar)
 Don't be deceived by the title. While 'cheatin' songs' have generally been restricted to the country music genre, Farrar has welded a moody little opening to a pop melody that falls somewhere between Olivia Newton-John and Bee Gees territory. The layered vocals on the chorus are the real treat here, and with any luck, pop should respond positively to this.



STONE CITY BAND (Gordy G 7195F)
All Day And All Of The Night (3:30) (Jay Boy Music Corp./Edward Kassner Music Co., Ltd. — BMI) (R. Davies) (Producer: R. James)
 Head Kink Ray Davies might not immediately recognize this funkified cover of his early British Invasion classic. The Stone City Band, without Rick James, substitutes wiry electronics, with a heavy dose of keyboards, and a high stepping kick drum for maximum dance action for bruising guitar riffing.



SORROWS (Pavillion ZS6 6409)
Cryin' Time (3:21) (No publisher listed) (A. Alexander) (Producer: S. Talmay)
 New rock quintet the Sorrows has developed a heady brew of reggaeish rhythms and pop/rockin' vocals on this cut from the "Love Too Late" LP. Exec producer John Luongo sees to it that the steady kick drum is right in place to ground the track, while the boys extend the hip-swaying groove and toss in some unique '60ish harmony effects.



JOEL DIAMOND (Motown M 1504F)
Theme From Raging Bull (3:56) (Cavalleria Rusticana) (H. Wheeler, J. Diamond) (Producers: J. Diamond, H. Wheeler)
 The crowd is getting restless as the fight is set to begin and, at the sound of the bell, the strings come out of their respective corners to duke it out over the percussion crescendos on this majestic pop symphonic reworking of the theme from *Raging Bull*.

FEATURE PICKS

HITS OUT OF THE BOX

CRYSTAL GAYLE (Columbia 11-11436)
Take It Easy (3:58) (Duchess Music Corp. (MCA)-BMI) (D. McClinton) (Producer: A. Reynolds)
 It's truly heartening to see that people are re-discovering the talents of Delbert McClinton. Gayle's rendition of his "Take It Easy" is a stirring mix of country and blues.
KATHY WALKER (Full Moon FMS 49659)
Send Me Somebody To Love (3:25) (Combine Music Corp.-BMI) (T. Krekel) (Producers: M. McDonald, P. Henderson)
 Walker treads a country/pop line on this Tim Krekel tune from the soundtrack LP to the motion picture *Coast To Coast*. Michael McDonald and Patrick Henderson give a sympathetic production ear to country and pop strains.
THE JOE CHEMAI BAND (Unicorn UNI-3 95001)
Proud (3:47) (Publisher pending-BMI) (A. Woolfolk, B. Hull) (Producers: J. Chemay, J. Guess)
 Chemay, an experienced session vocalist who has worked with the likes of Pink Floyd, makes an auspicious debut with this punchy pop/rock/r&b track from the forthcoming LP, "The Riper, The Finer." Keyboards and percussion add real snap.
GROVER WASHINGTON, Jr. (Elektra E-47103)
Just The Two Of Us (3:40) (Antisia Music Inc.-ASCAP) (B. Withers, W. Salter, R. MacDonald) (Producers: G. Washington, Jr., R. MacDonald)
 Bill Withers, whose vocals last graced the Crusaders' LP, turns up on yet another light jazz/R&B/pop effort. Although Washington's super sax is heard only too briefly, fine ensemble work and backup vocals highlight the cut.
DOC SEVERINSON with the Children of the World (Cleveland Int'l/Epic 19-50960)
The Homecoming (2:22) (ATV Music Corp.-BMI) (H. Hardy) (Producers: S. Popovich, B. Justis)
 The by-now familiar trumpet of the *Tonight Show's* own Doc Severinson graces the first in what promises to be a spate of tunes dedicated to the released hostages. Being an instrumental, though, it is utterly inoffensive and pleasant.

MOLLY HATCHET (Epic 19-50965)
The Rambler (3:20) (Mister Sunshine Music, Inc. — BMI) (D. Hlubek, J. Farrar) (Producer: T. Werman)
 The Marshall Tucker Band might be flattered to know that fellow good ole' boys Molly Hatchet have been delving a bit closer to their early style with this track from the "Beatin' The Odds" LP. Main interest will be from AOR here.
LEON RUSSELL & NEW GRASS REVIVAL (Paradise PDS 49662)
I've Just Seen A Face (1:39) (Maclen Music Inc. — BMI) (P. McCartney, J. Lennon) (Producer: L. Russell)
 Russell's cover of the early Lennon-McCartney tune is a hyper-kinetic bluegrass rave-up, with the excellent banjo picking of the New Grass Revival, from the "The Live Album" LP. While it may be rousing live material, radio could resist.
SEAWIND (A&M 2302)
The Two Of Us (3:29) (Seawind Music/Black Bandana — BMI) (B. Wilson, M. Vieha) (Producer: G. Duke)
 The latest effort from Seawind reminds one of Rufus & Chaka Khan, Boz Scaggs and E, W & F all rolled into one, as lead vocalist Pauline Wilson eases into a slick mid-tempo pop/R&B melody with a complementary male assist. Good crossover potential here.
THE BABYS (Chrysalis CHS 2495)
Postcards (2:40) (Paperwaite/Stock Car Music/Toot-A-Tune/Coid Pub. — BMI) (Waite, Stocker, Brock, Phillips) (Producer: K. Olsen)
 The Babys lean on the electric guitars a little heavier and turn up the amplifiers a little higher, moving into Foreigner territory on this cut from the "On The Edge" LP. The harmonies and the hook, however, maintain the band's pop/rock balance.
JOEY WILSON (Modern MR-7324)
Hold On Girl (3:11) (Publisher pending) (J. Wilson) (Producer: J. Destri)
 Wilson's gonna fool a lot of folks with this one. Who'd think a kid from Philly who counts Tony Bennett among his musical influences could sound so much like a mid-'60s Brit? With a little help from Blondie's Jimmy Destri producing, though, he's done just that.

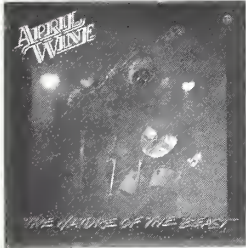
NEIL DIAMOND (Capitol 4960)
Hello Again (Love Theme From The Jazz Singer) (3:35) (Stonebridge Music — ASCAP) (N. Diamond, A. Lindgren) (Producer: B. Gaudio)
BARBRA STREISAND and BARRY GIBB (Columbia 11-11430)
What Kind Of Fool (4:04) (Stigwood Music, Inc. admin. by Unichappell Music — BMI) (B. Gibb, A. Galuten) (Producers: B. Gibb, A. Galuten, K. Richardson)
BLONDIE (Chrysalis CHS 2485)
Rapture (6:33) (Rare Blue Music Inc./Monster Island Music Corp. — ASCAP) (C. Stein, D. Harry) (Producer: M. Chapman)
CHEAP TRICK (Epic 19-50970)
World's Greatest Lover (4:21) (Adult Music/Screen Gems-EMI — BMI) (R. Neilsen) (Producer: G. Martin)
THE POLICE (A&M 2301)
Don't Stand So Close To Me (3:20) (Virgin Music, Inc., admin. in the U.S. by Chappell Music Co. — ASCAP) (Sting) (Producers: The Police and N. Gray)
EARTH, WIND & FIRE (ARC/Columbia 11-11434)
And Love Goes On (3:38) (Almo Music Corp./Verdangel Music/Cherubim Music — ASCAP/Foster Frees Music, Inc./Irving Music, Inc. — BMI) (M. White, V. White, L. Dunn, D. Foster, B. Russell) (Producer: M. White)

LP Chart Position

- 9 **AC/DC • BACK IN BLACK • ATLANTIC**
ADDS: None. **HOTS:** WORJ, WMMS, WAAF, WBLM, WBCN, KMGN, WCOZ, WBAB, KBPI, KLOL, KROQ, WWWM, WLVQ, KWST, KMET. **MEDIUMS:** WLIR, KMEL, WABX. **PREFERRED TRACKS:** Title, Bells, Money, Shook Me. **SALES:** Good to moderate in all regions.
- 199 **JON ANDERSON • SONG OF SEVEN • ATLANTIC**
ADDS: None. **HOTS:** WLIR. **MEDIUMS:** WORJ, KEZY, WMMS, WBLM, WBAB, WWWM, WGRQ, KSHE. **PREFERRED TRACKS:** Some Are Born. **SALES:** Weak in all regions.
- **ANY TROUBLE • WHERE ARE ALL THE NICE GIRLS? • STIFF AMERICA**
ADDS: None. **HOTS:** WCOZ, WHFS. **MEDIUMS:** WIBZ, WMMS, WAAF, WBLM, WBAB, KLOL, WWWM, WAAL, WGRQ, WLIR, KSJO, WLVQ. **PREFERRED TRACKS:** Second Choice. **SALES:** Fair in West; weak in all others.

5 MOST ADDED

- 96 **APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**
ADDS: KMET, KWST, WKDF, KROQ, KLOL, WCOZ, WOUR, WORJ. **HOTS:** KBPI, KSHE. **MEDIUMS:** KEZY, WMMS, KZEL, WAAF, WBLM, WBAB, KLOL, WWWM, KNCN, KZOK, WLVQ. **PREFERRED TRACKS:** All Over Town. **SALES:** Major breakouts in all regions; strongest in Midwest.



- 113 **THE BABYS • OVER THE EDGE • CHRYSALIS**
ADDS: None. **HOTS:** WIBZ, KOME, KROQ. **MEDIUMS:** WORJ, WMMS, KZEL, KMGN, WCOZ, KZOK, WKDF, KWST, WABX. **PREFERRED TRACKS:** 17, Turn And Walk, Downtown. **SALES:** Weak in East; fair in all others.
- 3 **PAT BENATAR • CRIMES OF PASSION • CHRYSALIS**
ADDS: None. **HOTS:** WIBZ, WSHE, WMMS, WAAF, WBCN, KMGN, WBAB, WGRQ, KSJO, KWST, WABX, KMET. **MEDIUMS:** WORJ, KEZY, WBLM, WCOZ, KLOL, KMEL. **PREFERRED TRACKS:** Treat, Best Shot, Prisoner. **SALES:** Good in all regions.

- 7 **BLONDIE • AUTOAMERICAN • CHRYSALIS**
ADDS: None. **HOTS:** WHFS, KEZY, WRNW, WMMS, KZEL, WBCN, KOME, WBAB, KROQ, WAAL, WNEW, KNCN, KSJO, KMEL. **MEDIUMS:** KWST, WBLM, KBPI, KZOK, WKDF. **PREFERRED TRACKS:** Tide, Rapture. **SALES:** Good in all regions.

- 39 **THE BLUES BROTHERS • MADE IN AMERICA • ATLANTIC**
ADDS: None. **HOTS:** WIBZ, WRNW, WMMS, WWWM, WAAL, WGRQ, WLVQ. **MEDIUMS:** WORJ, WBLM, KMGN, WCOZ, WBAB, KNCN, KZOK, KSJO, KMEL, KMET. **PREFERRED TRACKS:** Who's Making Love. **SALES:** Moderate in South; fair in all others.

- 78 **THE JIM CARROLL BAND • CATHOLIC BOY • ATCO**
ADDS: None. **HOTS:** KZEL, WBCN, WGRQ, WLIR. **MEDIUMS:** WORJ, WMMS, WAAF, WBLM, KMGN, WBAB, KNCN, WLVQ. **PREFERRED TRACKS:** People, Too Late, City. **SALES:** Fair in East and West; weak in all others.

- 97 **CHEAP TRICK • ALL SHOOK UP • EPIC**
ADDS: None. **HOTS:** WCCC, WOUR, KMGN, WCOZ, KROQ, KZOK, WKDF. **MEDIUMS:** WORJ, KOME, KMET. **PREFERRED TRACKS:** Stop, Greatest, Baby Loves, Can't Stop. **SALES:** Weak in East; fair in all others.

3 MOST ADDED

- 146 **THE CLASH • SANDINISTA! • EPIC**
ADDS: WMMS, KZEL, WBLM, WBCN, KMGN, WBAB, KROQ, WGRQ, WNEW. **HOTS:** WRNW, WBCN, WBAB, KROQ, KNCN, WNEW, WLIR. **MEDIUMS:** WCCC, KZEL, WBLM, KMGN, WGRQ. **PREFERRED TRACKS:** Open. **SALES:** Breakouts in all regions.



LP Chart Position

9 MOST ACTIVE

- 32 **DIRE STRAITS • MAKING MOVIES • WARNER BROS.**
ADDS: None. **HOTS:** KMET, WHFS, KINK, KZOK, KNCN, KEZY, WIBZ, WMMS, WOUR, KZAM, WBLM, WBCN, KOME, KMGN, WBAB, WWWM, WAAL, WNEW. **MEDIUMS:** KSHO, KSJO, KNAC, WORJ, KZEL, WCOZ, KROQ, WLIR. **PREFERRED TRACKS:** Skateaway, Tunnel, Espresso. **SALES:** Weak in East, moderate to fair in all others.

7 MOST ADDED

- **IAN DURY & THE BLOCKHEADS • LAUGHTER • STIFF/EPIC**
ADDS: WHFS, KSJO, WLIR, WNEW, WBAB, WBCN, WRNW. **HOTS:** WRNW. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

- 13 **THE EAGLES • EAGLES LIVE • ASYLUM**
ADDS: None. **HOTS:** KEZY, WIBZ, WRNW, WMMS, KOME, KMGN, WBAB, WAAL, KNCN, KZOK, WKDF, KSJO, KMEL, KINK, KMET. **MEDIUMS:** WORJ, WBLM, WCOZ, KROQ. **PREFERRED TRACKS:** Seven, New Kid, Life's Been, Limit. **SALES:** Good to moderate in all regions; weakest in East.

- 117 **FIREBALL • CLOUDS ACROSS THE SUN • ATLANTIC**
ADDS: WKDF, WGRQ, WSHE. **HOTS:** WIBZ, KZAM, KBPI, KINK. **MEDIUMS:** KEZY, WBLM, KOME, WWWM, KNCN, KZOK, KSJO, WLVQ. **PREFERRED TRACKS:** Staying With It. **SALES:** Weak in East; fair in all others.

- 24 **FLASH GORDON • ORIGINAL SOUNDTRACK/QUEEN • ELEKTRA**
ADDS: None. **HOTS:** WAAF, KROQ, WGRQ. **MEDIUMS:** WORJ, WMMS, WCOZ, WAAL. **PREFERRED TRACKS:** AKA Flash. **SALES:** Moderate to fair in all regions.

8 MOST ACTIVE

- 16 **FLEETWOOD MAC • LIVE • WARNER BROS.**
ADDS: None. **HOTS:** KINK, KMEL, KSJO, KZOK, KNCN, WORJ, KEZY, WIBZ, WRNW, WMMS, WAAF, KZAM, WBLM, KOME, KMGN, WCOZ, KLOL, WWWM, WGRQ, WNEW. **MEDIUMS:** WABX, KWST, KSHE, WLVQ, KZEL, WBCN. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

- 17 **HEART • GREATEST HITS/LIVE • EPIC**
ADDS: None. **HOTS:** KMET, KEZY, WIBZ, KOME, WBAB, WWWM, WGRQ, KNCN, KZOK, WKDF, KWST, KINK. **MEDIUMS:** WORJ, WBLM, KMGN, WCOZ, KROQ, WAAL, KMEL. **PREFERRED TRACKS:** Tell It. **SALES:** Good to moderate in all regions.

- 111 **DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA**
ADDS: WIOQ, KLOL. **HOTS:** WIBZ, WMMS, WOUR, WAAF, WBLM, WWWM, WAAL, WGRQ. **MEDIUMS:** WABX, KSJO, WKDF, KLOL, WORJ, KZEL, WBCN, KOME, KMGN, WCOZ, WBAB, KROQ, KNCN. **PREFERRED TRACKS:** Ah! Leah!, Title, Hear You, Agnes. **SALES:** Fair in West and Midwest; weak in others.

- 159 **THE JAM • SOUND AFFECTS • POLYDOR/POLYGRAM**
ADDS: WBLM, KZEL, WOUR. **HOTS:** WRNW, WBCN, KNAC. **MEDIUMS:** WBAB, KROQ, KSJO, WHFS. **PREFERRED TRACKS:** Start!, Monday, Pretty Green, Corner Shop, Entertainment. **SALES:** Moderate breakouts in all regions except South.

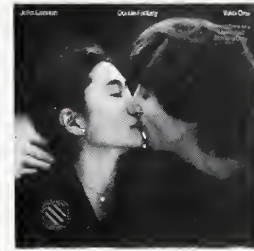
- 82 **NICOLETTE LARSON • RADIOLAND • WARNER BROS.**
ADDS: WBLM. **HOTS:** KEZY, WIBZ, WRNW, KZAM, KINK. **MEDIUMS:** WMMS, WBAB, KNCN, WKDF. **PREFERRED TRACKS:** Oooooe, Title. **SALES:** Moderate to fair in all regions; strongest in West.

LP Chart Position

- **THE ALVIN LEE BAND • FREE FALL • ATLANTIC**
ADDS: None. **HOTS:** None. **MEDIUMS:** WORJ, WBLM, KOME, KMGN, WCOZ, KSJO, KMET. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

2 MOST ACTIVE

- 1 **JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFEN**



- ADDS:** None. **HOTS:** KINK, WABX, KWST, WLVQ, KSJO, WKDF, KZOK, KNCN, WGRQ, WAAL, WWWM, KROQ, KLOL, WORJ, KEZY, WIBZ, WSHE, WRNW, WMMS, WOUR, WAAF, KZAM, WBLM, WBCN, KOME, WCOZ, WBAB, KBPI. **MEDIUMS:** KZEL, KMGN. **PREFERRED TRACKS:** Starting, Wheels, Woman. **SALES:** Good in all regions.

- 171 **LOVERBOY • COLUMBIA**
ADDS: KMEL, KBPI, WAAF, WMMS. **HOTS:** KSHE. **MEDIUMS:** WIBZ, WBLM, KOME, WCOZ, WBAB, KROQ, WWWM, WGRQ, KZOK. **PREFERRED TRACKS:** Turn Me Loose. **SALES:** Weak in Midwest; fair in all others.

- 129 **MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.**
ADDS: WCOZ. **HOTS:** KEZY, WRNW, WOUR, KZEL, WBCN, WBAB, WWWM, WLIR. **MEDIUMS:** KSHE, WLVQ, KSJO, KZOK, WORJ, WBLM, KOME, KMGN, KBPI, KLOL, KROQ, WGRQ, KNCN. **PREFERRED TRACKS:** For You. **SALES:** Weak in East; moderate to fair in all others.

- 106 **DELBERT McCLINTON • THE JEALOUS KIND • CAPITOL**
ADDS: KINK, WAAL. **HOTS:** WSHE. **MEDIUMS:** WIBZ, WBLM, KOME, WCOZ, KLOL, WWWM, KNCN, WKDF. **PREFERRED TRACKS:** Giving It Up. **SALES:** Fair in all regions; strongest in South.

9 MOST ADDED

- **IAN McLAGAN • BUMP IN THE NIGHT • MERCURY/POLYGRAM**
ADDS: WHFS, WNEW, KZEL, WMMS, WRNW. **HOTS:** None. **MEDIUMS:** KROQ. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

- 185 **RANDY MEISNER • ONE MORE SONG • EPIC**
ADDS: WLVQ. **HOTS:** WMMS, KZAM, KINK. **MEDIUMS:** WLVQ, WORJ, KEZY, WCOZ, WWWM, KZOK, WKDF. **PREFERRED TRACKS:** Hearts. **SALES:** Fair in West; weak in all others.

- **NIGHT • LONG DISTANCE • PLANET/ELEKTRA**
ADDS: WNEW, KBPI, WRNW. **HOTS:** None. **MEDIUMS:** KEZY, WBAB, WWWM, WAAL, WGRQ, KSJC. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response.

#10 MOST ACTIVE

- 34 **OUTLAWS • GHOST RIDERS • ARISTA**
ADDS: None. **HOTS:** KSHE, KSJO, WORJ, WIBZ, WMMS, WAAF, WBLM, WBCN, KOME, KMGN, WBAB, KLOL, WWWM, WAAL, WGRQ, KNCN. **MEDIUMS:** KWS, KMEL, WLVQ, WKDF, KZOK, KZEL, WCOZ, WLIR. **PREFERRED TRACKS:** Riders In The Sky. **SALES:** Moderate in all regions.


- 19 **THE ALAN PARSONS PROJECT • THE TURN OF FRIENDLY CARD • ARISTA**
ADDS: None. **HOTS:** KINK, WLVQ, KSJO, WKDF, KZ KNCN, WGRQ, WWWM, KEZY, WIBZ, WSHE, WM WAAF, KOME, WBAB. **MEDIUMS:** KMET, WABX, KM KSHE, KROQ, WORJ, KZEL, KZAM, WBLM, WB KMGN, WCOZ, KBPI, KLOL. **PREFERRED TRAC Games, Snake, Price. SALES:** Good to moderate in all regions.

BUM RADIO REPORT

JANUARY 31, 1981

LP Chart Position

4 MOST ACTIVE

11 THE POLICE • ZENYATTA MONDATT • A&M

ADDS: None. **HOTS:** KMET, WHFS, WABX, KWST, KSJO, KZOK, KNCN, KNAC, WLIR, WNEW, WGRO, WORJ, KEZY, WIBZ, WSHE, WRNW, WMMS, WOUR, KZEL, WBCN, KOME, KMG, WBAB, KBPI, KLLO, KROO, WWW, **MEDIUMS:** WLVO, WKDF, WAAL, WCOZ. **PREFERRED TRACKS:** De Do Do, Don't Stand, Canary, Driven, Bombs Away.
SALES: Good to moderate in all regions.

7 MOST ACTIVE

14 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: WRNW. **HOTS:** KMET, KWST, KSHE, WLVO, KSJO, WKDF, KNCN, WNEW, WORJ, KEZY, WIBZ, WSHE, WMMS, WAAF, WBLM, WBCN, KOME, WCOZ, WBAB, KBPI, KLLO, WWW, WAAL, WGRO. **MEDIUMS:** KZOK, WLIR, KMG, KROO. **PREFERRED TRACKS:** Keep On Loving.
SALES: Good to moderate in all regions, strongest in Midwest.

6 MOST ADDED


THE RINGS • MCA
ADDS: KNCN, WLIR, KROO, WBAB, KMG, WMMS, WIBZ. **HOTS:** WRNW, WAAF, WBLM, WBCN, WCOZ. **MEDIUMS:** KSJO, WHFS. **PREFERRED TRACKS:** Open.
SALES: Breakouts in East, weak in all others.

60 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA
ADDS: None. **HOTS:** KMET, WHFS, KWST, KSJO, KNAC, WRNW, WMMS, WBCN, KOME, KROO, WWW, WNEW, WLIR. **MEDIUMS:** WORJ, WIBZ, KZEL, WBLM, KMG, WCOZ, KBPI, KLLO. **PREFERRED TRACKS:** Teacher, Pet You, Nothing But.
SALES: Moderate to fair in all regions, strongest in West.

8 MOST ADDED

186 707 • THE SECOND ALBUM • CASABLANCA/POLYGRAM
ADDS: WHFS, KNCN, WNEW, KBPI, KZEL. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Breakouts in West and Midwest, weak in others.

2 MOST ADDED

PHIL SEYMOUR • BOARDWALK

ADDS: KMET, WHFS, WIOO, KSJO, KZOK, WLIR, WNEW, WAAL, WWW, KROO, WBAB, KOME, WBCN, KZEL, WMMS, KEZY. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Precious, Let Her.
SALES: Just shipped.

167 SHOES • TONGUE TWISTER • ELEKTRA
ADDS: KMET, KOME, WBCN. **HOTS:** WRNW. **MEDIUMS:** KROO, WWW, WHFS. **PREFERRED TRACKS:** Open.
SALES: Weak in South, moderate breakouts in all others.

LP Chart Position


1 MOST ACTIVE

12 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA

ADDS: None. **HOTS:** KMET, WHFS, WABX, KWST, KMEL, KSHE, WLVO, KSJO, WKDF, KZOK, KNCN, WLIR, WNEW, WGRO, WAAL, WWW, KROO, KLLO, WORJ, KEZY, WIBZ, WSHE, WRNW, WMMS, WOUR, KZEL, WAAF, KZAM, WBLM, WBCN, KOME, KMG, WCOZ, WBAB. **MEDIUMS:** KINK. **PREFERRED TRACKS:** Hungry, Cadillac, Ties, Ramrod, Title.
SALES: Good to moderate in all regions.

112 THE MICHAEL STANLEY BAND • HEARTLAND • EMI-AMERICA
ADDS: None. **HOTS:** WMMS, KBPI, KLLO, WWW, WGRO, WLVO. **MEDIUMS:** KOME, WCOZ, KNCN, KMEL, WABX, KMET. **PREFERRED TRACKS:** He Can't.
SALES: Fair in Midwest and East, weak in others.


3 MOST ACTIVE

8 STEELY DAN • GAUCHO • MCA

ADDS: KROO. **HOTS:** WHFS, KINK, WABX, WLVO, KSJO, WKDF, KZOK, KNCN, WLIR, WGRO, WAAL, WWW, KLLO, KBPI, WORJ, KEZY, WIBZ, WSHE, WRNW, WMMS, WOUR, KZEL, WAAF, KZAM, WBLM, KOME, WBAB. **MEDIUMS:** KSHE, WBCN, KMG, WCOZ. **PREFERRED TRACKS:** Hey Nineteen, Babylon.
SALES: Good in all regions.

6 MOST ACTIVE

15 ROD STEWART • FOOLISH BEHAVIOR • WARNER BROS.
ADDS: None. **HOTS:** KMET, KINK, KWST, KMEL, KSHE, WLVO, KSJO, KZOK, WNEW, WGRO, WAAL, WWW, WORJ, KROO, KEZY, WIBZ, WRNW, WMMS, WOUR, WAAF, WBLM, KOME, KMG, WBAB, KLLO. **MEDIUMS:** WABX, WKDF, KZEL, WCOZ. **PREFERRED TRACKS:** Passion, Dance With, Title.
SALES: Good to moderate in all regions.

5 MOST ACTIVE

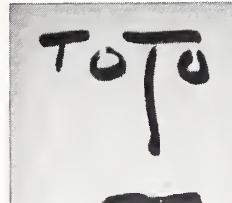
18 STYX • PARADISE THEATER • A&M

ADDS: KMG. **HOTS:** KMET, KWST, KMEL, KSHE, WLVO, KSJO, WKDF, KZOK, KNCN, WLIR, WNEW, WORJ, KEZY, WIBZ, WSHE, WRNW, KZEL, WAAF, WBLM, WCOZ, WBAB, KBPI, KLLO, WWW, WGRO. **MEDIUMS:** WABX, WBCN, KOME, KROO, WAAL. **PREFERRED TRACKS:** Best Of Times.
SALES: Good in all regions.

67 TALKING HEADS • REMAIN IN LIGHT • SIRE
ADDS: None. **HOTS:** WRNW, WBCN, KOME, KROO, WNEW, WLIR, KNAC, WHFS, KMET. **MEDIUMS:** KMG, WBAB, WWW, KWST. **PREFERRED TRACKS:** Lifetime, Crosseyed, Under Punches.
SALES: Weak in East, moderate to fair in all others.


LP Chart Position

THIN LIZZY • CHINATOWN • WARNER BROS.
ADDS: None. **HOTS:** KMG. **MEDIUMS:** WORJ, KOME, WCOZ, KROO, WLIR, KZOK. **PREFERRED TRACKS:** Killer, Title.
SALES: Weak in all regions.

1 MOST ADDED

TOTO • TURN BACK • COLUMBIA

ADDS: WRNW, WSHE, KEZY, WORJ, WIBZ, WMMS, KZEL, KZAM, KOME, WCOZ, WBAB, KBPI, WWW, KNCN, KZOK, KSJO, WLVO, KSHE, KMEL, KMET. **HOTS:** KMG. **MEDIUMS:** WLVO. **PREFERRED TRACKS:** Goodbye Elenore, Live For.
SALES: Just shipped.

4 MOST ADDED

89 UFO • THE WILD THE WILLING AND THE INNOCENT • CHRYSALIS

ADDS: KMET, WHFS, WLVO, KLLO, KOME, WOUR, WIBZ, WORJ. **HOTS:** KMG, KSHE. **MEDIUMS:** WLVO, KLLO, WCCC, KZEL, WAAF, WBLM, WBAB, KROO, KNCN, KZOK, KWST. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.

#10 MOST ADDED

64 STEVE WINWOOD • ARC OF A DIVER • ISLAND
ADDS: WKDF, WCOZ, WBLM, WORJ. **HOTS:** WHFS, KINK, WRNW, WMMS, KZEL, WBCN, WBAB, KLLO, WWW, WNEW, KZOK. **MEDIUMS:** WLVO, KEZY, KZAM, KOME, WAAL, WGRO, KNCN, KSJO. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions.

6 STEVIE WONDER • HOTTER THAN JULY • TAMLA/MOTOWN
ADDS: None. **HOTS:** KZAM, WAAL, WNEW, KINK. **MEDIUMS:** KEZY, WBLM, WBCN, WWW, WLIR. **PREFERRED TRACKS:** I Ain't, Master.
SALES: Good to moderate in all regions.

99 XTC • BLACK SEA • VIRGIN/RSO
ADDS: None. **HOTS:** WBCN, KROO. **MEDIUMS:** KZEL, WBAB, WAAL, KNCN, KZOK. **PREFERRED TRACKS:** Generals.
SALES: Weak in South, fair in all others.

95 NEIL YOUNG • HAWKS AND DOVES • REPRISE
ADDS: None. **HOTS:** KWST. **MEDIUMS:** WORJ, KEZY, WBLM, WWW, KMET. **PREFERRED TRACKS:** Union, Coastline, Title.
SALES: Fair in Midwest, weak in all others.

59 WARREN ZEVON • STAND IN THE FIRE • ASYLUM
ADDS: WLVO, KBPI. **HOTS:** WHFS, KNCN, WNEW, KEZY, WIBZ, WRNW, WOUR, KZEL, WAAF, WBLM, KMG, WBAB, WWW, WAAL. **MEDIUMS:** KMET, WLVO, KSJO, WKDF, KZOK, WORJ, WMMS, WBCN, KOME, KLLO, WGRO. **PREFERRED TRACKS:** Werewolves, Lawyers, Poor, Title.
SALES: Moderate to fair in all regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
2	1	THE TIDE IS HIGH BLONDIE 12
1	2	(JUST LIKE) STARTING OVER JOHN LENNON 14
5	3	CELEBRATION KOOL & THE GANG 14
7	4	PASSION ROD STEWART 11
4	5	LOVE ON THE ROCKS NEIL DIAMOND 14
3	6	LADY KENNY ROGERS 18
16	7	9 TO 5 DOLLY PARTON 9
12	8	I LOVE A RAINY NIGHT EDDIE RABBITT 13
9	9	EVERY WOMAN IN THE WORLD AIR SUPPLY 15
17	10	SAME OLD LANG SYNE DAN FOGELBERG 8
10	11	HIT ME WITH YOUR BEST SHOT PAT BENATAR 18
23	12	KEEP ON LOVING YOU REO SPEEDWAGON 10
6	13	HUNGRY HEART BRUCE SPRINGSTEEN 13
15	14	HEY NINETEEN STEELY DAN 10
8	15	GUILTY BARBRA STREISAND & BARRY GIBB 14
22	16	GIVING IT UP FOR YOUR LOVE DELBERT McCLINTON 9
13	17	DE DO DO DO DE DA DA DA THE POLICE 15
19	18	I MADE IT THROUGH THE RAIN BARRY MANILOW 11
20	19	TIME IS TIME ANDY GIBB 11
21	20	MISS SUN BOZ SCAGGS 10
31	21	THE BEST OF TIMES STYX 2
32	22	WOMAN JOHN LENNON 3
28	23	I AIN'T GONNA STAND FOR IT STEVIE WONDER 8
25	24	TOGETHER TIERRA 13
30	25	THE WINNER TAKES IT ALL ABBA 11
18	26	IT'S MY TURN DIANA ROSS 15
35	27	HEARTBREAK HOTEL THE JACKSONS 9
29	28	HE CAN'T LOVE YOU MICHAEL STANLEY BAND 12
34	29	A LITTLE IN LOVE CLIFF RICHARD 8
14	30	TELL IT LIKE IT IS HEART 11

LAST WEEK	THIS WEEK	WEEKS ON CHART
40	31	GAMES PEOPLE PLAY ALAN PARSONS PROJECT 9

ADDS: WCAO, WABC-50, KOFM-25, KRBE-30, WFIL-30, WRQX, WMC-FM. **JUMPS:** Q102 26 To 21, WTRY Ex To 27, WTX 33 To 29, WKBO 23 To 19, KFYE Ex To 23, WIKS 29 To 22, WBEN-FM 16 To 13, WISM 10 To 7, WAYS Ex To 26, KSLQ 18 To 15, CKLW 22 To 15, WKXX 12 To 8, WLS 38 To 25, KIMN 12 To 6, KENO Ex To 28, KERN 27 To 22, KGW 27 To 24, WAPE Ex To 25, WNCI Ex To 22, WFI 27 To 23, WRJZ 27 To 24, Z93 29 To 23, Y103 25 To 19, WWKX 29 To 23, WZUU 26 To 22, WANS 31 To 22, KEEL 24 To 21.
SALES: Good in the Midwest, Moderate in all other regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
43	32	CRYING DON MCLEAN 2

ADDS: KWKN-30, WRQX, F105, KSTP-FM, WHBQ-30, KDWB-21, KFI, WMC-FM, WRKO, WSEZ, KFYE, WABC, WBEN-FM-36, WZZR-30, KOFM-22, KTLK, KERN-29, KMJK-FM, WTIC-FM, WNCI. **JUMPS:** WCAO Ex To 18, WRFC 29 To 24, WRVQ Ex To 26, WTX 33 To 29, WHHY 30 To 27, WISM Ex To 30, WGSV 27 To 24, WSGN Ex To 23, BJ105 Ex To 36, KSLQ Ex To 23, KXOK 25 To 22, WKXX Ex To 25, KIMN Ex To 30, KCPX 31 To 18, KJRB Ex To 28, KYX Ex To 28, WAPE Ex To 26, KC101 29 To 22, WAXY Ex To 29, WFIL Ex To 29, WFLB Ex To 31, WRJZ Ex To 30, WPGC 28 To 25, Z93 24 To 18, Y103 Ex To 39, WWKX Ex To 29, WSGA 30 To 25, KVIL Ex To 24, WOKY Ex To 29, WBQ Ex To 28, WZUU 29 To 25, KBEQ Ex To 15, KRAV 21 To 13, WANS Ex To 36, JB105 29 To 26, WQXI Ex To 23, 94Q 21 To 15, WICC 26 To 21.
SALES: Breakouts in the East and Midwest.

LAST WEEK	THIS WEEK	WEEKS ON CHART
38	33	SMOKY MOUNTAIN RAIN RONNIE MILSAP 10

ADDS: 92X-26, WBBF, KSTP-FM, 14Q-29. **JUMPS:** WCAO Ex To 30, WRFC 17 To 13, WSEZ 18 To 14, KFMD 20 To 13, WISM 30 To 25, WGSV 7 To 4, KOPA 25 To 20, WAYS 20 To 16, WSGN 19 To 11, BJ105 Ex To 37, KSLQ Ex To 25, KXOK 20 To 14, KIMN 14 To 10, KCPX 12 To 9, KENO 30 To 27, KJRB 30 To 23, KMJK-FM Ex To 30, KYX 29 To 25, WFIL Ex To 28, WFI Ex To 30, KWKN 19 To 14, Z93 21 To 17, F105 23 To 19, Y103 28 To 25, WSGA 28 To 22, KVIL 25 To 18, WOKY 11 To 7, KRQ 18 To 14, WZUU 12 To 9, KRAV 8 To 6, KRTH 28 To 25, WANS 29 To 20, JB105 Ex To 32, WQXI 8 To 6, 94Q 15 To 10, WMC-FM Ex To 24, KEEL 21 To 17, WRKO 26 To 22.
SALES: Fair in all regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
39	34	SEVEN BRIDGES ROAD EAGLES 6

ADDS: WKIX, WZZP, 92X-25, KWKN-29. **JUMPS:** WCAO 29 To 25, WRVQ 8 To 6, WTX 35 To 26, KFMD 14 To 11, WBEN-FM 20 To 16, KOPA 26 To 23, KRBE 23 To 19, BJ105 25 To 22, KSLQ Ex To 22, KXOK 23 To 20, WKXX 6 To 4, KCPX 19 To 16, KERN 21 To 18, KGW 26 To 21, KYX 22 To 19, WTIC-FM 30 To 25, WFIL 30 To 24, WFLB Ex To 22, WNCI 25 To 20, WWKX 30 To 24, WSGA 17 To 13, KSTP-FM Ex To 18, KVIL Ex To 21, WNOE 25 To 22, WZUU Ex To 23, KRAV 13 To 10, KDWB 18 To 11, JB105 20 To 16, KFI 17 To 14, WQXI 20 To 16, KEEL 32 To 24.
SALES: Good in the Midwest. Fair in all other regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
48	35	TREAT ME RIGHT PAT BENATAR 3

ADDS: WMC-FM, WICC-30, KFYE, WABC, WISM, KSLQ, CKLW-29, WTIC-FM-30, WAXY, WFLB, WBBF, WSGA-29, 13K-26, Day-Part WOW. **JUMPS:** WDRQ Ex To 27, Q102 31 To 26, WRFC 30 To 27, WRVQ 24 To 17, WTRY Ex To 29, WTX 39 To 32, WHHY Ex To 30, WSEZ Ex To 34, KFMD Ex To 27, WAYS Ex To 27, WKBW Ex To 26, KRBE Ex To 26, 92X 22 To 17, WKXX 24 To 18, WLS Ex To 40, Q105 30 To 27, KIMN Ex To 26, KENO 28 To 25, KJR 24 To 18, KERN 29 To 25, KMJK-FM Ex To 25, WAPE Ex To 28, KSFX Ex To 17, WFI Ex To 28, WRJZ Ex To 29, WPGC 19 To 7, Z93 Ex To 27, Y103 33 To 29, WWKX Ex To 30, WSPT Ex To 27, KRQ 30 To 25, KBEQ Ex To 19, KRTH Ex To 28, WANS Ex To 26, JB105 30 To 27, 94Q 24 To 19, WGCL Ex To 30, KFRC 31 To 25.
SALES: Moderate in all regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
—	36	HELLO AGAIN (LOVE THEME FROM THE JAZZ SINGER) NEIL DIAMOND 1

ADDS: WFLB, WAKY-31, WSGN, WKBW, BJ105-35, KSLQ, KXOK-23, CKLW, KIMN, KENO, KTLK, KJRB, KERN-28, WKIX, WCAO, WOW-28, WTX, WTRY, WKBO-30, WABC, KFMD, WIKS, WBEN-FM, WISM, WAPE, KFRC, WQXI, WHBQ-29, KRTH, WHB-15, KVIL, WOKY, WBBQ, KRQ-28, KRAV, WDOQ-30, KEEL, WANS, WPGC-27, Z93, F105, WWKX, WGH, KSTP-FM, WGCL, KFI, KMJK-FM, KYX, KC101-30, WAXY, WBBF, WFI, KWKN-28. **JUMPS:** WDRQ Ex To 29, WRFC Ex To 29, WHHY Ex To 28, WGSV Ex To 26, KOPA 30 To 26, WAYS Ex To 29, KCPX Ex To 24, WFIL Ex To 26, Y103 35 To 28, WSGA 33 To 28, 94Q 27 To 20, WICC 30 To 27, WRKO Ex To 28. **ON:** WRJZ, JB105, WPRO-FM.
SALES: Just shipped.

LAST WEEK	THIS WEEK	WEEKS ON CHART
11	37	MORE THAN I CAN SAY LEO SAYER 19
24	38	ONE STEP CLOSER THE DOOBIE BROTHERS 11
26	39	ANOTHER ONE BITES THE DUST QUEEN 25
33	40	MASTER BLASTER (JAMMIN') STEVIE WONDER 19
27	41	SUDDENLY OLIVIA NEWTON-JOHN/CLIFF RICHARD 16
44	42	SHINE ON L.T.D. 12

ADDS: WHHY. **JUMPS:** WSGN 9 To 6, Y100 20 To 17, Z93 19 To 10, WNOE 16 To 12, WHBQ 27 To 22, WQXI 14 To 7, 94Q 25 To 21, WMC-FM 14 To 11, WDOQ 9 To 3.
SALES: Fair in the South. Weak in all other regions.

LAST WEEK	THIS WEEK	WEEKS ON CHART
52	43	AH! LEAH! DONNIE IRIS 8
45	44	I NEED YOUR LOVIN' TEENA MARIE 11
41	45	LOVE T.K.O. TEDDY PENDERGRASS 10
50	46	WHO'S MAKING LOVE BLUES BROTHERS 7
42	47	MY MOTHER'S EYES BETTE MIDLER 11
37	48	WOMAN IN LOVE BARBRA STREISAND 22
46	49	WHIP IT DEVO 23
36	50	I BELIEVE IN YOU DON WILLIAMS 20
47	51	YOU'VE LOST THAT LOVING FEELING DARYL HALL & JOHN OATES 19
49	52	COLD LOVE DONNA SUMMER 9

ADDS: KRBE, KERN, WRQX. **JUMPS:** WDRQ 18 To 10, KFMD 29 To 24, WBEN-FM 35 To 30, CKLW 17 To 13, WKXX Ex To 30, KTLK 29 To 24, 96KX 19 To 14, Y103 36 To 32, WSPT 29 To 23, WGCL 6 To 3.
SALES: Good in the Midwest. Fair in all other regions.

ADDS: WNOE 28 To 25, KFRC 32 To 29.
SALES: Moderate in the West. Weak in all other regions.

CHARTBREAKING.

RANDY MEISNER'S
"HEARTS ON FIRE"
(19-50964)

CASHBOX (53)
BILLBOARD 50★
RECORD WORLD (63)
RADIO & RECORDS (29)
BREAKER



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Direction: Trudy Green Management.

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JE-36748

RADIO CHART

TOP 100 SINGLES
JANUARY 31, 1981

LAST THIS WEEK	WEEKS ON CHART	HIT BOUND
74	53	HEARTS ON FIRE RANDY MEISNER ADD: KIMN, KCPX, KMJK-FM, KSFX, Z93, WSPT, KBEQ, KRAV, 94Q-30, WDRQ, WRFC, WRVQ, WTRY, WTRY, WHHY, WKBO-29, WAYS, WSGN, WKBW, BJ105-39, O105. JUMPS: WKXX Ex To 27, KTLK 40 To 36, KERN Ex To 27, KYYX Ex To 29, WAPE Ex To 24, 96KX 31 To 28, KRQ 25 To 22, WANS Ex To 28, JB105 34 To 29. SALES: Breakouts in the Midwest.

LAST THIS WEEK	WEEKS ON CHART	HIT BOUND
73	54	KISS ON MY LIST DARYL HALL & JOHN OATES ADD: JB105-33, WOXI, WGCL, WCAO, WDRQ, WRFC, WTI, WHHY, WAPE, WAKY-29, WKXX, KSFX, WNCI, WRJZ, KRAV. JUMPS: KCPX 32 To 22, KTLK 39 To 33, KJR 28 To 23, 94Q Ex To 29, KEEL 33 To 25. SALES: Breakouts in the East.

62	55	BACK IN BLACK AC/DC ADD: KNUS-34, KJR, KMJK-FM, WIFI, JB105-31, 13K. JUMPS: WDRQ 20 To 14, WIKS 33 To 29, WKXX Ex To 31, WRQX Ex To 26, WSPT 17 To 10, WANS 33 To 29. SALES: Good in the Midwest. Fair in all other regions.
51	56	GIRLS CAN GET IT DR. HOOK 14
60	57	FOOL THAT I AM RITA COOLIDGE ADD: WZUU. JUMPS: KSLQ 21 To 18, WKXX 28 To 25, KIMN Ex To 28, KWKN 27 To 24, Z93 25 To 22. SALES: Weak in all regions.

53	58	THEME FROM THE DUKES OF HAZZARD WAYLON 21
68	59	(GHOST) RIDERS IN THE SKY OUTLAWS ADD: BJ105, KYYX, WOKY, Day-Part WAYS. JUMPS: WRVQ 26 To 23, WTRY Ex To 28, KFMD Ex To 28, WBEN-FM 34 To 14, WSGN Ex To 25, WKBW 16 To 13, WKXX 27 To 23, KJRB 23 To 17, WAPE Ex To 29, 96KX 23 To 19, WSPT Ex To 22, WANS 17 To 12, JB105 33 To 25, KEEL Ex To 33. SALES: Fair in all regions.

70	60	FLASH'S THEME AKA FLASH QUEEN ADD: WKBW, Q105, KJR, WSPT. JUMPS: WDRQ 30 To 24, Q102 32 To 28, WRVO Ex To 19, WTRY Ex To 24, WTI Ex To 37, KRBE 19 To 13, BJ105 31 To 21, WKXX 21 To 17, KENO Ex To 30, KTLK 36 To 28, KERN Ex To 26, KMJK-FM Ex To 28, WBBF Ex To 26, WGH Ex To 21, WBBQ Ex To 27, WANS 38 To 33. SALES: Moderate in the Midwest and South. Fair in the West and East.
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56	61	TURNING JAPANESE THE VAPORS 21
55	62	EVERYBODY'S GOT TO LEARN SOMETIME THE KORGIS 17
54	63	THE WANDERER DONNA SUMMER 20
57	64	I'M COMING OUT DIANA ROSS 20

LAST THIS WEEK	WEEKS ON CHART	HIT BOUND
20	65	RAPTURE BLONDIE ADD: Q102-35, WTI, WTRY, WIKS, KJR, WAXY, Z93, KFI, Day-Part 92X. JUMPS: WRVQ 5 To 2, WHHY Ex To 29, WAYS 25 To 21, KRBE 28 To 18, WKXX 13 To 7, WRJZ Ex To 31, WSGA 21 To 15, WSPT Ex To 29, WNOE 32 To 24, WANS 12 To 8, WGCL Ex To 22. ON: WDRQ, KRTH, KNUS, Q105, WBEN-FM, WWKX, Y100. SALES: Just shipped.

59	66	HE'S SO SHY POINTER SISTERS 28
61	67	NEVER BE THE SAME CHRISTOPHER CROSS 17
64	68	KILLIN' TIME FRED KNOBLOCK AND SUSAN ANTON 11
85	69	LIVING IN A FANTASY LEO SAYER ADD: WRJZ, WBBO, WNOE-33, KILT, WRVQ, WTRY, WHHY, WISM, WGSV, KOPA, WSGN, CKLW, WKXX, KENO, KJRB, KYYX. JUMPS: WDRQ Ex To 30, WRFC Ex To 30, 94Q 29 To 25. SALES: Just shipped.

86	70	TOO TIGHT CON FUNK SHUN ADD: WCAO-29, WHHY, WSEZ, KCPX, KENO, WPGC-28, WGH, JB105-35, KFI, WMC-FM. JUMPS: CKLW Ex To 25. SALES: Just shipped.
79	71	GUITAR MAN ELVIS PRESLEY ADD: WSEZ, WGSV, KEEL. JUMPS: KCPX Ex To 30, WGH 23 To 13, KRTH 30 To 27, JB105 35 To 30. SALES: Breakouts in the South.
58	72	THIS TIME JOHN COUGAR 19

—	73	WHAT KIND OF FOOL BARBRA STREISAND/BARRY GIBB ADD: WDRQ, WRVQ, WGSV, WAYS, WSGN, KXOK-24, Q105-30, KENO, WWKX, KYYX, KMJK-FM, WFIL, WAXY, JB105-34, KILT-40. JUMPS: KJRB Ex To 29, KJR Ex To 28.
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65	74	LOVELY ONE THE JACKSONS 19
77	75	UNITED TOGETHER ARETHA FRANKLIN ADD: WFLB. SALES: Fair in the East and South.

88	76	STAYING WITH IT FIREFALL ADD: WDRQ, KFMD, WISM, WAPE, WAKY-30, Y103-40, WANS, 94Q. JUMPS: WSEZ Ex To 35, WKXX 30 To 26, KTLK Ex To 39, 96KX 32 To 29, KBEQ 17 To 14.
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81	77	WYNKEN, BLYNKEN AND NOD THE DOOBIE BROTHERS ADD: KOPA, WFLB. JUMPS: WGSV Ex To 29, WSPT 24 To 20, KBEQ Ex To 18.
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92	78	PRECIOUS TO ME PHIL SEYMOUR ADD: WCAO, WTI, KFMD, WISM, WAPE, WGSV, WFLB, WIFI, Y103, WWKX, WBBQ. JUMPS: WTRY 30 To 26, KYYX 26 To 22, KRAV Ex To 26.
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91	79	SOMEBODY'S KNOCKIN' TERRI GIBBS ADD: WISM, WSGN, KOFM-23, WFLB, WRJZ, Y103, WWKX, WHB-18, KRAV. JUMPS: WGSV Ex To 27, KILT 13 To 10.
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87	80	I DON'T WANT TO KNOW YOUR NAME GLEN CAMPBELL ADD: WFLB. JUMPS: WTRY Ex To 30, WTI Ex To 39, KCPX Ex To 38.
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90	81	FLY AWAY PETER ALLEN ADD: WFIL, WNOE. JUMPS: WCAO 21 To 15, WTI Ex To 38, WABC 50 To 38.
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84	82	SEASONS CHARLES FOX ADD: WKIX 25 To 21, WCAO 26 To 22, KIMN 22 To 12.
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—	83	AIN'T EVEN DONE WITH THE NIGHT JOHN COUGAR ADD: KFMD, WKXX, KTLK, WFLB, WOKY, WGH, WBBQ, KBEQ, WANS. JUMPS: KCPX Ex To 39, WRKO 29 To 24. ON: WISM, KYYX, KSLQ.
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75	84	GOT TO ROCK ON KANSAS 7
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63	85	NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS 26
67	86	STOP THIS GAME CHEAP TRICK 13

—	87	LIPSTICK SUZI OUATRO ADD: WSEZ, BJ105, WIFI, WSPT. JUMPS: WAPE Ex To 27, WANS Ex To 38, WBBO Ex To 29. ON: WGH.
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—	88	DREAMER ASSOCIATION ADD: WFLB, Y103, WANS. JUMPS: WGSV Ex To 28. ON: 94Q, WZUU.
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—	89	FANTASTIC VOYAGE LAKESIDE ADD: WFLB. JUMPS: KFRC Ex To 27. ON: WSEZ. SALES: Moderate in the Midwest and South. Fair in the East and West.
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—	90	DON'T STOP THE MUSIC YARBROUGH & PEOPLES ADD: WSGA. JUMPS: CKLW Ex To 18. SALES: Moderate in the East and South. Fair in the West and Midwest.
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66	91	DEEP INSIDE MY HEART RANDY MEISNER 16
—	92	LONG TIME LOVIN' YOU McGUIFFEY LANE ADD: WSEZ. JUMPS: O102 35 To 32, WAPE 22 To 18, 92X 11 To 8, WNCI 11 To 5, KCPX Ex To 37. ON: KFMD.

69	93	TURN AND WALK AWAY THE BABYS 12
95	94	WATCHING YOU SLAVE ADD: WFLB Ex To 26. SALES: Fair in the East.

96	95	REMOTE CONTROL THE REDDINGS 2 SALES: Fair in the South.
98	96	LOOK UP PATRICE RUSHEN ADD: BJ105 26 To 23, WNOE 38 To 32.

—	97	CAFE AMORE SPYRO GYRA ADD: WBEN-FM 33 To 28, WBBF Ex To 27. ON: WKBW.
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—	98	DON'T YOU KNOW WHAT LOVE IS TOUCH ADD: WKXX, WSPT. JUMPS: KFMD 28 To 14. ON: WBEN-FM.
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78	99	NEED YOUR LOVING TONIGHT QUEEN 10
82	100	TEACHER TEACHER ROCKPILE 10

LOOKING AHEAD	
TURN ME LOOSE	LOVERBOY ADD: KIMN, KTLK. JUMPS: WKXX Ex To 29. ON: WHHY, WBBQ.
THEME FROM RAGING BULL	JOEL DIAMOND ADD: WGH, WFIL. ON: WIFI.
COW PATTI	JIM STAFFORD ADD: KOFM 18 To 11. ON: 92Q.

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

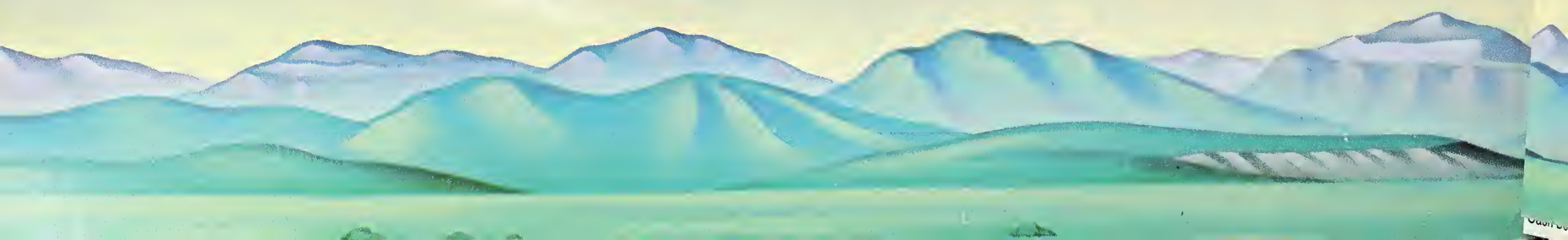
"HE CAN'T LOVE YOU"

FROM THE
MICHAEL STANLEY BAND'S Heartland

PRODUCED BY THE MICHAEL STANLEY BAND
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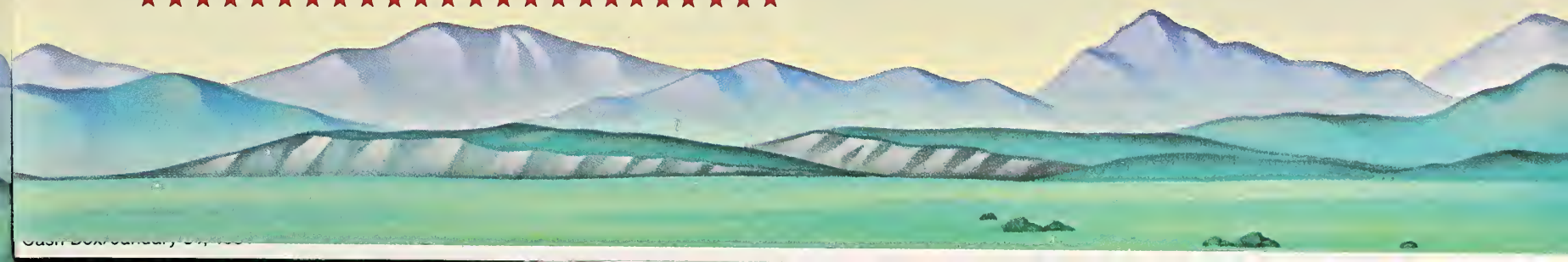




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GRAMM

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COUNTRY

Sugar Hill Records Ready Market For Bluegrass, Traditional Country

by Angela Ball

NASHVILLE — Country music is expanding its horizons beyond Nashville with the evolution of a grassroots movement centered around bluegrass and traditional country music. The return to these purer forms can be credited to smaller independent labels like Sugar Hill, whose innovative sounds are consistently resulting in chart records.

Sugar Hill Records was established in 1968 with the goal of providing an outlet for more traditional country and bluegrass artists. "It was sort of an attempt to present an extant kind of roots music in a more contemporary setting," Barry Poss, president of the label told **Cash Box**. "There was always an interest, at least for me, in old-time country and bluegrass. So a lot of our

music tends to have that blend of acoustic/electric, as well as utilizing contemporary arrangements of traditional material."

The numerous movie releases with country soundtracks have spawned a country music boom and as a corollary, many people seem to be going back to basics and, in turn, the traditional forms of country music have also experienced an upsurge of popularity.

"I've always thought that country moved in two directions at the same time, and I think that's what we're feeling too," Poss said. "It seems that it is always moving towards mainstream (crossover), and at the same time I feel that there's a return to grassroots country too. In that sense I think that we're benefitting from the trend as well."

The main offices of Sugar Hill are in Durham, N.C., but there are two other cities in which the label records as well: Washington and Los Angeles. The nation's capital is very receptive to bluegrass, with hundreds of clubs which specialize in this more traditional form. The Washington area is a "hotbed" for bluegrass artists, as evidenced by groups like the Seldom Scene and The Country Gentlemen, who epitomize the progressive bluegrass style. "The Washington area has incredibly sophisticated fans," said Poss. "You can't put just anyone on stage."

Sugar Hill boasts an impressive catalog of artists, including many of the so-called progressive genre of bluegrass musicians: John Starling, Buck White and the Down Home Folks, Ricky Skaggs, The Country Gentlemen and Tony Rice, to name a few. Ricky Skaggs is a former member of Emmylou Harris' Hot Band, where his fiddle, guitar and mandolin licks added to her authentic sound. Harris is an excellent example of someone who emerged from the Washington bluegrass circles, taking the influence of progressive bluegrass with her to the country charts. The established country sound on "Roses In The Snow" focused attention on the artistry of these musicians. "Roses In The Snow" was a breakthrough," explained Poss. "For a major label to release that kind of product was unprecedented, yet we do it steadily. We cross the bridge between bluegrass and country."

Sugar Hill uses an independent distribution and promotion network with approximately 25 distributors nationwide. Bluegrass and traditional country are also popular abroad, receiving particularly good reception in Japan, Italy and the Scandinavian countries, according to Poss. In the States, the southeast region is particularly receptive to the music, he said, though there is a strong audience nationwide.

New Address, Staff For Pi-Gems, Chess

NASHVILLE — A change of address coupled with a more streamlined administrative structure and staff expansion marks a few of the changes thus far this year at Pi-Gem and Chess Music, Inc., here.

Following extensive refurbishing of the building, the staff moved into its new headquarters at 25 Music Square East late in 1980. One of the primary features in the new building is an 8-track demo studio on the songwriters' floor.

With the new building, a new administrative organization has been implemented. Charley Pride, chairman of the board of directors, along with Tom Collins, president of Pi-Gem and Chess Music, will continue to oversee and direct both publishing companies, which in 1980 had 24 singles on the charts, with seven of those in the top 10 and three reaching number one.

David Conrad's duties as general manager of Pi-Gem have been expanded to include responsibility for the company's day to day operations, as well as writer relations and catalogue management. Conrad, an eight-year company veteran, also oversees production projects on the Piggys, a Nashville based pop/rock group.

Gary Harrison, professional manager of the publishing companies, will assist Conrad with the writer and catalogue functions. Prior to being named professional manager, Harrison had performed around Nashville, including stints at Opryland and was also a Pi-Gem staff writer.

Carolyn Honea will continue in her position as executive assistant to Collins, as does Mary Del Frank in her position of copyright and royalty administrator.

Staff expansions include the addition of

(continued on page 26)



CBS EXECS AT JAM VII — Musicians and fans aren't the only people that turn out in droves for the Volunteer Jam. This year, a number of CBS label executives attended the annual event. Pictured are (l-r): Maurice Oberstein, chairman, CBS Records, United Kingdom; John Boylan, executive producer, Epic A&R, Los Angeles; Don Dempsey, senior vice president and general manager, E/P/A, New York; Epic artist Charlie Daniels, who was presented a platinum LP for sales of over one million units of the Charlie Daniels Band's album, "Full Moon"; Rick Blackburn, vice president and general manager, CBS Nashville; Joe Sullivan, president, Sound Seventy Corp.; Roy Wunsch, vice president, marketing, CBS Nashville; Ron Huntsman, vice president, artist promotion, Sound Seventy; and Dan Beck, director, product management, E/P/A, New York.

Diverse Cast For Daniels Jam

(continued from page 8)

Fred Edwards and Jim Marshall were the constants in a never ending flow of musicians.

During the course of the concert, which continued for more than eight hours, in excess of 82 songs were performed, and often more than 20 musicians were on stage at one time during the final Jam session.

The traditional Jam began in 1974 when Daniels, his band and a handful of musicians — including members of the Marshall Tucker Band (veterans of all seven Jams) and the Allman Brothers Band — got together to celebrate the Daniels band's first hometown sellout concert. The first

was held in the War Memorial Auditorium, a cubicle compared to the vastness of the Municipal Auditorium, where the Jam has taken place since 1977. From that small gathering of musicians, the Jam has increased to the prestigious event it is today, an event that this year attracted 25 artists and groups (more than 102 musicians) from all genres of music.

As in the past, the concert was recorded, and portions will be included in a live album of Jam VII, which will be released on Epic Records later this year. Radio stations broadcasting the Jam included Tennessee stations WWKX and WRVU/Nashville; WIZO/Franklin; WSKZ/Chattanooga; WINZ/Knoxville; WZXR/Memphis and WKLS/Atlanta, Ga.

The ultimate of musical gatherings concluded sometime in the wee hours of the morning at the Hyatt Regency Hotel, following a post-Jam party that featured Tex-Mex fare and a little more jamming by artists featured at the auditorium.

Top Billing, CBS Launch McDowell West Coast Tour

NASHVILLE — CBS Records and Top Billing, Inc. here have combined forces in support of Ronnie McDowell's current West Coast tour, which has already garnered sold-out performances in Albany, Ore., and a string of sold-out dates with the Oak Ridge Boys in Seattle, Spokane, Portland and San Carlos.

The companies are backing the tour with radio support, including album giveaways ("Going, Going, Gone") and interviews; account visits; autograph sessions; time buys and both print and electronic media coverage, including a number of local television appearances.

Looking beyond the postulated success of McDowell's West Coast tour, Andrea Smith, Top Billing senior vice president, already has her sights set on a sweep of the Midwest and Northeast.

"When we took on Ronnie a few months ago, CBS and Top Billing marketing priorities were the West, Midwest and Northeast, respectively," said Smith. "I'm extremely confident about opening up the West for Ronnie with this tour and have already begun laying out strategies for a tour of the Midwest and East. It's time for Ronnie to break out of the South and expose his music nationally."

BMI Gets Award From Chamber Of Commerce

NASHVILLE — Broadcast Music, Inc. (BMI) received the Governor's Honorable Mention Award for Contribution to the Arts at a recent Nashville Chamber of Commerce (NCC) meeting.

The awards are presented to those organizations which, through their interest and high level of involvement, have contributed in important ways to the quality of arts in the Nashville community.

"BMI has a unique style of supporting a wide variety of artistic endeavors," said John Lee of the Chamber of Commerce. Frances W. Preston, BMI vice president, was commended for "royally entertaining" Ambassador Chai Zemin of the Peoples Republic of China and his entourage during their stay in Nashville, and for guiding gospel music all the way to the White House lawn during her tenure as chairman of the board of the Gospel Music Assn.

The nominees for this award are also nominees for the national Business Committee for the Arts Award, given each year in conjunction with *Forbes* magazine. The finalists were determined by the NCC screening committee and selected by a distinguished panel of local, regional and national judges.

First American National Bank was awarded first place, and BMI shared the honorable mention spotlight with Commerce Union Bank and Vanderbilt Medical Center.

Noted Preston, "BMI is privileged and honored to be in the company of such distinguished winners, and we are proud to represent the music business in our continued efforts to further the growth of the Nashville community."



LOGAN JOINS TREE INTERNATIONAL — Bud Logan, formerly with Jim Reeves Enterprises, has joined the staff of Tree International as head of Tree Prod. Logan will continue to produce John Conlee and Judy Taylor, in addition to several of Tree's writers and various acts for different record labels. Pictured are (l-r): Buddy Killen, president of Tree International; Logan; and Donna Hilley, vice president of Tree International.

COUNTRY

TOP 75 ALBUMS

	Weeks On 1/24 Chart		Weeks On 1/24 Chart
1 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	1 15	39 A WOMAN'S HEART CRYSTAL GAYLE (Liberty LOO 1080)	39 8
2 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	2 9	40 GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	41 32
3 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	3 15	41 REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5138)	23 15
4 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	4 24	42 ED BRUCE ED BRUCE (MCA MCA-3242)	42 33
5 HORIZON EDDIE RABBITT (Elektra 6E-276)	5 29	43 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	43 145
6 GREATEST HITS OAK RIDGE BOYS (MCA 5150)	6 13	44 10TH ANNIVERSARY STATLER BROTHERS (Mercury/Polygram SRM 1-5027)	47 25
7 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	7 18	45 STRAIGHT AHEAD LARRY GATLIN (Columbia JC 36250)	45 38
8 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	8 93	46 FOLLOWING THE FEELING MOE BANDY (Columbia JC-36789)	46 10
9 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	9 37	47 DREAMLOVERS TANYA TUCKER (MCA-5140)	51 15
10 BACK TO THE BARROOMS MERLE HAGGARD (MCA 5139)	13 13	48 LIGHT OF THE STABLE EMMYLOU HARRIS (Warner Bros. BSK-3484)	24 15
11 LOVE IS FAIR BARBARA MANDRELL (MCA-5136)	10 19	49 SONGS I LOVE TO SING SLIM WHITMAN (Epic/Cleveland Int'l. JE 36788)	49 17
12 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia C236752)	12 22	50 WHERE DID THE MONEY GO? HOYT AXTON (Jeremiah JG 5001)	50 28
13 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	11 20	51 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	48 112
14 HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	14 16	52 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	52 82
15 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	16 13	53 NO ONE WILL EVER KNOW GENE WATSON (Capitol ST-12102)	— 1
16 ENCORE MICKEY GILLEY (Epic JE-36851)	17 12	54 ALWAYS PATSY CLINE (MCA-3263)	54 15
17 FULL MOON CHARLIE DANIELS BAND (Epic FE-36571)	18 26	55 IT'S HARD TO BE HUMBLE MAC DAVIS (Casablanca/Polygram NBLP 7207)	55 47
18 ANY WHICH WAY YOU CAN ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3499)	19 8	56 FRIDAY NIGHT BLUES JOHN CONLEE (MCA-3246)	56 31
19 MUSIC MAN WAYLON JENNINGS (RCA AHL 1-3602)	20 35	57 I'LL NEED SOMEONE TO HOLD ME WHEN I CRY JANIE FRICKE (Columbia JC 36820)	60 11
20 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	26 66	58 YOU'RE ON MY MIND JOHNNY DUNCAN (Columbia JC 36829)	53 9
21 STARDUST WILLIE NELSON (Columbia JC 35305)	15 144	59 THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	59 90
22 URBAN COWBOY II ORIGINAL SOUNDTRACK (Epic SE-36921)	25 4	60 GIDEON KENNY ROGERS (United Artists LOO-1034)	63 43
23 SAN ANTONIO ROSE WILLIE NELSON & RAY PRICE (Columbia JC 36476)	27 34	61 TOGETHER AGAIN GEORGE JONES & TAMMY WYNETTE (Epic JE 36764)	57 16
24 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	21 31	62 CLASSIC CRYSTAL CRYSTAL GAYLE (United Artists LOO-982)	58 6
25 RAZZY RAZZY BAILEY (RCA AHL 1-3688)	22 21	63 THERE'S A LITTLE BIT OF HANK IN ME CHARLEY PRIDE (RCA AHL 1-3548)	67 49
26 TEXAS IN MY REAR VIEW MIRROR MAC DAVIS (Casablanca/Polygram NBLP 7239)	28 16	64 SMOKEY AND THE BANDIT 2 VARIOUS ARTISTS (MCA-6101)	64 23
27 THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36493)	34 27	65 DRUNK AND CRAZY BOBBY BARE (Columbia JC 36785)	65 15
28 SOUTHERN RAIN MEL TILLIS (Elektra 6E-310)	36 9	66 TAKE ME BACK BRENDA LEE (MCA-5143)	61 9
29 THE LEGEND OF JESSE JAMES VARIOUS ARTISTS (A&M SP-3718)	29 8	67 NICE 'N EASY JOHNNY DUNCAN and JANIE FRICKE (Columbia JC-36780)	62 11
30 LOOKIN' GOOD LORETTA LYNN (MCA 5148)	30 13	68 SMOOTH SAILIN' T.G. SHEPPARD (Warner Bros. BSK-3423)	68 21
31 ROSES IN THE SNOW EMMYLOU HARRIS (Warner Bros. BSK 3422)	31 37	69 KILLER COUNTRY JERRY LEE LEWIS (Elektra 6E-291)	66 17
32 THESE DAYS CRYSTAL GAYLE (Columbia JC 36512)	32 20	70 FAMILY BIBLE WILLIE NELSON (Songbird/MCA-3258)	69 18
33 SONGS OF THE SUN BELLAMY BROTHERS (Warner/Curb BSK-3491)	44 8	71 REFLECTIONS CHET ATKINS and DOC WATSON (RCA AHL 1-3701)	70 11
34 HARD TIMES LACY J. DALTON (Columbia JC 36763)	35 37	72 NEW YORK TOWN JOHNNY PAYCHECK (Epic JE 36496)	72 20
35 PORTER AND DOLLY PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3700)	33 12	73 TEXAS BOUND AND FLYIN' JERRY REED (RCA AHL 1-3771)	75 18
36 WHO'S CHEATIN' WHO CHARLY McCLAIN (Epic JE-36760)	40 12	74 JOHN ANDERSON JOHN ANDERSON (Warner Bros. BSK 3459)	71 27
37 HABITS OLD AND NEW HANK WILLIAMS, JR. (Elektra/Curb 6E-278)	37 34	75 ROCKABILLY BLUES JOHNNY CASH (Columbia JC 36779)	73 16
38 THE BEST OF THE KENDALLS THE KENDALLS (Ovation OV 1756)	38 9		

Thanx, Country Radio,
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Jack Grayson

And
Blackjack

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(KOLA 328)

From The LP KOA 14897

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Produced By

Bernie Vaughn & Jack Grayson

Billboard Cash Box Record World

40

48

49



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COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



KEITH STEGALL (Capitol P 4967)
Anything That Hurts You (Hurts Me) (3:06) (April Music, Inc./United Artists Music Co., Inc. — ASCAP) (C. Monk, J. Lee)

Country radio has been clamoring for tunes like this soft country ballad, rendered quite admirably by Nashville singer/songwriter Keith Stegall. Piano, subdued backing vocals and a touch of steel form just the right canvas for Stegall's vocals.



RON SHAW (Pacific Challenger PC 1639)
Reachin' For Freedom (2:51) (Moonridge Music — ASCAP) (Robert Lee Smith)

Country music artists and labels based on the west coast seem to be coming to the fore in recent years. Shaw's initial single on the Anaheim, Calif. label hints of some very good things to come. This song won't make him an overnight sensation, but it will garner him some very important recognition.

HITS OUT OF THE BOX

- ALABAMA** (RCA PB-12169)
Old Flame (3:10) (I've Got The Music Co. — ASCAP) (D. Lowery, M. McAnally)
- JOHNNY LEE** (Full Moon/Asylum E-47105)
Pickin' Up Strangers (2:20) (Welbeck Music — ASCAP) (B. Hill)
- CRYSTAL GAYLE** (Columbia 11-11436)
Take It Easy (3:58) (Duchess Music — BMI) (D. McClinton)
- BARBARA MANDRELL** (MCA 51062)
Love Is Fair (3:02) (PI-Gem Music — BMI) (K. Fleming, D.W. Morgan)
- BARBARA MANDRELL** (MCA 51062)
Sometime, Somewhere, Somehow (3:09) (Chess Music — ASCAP) (J. Turner, B. Beene)
- BILLY "CRASH" CRADDOCK** (Capitol P-4972)
It Was You (2:59) (Peer International — BMI) (B. House, B. Stone)

FEATURE PICKS

- RAY STEVENS** (RCA PB-12170)
One More Last Chance (2:39) (Andite Invasion — BMI/Intersong Music — ASCAP) (H. Bynum, B. Reneau)
- CHARLIE RICH** (Elektra E-47104)
Are We Dreamin' The Same Dream (4:10) (Vogue Music — BMI) (B. Burnette, J. Christopher)
- SLIM WHITMAN** (Cleveland International/Epic 19-50971)
I Remember You (2:31) (Paramount Music — ASCAP) (J.H. Mercer, V. Schertzinger)
- GEORGE BURNS** (Mercury 57045)
Willie, Won't You Sing A Song With Me (3:09) (Rodeo Cowboy Music — BMI) (G. Sutton)
- MUNDO EARWOOD** (Excelsior SIS-1005P)
Blue Collar Blues (2:38) (Music West Of The Pecos — BMI) (M. Earwood)
- TROY SHONDELL** (TeleSonic T-806)
Good Times (2:25) (ABCKO Pub. — BMI) (S. Cook)

ALBUM REVIEWS

GUITAR MAN — Elvis Presley — RCA AAL1-3917 — Producer: Felton Jarvis — List: 8.98 — Bar Coded

It's truly amazing what modern technology can accomplish — that is, modern technology in the hands of a talent like the late Felton Jarvis, who died shortly after the completion of this project. Jarvis took these previously recorded Presley tracks, stripped them of the original instrumentation and added an updated musical arrangement that totally enhances the vocals, which were almost lost in the original cuts behind too many instrument and voice layers.

TO THE BONE — Kris Kristofferson — Columbia JZ 36885 — Producer: Norbert Putnam — List: 7.98 — Bar Coded

Kristofferson has always been a highly prolific songwriter and stylist. His latest album mixes those qualities with some very commercial tracks, where strong melodies are the name of the game. Particularly note "Magdalene," "Nobody Loves Anybody Anymore," "Snakebit," "I'll Take Any Chance I Can With You" and "The Devil To Pay." Quite a good album from one of the most notable songwriters of the past two decades.



THE COUNTRY COLUMN

BLUEGRASS KING TO BUDDY LEE — Bill Monroe, the man who has come to be known as the king of bluegrass, has signed with Buddy Lee Attractions for exclusive booking. Monroe debuted his unique style of music in 1939, when he joined the Grand Ole Opry cast and subsequently became a member of the Country Music Hall of Fame. Lee's company also picked up exclusive representation of **Tommy Cash**.

JAM AND JELLY — One of the most interesting things about the Volunteer Jam (see separate story) is the variety of guests rumored to appear each year. If all the rumors we'd heard this year came true, we would have seen **Bruce Springsteen**, **Paul McCartney**, **Boz Scaggs** the entire cast of *Urban Cowboy*, **Billy Burnette**, **Jimmy Carter**, **Waylon and Willie**, the entire cast of *Honeysuckle Rose* and the **Who** vying for coveted spots on stage. As it was, the artists that did show up — from **Billy Joel** to **Roy Acuff** — provided one of the best Jams ever.



Bill Monroe

The backstage area of the Jam, or the hospitality suite as it was referred to, probably offered one of the best locations for meeting and greeting the various guests, including old friends like **Coyote McCloud** of KX104 and **George Payne** of George Payne Promotions; **Jack Williams** of *Slowpoke*; **Roger Butler** and a number of out of town journalists who never seem to make it to Nashville often enough.

AND ON THE OTHER SIDE OF TOWN — For those who couldn't get tickets to the Jam, or didn't want tickets to the Jam, Cantrell's offered an "Alternative Jam," which featured some of Nashville's prime new wavers. The Alternative Jam saw such acts as the **Nashville Dolls**, **Ratz**, **Cloverbottom**, the **Babylon Dance Band** and the **White Animals** pogo the night away, while **Ed Fitzgerald** of *Civic Duty*, **Greg Husted** of the *Dave Perkins Band* and **Steve Anderson**, formerly of the *Actuals*, kept the audience star-studded.

DESK CHANGES — **Merlin Littlefield** is leaving Peer-Southern to return to ASCAP . . . **Randy Goodman** is leaving Top Billing for RCA, where he will assume the duties of publicist when **Miriam Longino** leaves the company in February . . . Still no official word on **Norro Wilson's** appointment at RCA yet . . . **Brian Fisher** will resign as vice president of Ovation Records, as an independent producer. **Michael R. Radford** has been named to head up the country division of Ovation.

ROBBINS ON THE ROAD TO RECOVERY — Columbia artist **Marty Robbins** is home after a short stay in the hospital, due to what was earlier believed to be a heart attack (*Cash Box*, Jan. 17). Examinations proved the problem to be some blockage in his heart, which was treated with medication. Robbins is resting now and plans to be back on the road in March. The 100 pound postcard he received from fans via radio station KHEY/EI Paso should keep him occupied for a while.

MY LIFE'S BEEN GRAND — Look for a **Merle Haggard** biography in September of this year from Times Books. Titled *My Life's Been Grand*, the in-depth look at the life of one of America's musical heroes should prove fascinating reading and will probably be a best-seller. Meanwhile, Haggard will probably release a gospel album in the very near future, most likely on the MCA/Songbird label.

RIDERS RIDING HIGH — An appearance at the Vice President's Ball Jan. 20 with the **Houston Pops Orchestra** kicked off *Riders In The Sky's* first full-fledged East Coast tour. Following a couple of dates at the Cellar Door in Washington D.C. and the Ball, the trio, composed of **Too Slim LaBour**, **Ranger Doug Green** and **Woody Paul**, the three lonely cowboys headed for Boston and then New York City. We hear they have remained the same uncomplicated cowboys they've always been, even when faced with the glittering lights of D.C., Boston and the Big Apple. Commented Too Slim, "Sure beats digging post holes." If you don't happen to live in the cities the Rider's will be loping into, catch them on the PBS television show *Austin City Limits* the week of Feb. 19. Look for a new Rounder Records album by the group, titled, "Cowboy Jubilee," in the not too distant future.

The **Steven Doster Band** of Austin, Texas, has pulled up roots and moved to Nashville to be nearer Sound Management.

Mel Tillis played the Inaugural Ball last week at the request of Inaugural Committee chairman **Frank Sinatra**. Look for Tillis in an upcoming movie release, *Cannonball*, starring **Burt Reynolds** and **Roger Moore**. Tillis and **Terry Bradshaw** are also doing a television pilot based on the movie, which could develop into a 13-week series.

MCA artist **Terri Gibbs** has signed a booking agreement with the International House of Talent in Nashville.

THE FAIR CIRCUIT — **Waylon Jennings'** tour management company, Utopia Prod., has pacted with the Shorty Lavender Talent Agency in Nashville for booking representation on the state fair circuit during 1981. The agreement marks the first time Jennings' organization has become involved in any state fair activity plan, and **Doug Piggott** will be coordinating Utopia's interests with Lavender and **Dan Wojcik**, vice president of the agency.



Waylon Jennings

jennifer bohler



SOUND MANAGEMENT IN NASHVILLE — To celebrate the opening of an office in Nashville, the staff of Sound Management recently hosted a party for the music community at the *Exit/In*. Pictured are (l-r): **Ben Ewings**, Sound Management; **Del Bryant**, Broadcast Music, Inc., (BMI); **Michael Barnett**, Sound Management and president of Muscle Shoals Sound Records; and **Lynn Shults**, vice president, Capitol Nashville.

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. **LOVIN' WHAT YOUR LOVIN' DOES TO ME** — CONWAY TWITTY and LORETTA LYNN — MCA — 46 REPORTS
2. **EVERY NOW AND THEN** — BRENDA LEE — MCA — 33 REPORTS
3. **WHAT I HAD WITH YOU** — JOHN CONLEE — MCA — 20 REPORTS
4. **CRYING** — DON McLEAN — MILLENNIUM — 20 REPORTS
5. **SOMETHIN' ON THE RADIO** — JACKY WARD — MERCURY — 20 REPORTS
6. **COMPLETELY OUT OF LOVE** — MARTY ROBBINS — COLUMBIA — 19 REPORTS
7. **I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN** — JOE STAMPLEY — EPIC — 18 REPORTS
8. **DIXIE MAN** — RANDY BARLOW — PAID — 17 REPORTS
9. **YOU'RE THE REASON GOD MADE OKLAHOMA** — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 16 REPORTS
10. **THIRTY NINE AND HOLDING** — JERRY LEE LEWIS — ELEKTRA — 15 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. **DO YOU LOVE AS GOOD AS YOU LOOK** — BELLAMY BROTHERS — WARNER/CURB — 60 REPORTS
2. **ANGEL FLYING TOO CLOSE TO THE GROUND** — WILLIE NELSON — COLUMBIA — 59 REPORTS
3. **WHAT'S NEW WITH YOU** — CON HUNLEY — WARNER BROS. — 50 REPORTS
4. **GUITAR MAN** — ELVIS PRESLEY — RCA — 50 REPORTS
5. **CAN I SEE YOU TONIGHT** — TANYA TUCKER — MCA — 48 REPORTS
6. **ARE YOU HAPPY BABY?** — DOTTIE WEST — LIBERTY — 45 REPORTS
7. **HILLBILLY GIRL WITH THE BLUES** — LACY J. DALTON — COLUMBIA — 43 REPORTS
8. **CUP OF TEA** — REX ALLEN, JR. and MARGO SMITH — WARNER BROS. — 43 REPORTS
9. **IF DRINKIN' DON'T KILL ME (HER MEMORY WILL)** — GEORGE JONES — EPIC — 43 REPORTS
10. **WANDERING EYES** — RONNIE McDOWELL — EPIC — 42 REPORTS

New Headquarters, Staff At Pi-Gem

(continued from page 22)

Lisa Patterson to the position of receptionist and assistant to the professional and general managers. Patterson, a Middle Tennessee State University (MTSU) graduate in the Recording Industry Management program, previously served as a business assistant to Dolly Parton.

Mike Hollandsworth has also joined the staff as assistant to the professional department and manager of the in-house studio.

Opryland Radio Offers Twitty 25th Year Salute

NASHVILLE — Opryland Radio Productions will air a six-hour radio salute to Conway Twitty April 11-12. Titled "Heartthrob! Conway Twitty: Then And Now," the program will be broadcast in two three-hour segments and is offered free to radio stations on a barter basis.

The show will trace Twitty's history from his days as a late '50s rock 'n' roll star to his current status as one of country music's top entertainers. This year marks Twitty's 25th anniversary in the entertainment industry. The special will feature in-depth interviews with Twitty, as well as with many of his peers, including Loretta Lynn, Barbara Mandrell, Ray Price, Sonny James, Jerry Lee Lewis, Dick Clark and T.G. Sheppard.

Hollandsworth is also a graduate of the MTSU recording industry program, and previously served his internship with Pi-Gem and Chess.

Another recent addition to the company is Gene Miller, lead guitarist for Barbara Mandrell. He has been involved extensively with the *Barbara Mandrell and the Mandrell Sisters* television series. Prior to his work with Mandrell, Miller was a featured performer at Opryland. Future plans for Miller include development as a pop recording artist as well as songwriter.

Capping off the expansion is the signing of two songwriters, Rick Klang and Richard Watson. With over 10 years as a Nashville songwriter to his credit, Klang boasts cuts with artists that include Jim Ed Brown and Helen Cornelius, Mickey Gilley, Con Hunley, Jerry Lee Lewis and Del Reeves. As a drummer, Watson previously toured four years with the rock group Body Heat. Presently, he is drummer of the Piggys.

With Klang, Miller and Watson, the Pi-Gem and Chess Music rosters now include Ronnie Brooks, Tom DeLuca, Dean Dillon, Kye Fleming, Gary Harrison, Archie Jordan, Naomi Martin, Blake Mevis, Dennis Morgan, Geof Morgan, Don Pfrimmer, Kent Robbins, John Schweers, Harold Tipton, Charles Quillen and David Wills.



CHECK-UP FOR WKDA — Jerry Seabolt, national country promotion director for Capitol/EMI America/Liberty records recently dropped by WKDA/Nashville with artist Keith Stegall to hand deliver Stegall's new single, "Anything That Hurts You, Hurts Me." Pictured giving the single a clean bill of health are (l-r): Fred Buc, WKDA; Stegall and Seabolt.

THE COUNTRY MIKE

BOARDING THE AIR WAVES WITH SILVER EAGLE — DIR Broadcasting will debut its *Silver Eagle* radio program this week (Jan. 31) with an **Eddie Rabbitt** concert, which was taped at the Roxy in Los Angeles. So far, spokesmen for the company say the programs have been solidly booked through June on more than 400 radio stations. Producer **Bob Kaminsky** was in Nashville last week mixing five of the programs at five different studios. He was in Jacks Tracks with producer **Allen Reynolds** mixing the **Crystal Gayle** show; the Sound Emporium with **Ray Baker** mixing the **Moe Bandy** and **Joe Stampley** show; the Sound Shop with **Bill Rice** mixing **Bobby Bare**; Island Recording with **Paul Richey** mixing **George Jones**, which is a tape of Jones' debut performance at New York's Bottom Line, where **Linda Ronstadt**, **Bonnie Raitt** and **Johnny Paycheck** joined Jones on stage; and in CBS Studios with **Ron Reynolds** mixing the **Lacy J. Dalton** concert.



Marc Hahn

PERSONALITY PROFILE — Marc Hahn began his career in broadcasting 11 years ago upon graduation from New York University, where he earned a bachelor of fine arts degree. For the next six years, Hahn programmed many radio stations within the Scott Broadcasting chain. But, growing somewhat tired of the same routine, he left Scott and went to New York, where he quickly fell into a position directing television commercials with Circle Prod., a major commercial production company. Discovering that radio was still in his blood, Hahn returned to programming, this time with Connor Broadcasting in Maryland. Two years later, he decided to head West and began doing part-time shifts at **KEEN/San Jose**, until a full time position opened up. It was **Jay Albright**, program director at **KEEN**, who saw Hahn's potential and years of programming experience. So, when the program director position became available at **KTOM/Salinas, Calif.**, Albright recommended Hahn, who was offered the job. Hahn has been handling the 3-7 p.m. air shift, in addition to his programming duties with **KTOM** since July 1980.

SLIP SLIDIN' AWAY — Poster displays flooded Nashville area Sears stores, motorcycle shops and grocery store beer displays publicizing the 1981 **WJRB** Motorcycle Race On Ice held Jan. 9. In addition, newspaper sports pages and local television sportscasts helped promote the 12-event show held in Nashville's Municipal Auditorium and attended by over 3,000 motorcycle racing enthusiasts.

CHANGES AT THE MIKE — Dale Turner, former music director with **WSAI-AM/Cincinnati**, has replaced **Terry Wood** as program director. **John Marks**, an SAI air personality, is the newly appointed music director. . . The **Bahakel Broadcasting Co.** has announced the appointments of **Ken Maness** and **Steve Chappell** to the positions of general manager and program director, respectively. The new air line-up for the Chattanooga, Tenn. country **AMER** includes "**Smilin'**" **Steve Hamilton** from 5-9 a.m.; **Jerry Thomas** from 9 a.m.-2 p.m.; **Steve "The Nice Guy" Millard** from 2-7 p.m.; and **Rick Lane** from 7 p.m.-1 a.m. . . **Debbie Fradin** has been appointed to take the place of **Jim Randell** as music director for **WMZQ/Washington D.C.** Fradin had previously held the position of research director with **MZQ**.

RUMOR SQUELCHING — Contrary to rumors being bandied about the Nashville office, **KBET/Reno** has no intentions of switching from its very popular country format. According to operations manager **Paul Adams**, such rumours are completely unfounded. The rumors undoubtedly started when it was learned that the station was up for sale.

WWW/DETROIT GOES COUNTRY — Sunday, Jan. 18 **WWW-FM/Detroit** ended eight years of AOR programming and became the newest member in the ranks of country radio. According to **Ross Reagan**, the national program director for Shamrock Broadcasting, the 67kw FM station is in the process of finding "the right" station program director. Interested inquiries should be directed to Reagan at W4, (313) 259-4323.

BITS 'N' PIECES — The Louisiana Assn. of Broadcasters has named **KRMD/Shreveport** the radio station of 1981. In addition, **KRMD** was also cited for outstanding public affairs of 1981 and for sports broadcast of 1981. Operations manager/program director/music director **Tom Phifer** told **Cash Box** **KRMD** was the first country station he knew of to receive the honors. . . Best wishes for a speedy recovery to **King Edward IV**, program director of **WSLC/Roanoke**.

country mike

PROGRAMMERS PICKS

Buddy Johnson	KLVI/Beaumont	Texas Women — Hank Williams, Jr. — Elektra
Terry Wunderlin	WIRK/West Palm Beach	I'm Gonna Love You Back To Loving Me Again — Joe Stampley — Epic
John Brejot	WKHK/New York	Crying — Don McLean — Millennium
Ron West	KSON/San Diego	We Belong In Love Tonight — John Conlee — MCA
Paul Thorne	KUGN/Eugene	Crying — Don McLean — Millennium
Jim Craig	WIRE/Indianapolis	Drifter — Sylvia — RCA
Dlane Brennan	WBAM/Montgomery	Crying — Don McLean — Millennium
Cathy Hahn	KLAC/Los Angeles	Somethin' On The Radio — Jacky Ward — Mercury
Ronnie Hughes	WJLJ/Tupelo	Do You Love As Good As You Look — Bellamy Brothers — Warner/Curb
Jim Murphy	WDLW/Boston	Drifter — Sylvia — RCA
Steve Halbrook	WKSJ/Mobile	Peace Of Mind — Eddy Raven — Dimension
Becky Joseph	WSLR/Akron	Drifter — Sylvia — RCA
Johnny Jobe	WSHO/New Orleans	Peace Of Mind — Eddy Raven — Dimension

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On 1/24 Chart		Weeks On 1/24 Chart
1 HOTTIER THAN JULY STEVIE WONDER (Tami/Motown T8-373M1)	1	38 THE WANDERER DONNA SUMMER (Geffen GHS 2000)	36
2 TRIUMPH THE JACKSONS (Epic FE 36424)	2	39 SWEET VIBRATIONS BOBBY "BLUE" BAND (MCA 5145)	39
3 CELEBRATE KOOL & THE GANG (De-Lite/Polygram DSR 9518)	3	40 SHADES OF BLUE LOU RAWLS (Phila. Int'l./CBS JZ 36774)	48
4 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	4	41 JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol S-12087)	38
5 GAP BAND III GAP BAND (Mercury/Polygram SRM 1-4003)	13	42 RAY, GOODMAN & BROWN II RAY, GOODMAN & BROWN (Polydor/Polygram PD-1-6299)	40
6 ARETHA FRANKLIN (Arista AL 9538)	6	43 SEAWIND (A&M SP-4824)	42
7 FACES EARTH, WIND & FIRE (ARC/Columbia KC 36795)	5	44 BETTER DAYS THE BLACKBYRDS (Fantasy F-9602)	47
8 FEEL ME CAMEO (Chocolate City/ Polygram CCLP 2016)	7	45 DIANA DIANA ROSS (Motown M8-936)	44
9 TOUCH CON FUNK SHUN (Mercury/Polygram SRM-1-4002)	10	46 CARNAVAL SPYRO GYRA (MCA 5149)	41
10 IMAGINATION THE WHISPERS (Solar/RCA BZL1-3578)	19	47 LOVE APPROACH TOM BROWNE (GRP/Arista 5008)	46
11 TP TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	8	48 IN OUR LIFETIME MARVIN GAYE (Tami/Motown T8-374M1)	—
12 AS ONE THE BAR-KAYS (Mercury/Polygram SRM-1-3844)	12	49 THE DRAMATIC WAY THE DRAMATICS (MCA-5146)	49
13 STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	18	50 SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	50
14 AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	14	51 KANO (Emergency EMLP 7505)	56
15 LIVE AND MORE ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	20	52 ODORI HIROSHIMA (Arista AL 9541)	51
16 JERMAINE JERMAINE JACKSON (Motown M8-1499F)	16	53 14 KARAT FATBACK (Spring/Polygram SP-1-6729)	52
17 TROMBIPULATION PARLIAMENT (Casablanca/Polygram NBLP 7249)	11	54 SPECIAL THINGS POINTER SISTERS (Planet/Elektra P-9)	45
18 THE TWO OF US YARBROUGH & PEOPLES (Mercury/Polygram SRM-1-3834)	31	55 HEROES COMMODORES (Motown M8-993M1)	54
19 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	17	56 HEAVENLY BODY THE CHI-LITES (20th Century-Fox/RCA T-619)	53
20 DIRTY MIND PRINCE (Warner Bros. BSK 3478)	9	57 VOICES IN THE RAIN JOE SAMPLE (MCA-5172)	—
21 GREATEST HITS MANHATTANS (Columbia JC 36861)	21	58 WIDE RECEIVER MICHAEL HENDERSON (Buddah/Arista BDS 6001)	55
22 THIS IS MY DREAM SWITCH (Gordy/Motown G8-999M1)	15	59 ONE IN A MILLION LARRY GRAHAM (Warner Bros. BSK 3447)	58
23 CANDLES HEATWAVE (Epic FE 36873)	23	60 LET'S BURN CLARENCE CARTER (Venture VL 1005)	64
24 THREE FOR LOVE SHALAMAR (Solar/RCA BZL1-3577)	34	61 HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	66
25 CITY NIGHTS TIERRA (Boardwalk FW 36995)	29	62 CAMERON Salsoul/RCA SA-8535)	62
26 INHERIT THE WIND WILTON FELDER (MCA-5144)	22	63 ELOISE LAWS (Liberty LT-1063)	—
27 POSH PATRICE RUSHEN (Elektra 6E-302)	26	64 PORTRAIT OF CARRIE CARRIE LUCAS (Solar/RCA BXL 1-3579)	65
28 HURRY UP THIS WAY AGAIN THE STYLISTICS (TSOP/CBS JZ 36470)	28	65 MR. HANDS HERBIE HANCOCK (Columbia JC 36578)	63
29 SKYYPORT SKYY (Salsoul/RCA SA-8537)	37	66 THIS TIME AL JARREAU (Warner Bros. BSK 3434)	59
30 SHINE ON L.T.D. (AIM SP 4819)	27	67 FAMILY HUBERT LAWS (Columbia JC 36396)	57
31 THE AWAKENING THE REDDINGS (Believe In A Dream/CBS JZ 36875)	25	68 WAITING ON YOU BRICK (Bang/CBS JZ 36262)	67
32 SWEAT BAND (Uncle Jam/CBS JZ 36857)	32	69 KURTIS BLOW (Mercury/Polygram SRM-1-3854)	60
33 ULTRA WAVE BOOTSIE (Warner Bros. BSK-3433)	24	70 LET ME BE YOUR ANGEL STACY LATTISAW (Cotillion/Atlantic SD 5219)	61
34 GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. HS 3453)	30	71 LATOYA JACKSON (Polydor/Polygram PD-1-6291)	68
35 ZAPP (Warner Bros. BSK 3463)	33	72 TWENNYNINE with LENNY WHITE (Elektra 6E-304)	71
36 HAD TO SAY IT MILLIE JACKSON (Spring/Polygram SP-1-6730)	43	73 HERE TO CREATE MUSIC LEON HUFF (Phila. Int'l./CBS NJZ 36758)	70
37 IRONS IN THE FIRE TEENA MARIE (Gordy/Motown G8-997M1)	35	74 DEE DEE DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)	—
		75 VICTORY NARADA MICHAEL WALDEN (Atlantic SD 19279)	73



RASTA AT A&M — Reggae artist Dennis Brown recently signed a recording agreement with A&M Records. His debut LP, "Foul Play," is set for release some time in February. Pictured are (l-r): Henry Childs, senior vice president, marketing, A&M; Jerry Moss, co-chairman, A&M; Brown; and Joe Gibbs, who co-produced Brown's album.

THE RHYTHM SECTION

SOUTHERN COMFORTERS — There's Memphis soul, Nashville country and now, Atlanta B/C. With Atlanta becoming the home base for a number of contemporary black music artists, the New York-based production company, New York City Players (NYCP), and Atlanta Artists, an entertainment management outfit, will consolidate their operations with offices to open in Atlanta by March 1. William Garrison, president of Atlanta Artists and a noted southeast region concert promoter, said that the consolidated companies were looking to purchase a recording studio and a rehearsal hall. Garrison's company, which manages Randy Brown, Seventh Wonder, and a new group, Mantra, acts as management consultant to Cameo, the 10-man aggregation that recently relocated to Atlanta from Baton Rouge. Larry Blackmon, Cameo leader and president of NYCP, said that NYCP will still maintain offices in New York. Calling the merger a step toward the development of a "Sound of Atlanta," Garrison said that it was evident such was developing because artists like Brick, Peabo Bryson and the S.O.S. Band have all decided to make Atlanta a home base.

SWITCHING GEARS — Jheryl Busby, formerly vice president of R&B music promotion with Casablanca Records, recently took over the position of vice president of promotion and marketing for black music at A&M Records. Busby commented that it was a matter of being in the "right place at the right time, because A&M is making a genuine thrust into the black music marketplace." Busby said that A&M is fleshing out this commitment by hiring Detroit-based talent impresario Michael Stokes as director of black music A&R for the label. Stokes has been gaining notoriety in Detroit as a studio producer with such acts as Enchantment and Nature's Divine.

RASTA SCHOOL — Reggae music will be the subject of a seminar to be held in conjunction with the Cal State University in Dominguez Hills Extended Education program. Lister Hewan-Lowe, head of Mango Island Records, will conduct the seminar, which will also feature a guest appearance by MCA artist Jimmy Cliffe of *The Harder They Come* fame. Scheduled for Jan. 30 and 31, the seminar will cover the various manifestations of reggae music in the western and eastern hemispheres, featuring film and video footage of various groups including the original Wailers, Steel Pulse, Rico, Aswad and Burning Spear.

FLIGHT OF FANCY — Fantasy Records artists have been involved in some unique projects of late. Veteran reedman Sonny Rollins recently supplied his expertise to some music by Mick Jagger and his Rolling Stones. Rollins joined Jagger at Atlantic Studios in New York to track tenor sax parts on three Stones selections. . . . And labelmate bassist Ron Carter recently finished writing and recording a soundtrack to the upcoming film, *Haraka*, a piece about African freedom fighters being produced in Togo by Nigerian filmmaker Ola Balogun. Kenny Barron, Ralph McDonald and Grady Tate join Carter on the soundtrack recording, along with a quartet of cellos and a bamboo flute.

A LITTLE COAT PULLING — About 30 young adults from the New York City area have been selected by the Institute of New Cinema Artists, Inc. (INCA) for training in all aspects of the recording industry as part of INCA's Recording Industry Training Program, now operating in its second year. The eight-month program is funded by the U.S. Community Services Administration through INCA, which is headed by actor/director Ossie Davis. The program opened Jan. 19.

AIRWAVES — Ken Gamble, chairman of Philadelphia International Records (PIR) and co-founder of the Black Music Assn. (BMA), pledged the organization's support of the activities waged by the Black College Radio Assn. during the scholastic group's second annual convention held late last year in Atlanta. . . . KDKO recently announced that Kameelah Sharp had joined the station as a weekend air personality and that Tanya Roberts has joined the station in a similar capacity. Sharp joins KDKO from the Denver *Weekly*, where she served as entertainment editor, while Roberts comes to the station following a stint as a music researcher at KHOW. . . . WYJZ/Pittsburgh, a part of the Sheridan Broadcasting Network, recently modified its avante garde jazz format to embody a wider spectrum of contemporary sounds. "We used to format for strictly jazz, but now we are trying to fuse more soft soul, pop and contemporary jazz into the music," said program director Kevin Trower, who added that the station would continue limited programming of traditional and classic jazz, but would avoid much of the "jazz for jazz fans only" that comprised much of the station's programming. Trower said that both he and music director Frank Greenlee are happy with the response from the listeners and that label support during the transition has been encouraging. Trower said it was essential to the success of this transition that all labels are aware of the program shift and service the station with a wide range of product. "We want to be able to program Nancy Wilson and Barbra Streisand and not really have to worry about how those records are doing on the charts," Trower commented.

SHORT CUTS — Uncle Jam's Army is preparing a major 30-city invasion to begin Feb. 28, featuring Parliament/Funkadelics, Bootsy and the Sweat Band. Uncle George Clinton plans to divert the hostile audiences with a carnival atmosphere, including elephants, jugglers and clowns. . . . Tower of Power is set to headline in the State Line Cabaret at Harrah's in Tahoe Jan. 26-Feb. 1 and then appear Feb. 5 at the Roxy in L.A. . . . Teddy Pendergrass is set to appear as one of the hosts during the eighth annual American Music Awards presentation.

michael martinez

CASHBOX TOP 100

January 31, 1981

	Weeks On Chart	1/24	Chart		Weeks On Chart	1/24	Chart		Weeks On Chart	1/24	Chart
1 HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)	3		9	36 HERE'S TO YOU SKYY (Salsoul/RCA S7 2132)	42		11	68 I AIN'T JIVIN', I'M JAMMIN' LEON HUFF (Phila. Int'l./CBS ZS6 3122)	76		3
2 FANTASTIC VOYAGE LAKESIDE (Solar/RCA YB-12129)	2		13	37 LOVELY ONE THE JACKSONS (Epic 9-40938)	26		18	69 UNDERSTANDING TRUTH (Devaki/Mirus DK 4002)	77		6
3 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DE 807)	1		17	38 DANCE SILVER PLATINUM (Spector Record Int'l. SRI-00009)	43		8	70 DO ME RIGHT DYNASTY (Solar/RCA YB-12127)	44		13
4 KEEP IT HOT CAMEO (Chocolate City/PolyGram CC 3219)	4		15	39 INHERIT THE WIND WILTON FELDER (MCA 51024)	38		11	71 WHAT CHA DOIN' SEAWIND (A&M 2274)	57		15
5 UNITED TOGETHER ARETHA FRANKLIN (Arista AS 0569)	5		11	40 TURN OUT THE LAMPLIGHT GEORGE BENSON (Warner Bros. WBS 49637)	48		7	72 HEY YOU SYMBA (Venture V-137)	75		3
6 REMOTE CONTROL THE REDDINGS (Believe In A Dream/CBS ZS9 5600)	6		17	41 THE LOOK IN YOUR EYES MAZE featuring FRANKIE BEVERLY (Capitol P-4942)	40		12	73 SO YOU WANNA BE A STAR MTUME (Epic 19-50952)	63		9
7 BURN RUBBER GAP BAND (Mercury/Polygram 76091)	18		9	42 YOU'RE THE BEST THING IN MY LIFE THE DRAMATICS (MCA 51041)	50		6	74 LIKE SISTER AND BROTHER FRANK HOOKER & POSITIVE PEOPLE (Panorama/RCA YB-12132)	74		7
8 BOOGIE BODY LAND BAR-KAYS (Mercury/Polygram 76088)	10		10	43 WHAT WE HAVE IS RIGHT BLACKBYRDS (Fantasy F-904A-S)	45		7	75 PASSION ROD STEWART (Warner Bros. WBS 49617)	85		2
9 TOO TIGHT CON FUNK SHUN (Mercury/Polygram 76089)	12		11	44 GLAD YOU CAME MY WAY JOE SIMON (Posse POS 5005)	51		6	76 NEVER LIKE THIS THE TWO TONS (Fantasy/Honey 906)	—		1
10 LOVE OVER AND OVER AGAIN SWITCH (Gordy/Motown G 7198F)	11		13	45 DON'T SAY GOODNIGHT FIRST LOVE (Dakar/Brunswick DK 4566)	47		10	77 MORE BOUNCE TO THE OUNCE ZAPP (Warner Bros. WBS 49534)	35		24
11 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/Polygram 76085)	20		10	46 BE ALRIGHT ZAPP (Warner Bros. WBS 49623)	56		6	78 EVERYTHING IS COOL T-CONNECTION (Capitol P-4968)	—		1
12 LOVE T.K.O. TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3116)	8		16	47 BON BON VIE (GIMME THE GOOD LIFE) T.S. MONK (Mirage/Atlantic WTG 3780)	54		8	79 DIRTY MIND PRINCE (Warner Bros. WBS 49638)	87		2
13 I JUST LOVE THE MAN THE JONES GIRLS (Phila. Int'l./CBS ZS6 3121)	24		10	48 FANCY DANCER TWEENYNINE WITH LENNY WHITE (Elektra E-47087)	55		6	80 LEGEND IN HIS OWN MIND GIL SCOTT-HERON (Arista AS 0583)	82		3
14 AGONY OF DeFEET PARLIAMENT (Casablanca/PolyGram NB 2317)	15		11	49 ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic 46007)	—		1	81 ANGEL FATBACK (Spring/Polygram SP 3016)	93		2
15 I AIN'T GONNA STAND FOR IT STEVIE WONDER (Tamla/Motown T 54320F)	19		7	50 IT'S MY TURN DIANA ROSS (Motown M1496F)	37		14	82 FEEL MY LOVE MICHAEL WYCOFF (RCA PB-12108)	58		12
16 YOU EARTH, WIND & FIRE (ARC/Columbia 11-11407)	13		11	51 COULD I BE DREAMING POINTER SISTERS (Planet/Elektra E-47920)	36		13	83 LOVE UPRISING TAVARES (Capitol P-4933)	71		16
17 SHINE ON L.T.D. (A&M 2283)	16		12	52 THIGHS HIGH (GRIP YOUR HIPS AND MOVE) TOM BROWNE (GRP/Arista GS 2510)	69		2	84 BE YOURSELF DEBRA LAWS (Elektra E-47084)	—		1
18 MAKE THE WORLD STAND STILL ROBERTA FLACK and PEABO BRYSON (Atlantic 3775)	22		9	53 MUG PUSH BOOTSIE (Warner Bros. WBS 49599)	30		13	85 MESSING WITH MY MIND LENNY WILLIAMS (MCA 51033)	90		3
19 TOGETHER TIERRA (Boardwalk WS8-5702)	25		11	54 I HEAR MUSIC IN THE STREETS UNLIMITED TOUCH (Prelude PRL 8023)	67		7	86 MY FEET WON'T MOVE, BUT MY SHOES DID THE BOOGIE PEOPLE'S CHOICE (Casablanca/Polygram NB 2322)	86		8
20 MASTER BLASTER (JAMMIN') STEVIE WONDER (Tamla/Motown T 54317F)	7		19	55 MAGIC MAN ROBERT WINTERS & FALL (Buddah/Arista BDA 624)	70		6	87 LOVERS AFTER ALL MELISSA MANCHESTER AND PEABO BRYSON (Arista AS 0587)	—		1
21 I'LL NEVER FIND ANOTHER (FIND ANOTHER LIKE YOU) MANHATTANS (Columbia 11-11398)	17		13	56 I'LL NEVER LOVE THE SAME WAY TWICE BARBARA MASON (WMOT WS8 5352)	61		9	88 IF YOU FEEL THE FUNK LATOYA JACKSON (Polydor/Polygram PD 2137)	80		12
22 LITTLE GIRL DON'T YOU WORRY JERMAINE JACKSON (Motown M1499F)	23		12	57 I WANT YOU NARADA MICHAEL WALDEN (Atlantic 3783)	60		7	89 LOVE X LOVE GEORGE BENSON (Qwest/Warner Bros. WBS 49570)	59		17
23 LOOK UP PATRICE RUSHEN (Elektra E-47067)	14		15	58 LOVE'S CALLING ZINGARA (Wheel WH 5001)	66		6	90 THE WANDERER DONNA SUMMER (Geffen GEF 49563)	81		18
24 UPTOWN PRINCE (Warner Bros. WBS 49559)	9		18	59 PROVE IT MICHAEL HENDERSON (Buddah/Arista BDA-623)	28		14	91 CAFE AMORE SPYRO GYRA (MCA 51035)	—		1
25 WATCHING YOU SLAVE (Cotillion/Atlantic 46006)	33		8	60 JESUS IS LOVE COMMODORES (Motown M1502F)	62		7	92 BABY LET'S RAP NOW THE MOMENTS (Sugar Hill SH-551)	84		12
26 8TH WONDER THE SUGARHILL GANG (Sugar Hill SH-753)	39		7	61 I HAD A TALK WITH MY MAN LINDA CLIFFORD (Curtom/Capitol P-4958)	65		6	93 I NEED YOUR LOVIN' TEENA MARIE (Motown G 7189F)	73		23
27 WHO SAID? THE ISLEY BROTHERS (T-Neck/CBS ZS6 2293)	31		6	62 CAREER GIRL CARRIE LUCAS (Solar/RCA JB-12143)	72		6	94 ANOTHER ONE BITES THE DUST SUGAR DADDY (BC 4007)	—		1
28 MELANCHOLY FIRE NORMAN CONNORS (Arista AS 0581)	34		9	63 STRETCH B.T. EXPRESS (Columbia 11-11400)	64		9	95 APRIL MY LOVE/DANCE, DANCE, DANCE ALL NIGHT BOHANNON (Phase II WS8 5651)	78		8
29 IT'S A LOVE THING THE WHISPERS (Solar/RCA YB-12154)	53		3	64 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	89		2	96 WIND ME UP R.J.'s LATEST ARRIVAL (Buddah/Arista BDA 625)	—		1
30 FREAK TO FREAK SWEAT BAND (Uncle Jam/CBS ZS9 9901)	29		15	65 SHAKE IT UP THA DAZZ BAND (Motown M 1500F)	68		8	97 WHAT'S WRONG WITH OUR LOVE AFFAIR? THE S.O.S. BAND (Tabu/CBS ZS6 5527)	92		3
31 WHEN WE GET MARRIED LARRY GRAHAM (Warner Bros. WBS 49581)	27		16	66 HAPPY ANNIVERSARY RAY, GOODMAN & BROWN (Polydor/Polygram PD 2135)	41		13	98 WHEN I FALL IN LOVE REVELATION (Handshake/CBS WS8 5305)	94		10
32 GANGSTERS OF THE GROOVE HEATWAVE (Epic 19-50945)	21		14	67 ONE CHILD OF LOVE PEACHES AND HERB (Polydor/Polygram PD 2140)	52		10	99 HEAVENLY BODY THE CHI-LITES (20th Century-Fox/RCA TC-2472)	79		14
33 STRENGTH OF A WOMAN ELOISE LAWS (Liberty 1388)	32		11					100 AFTER LOVING YOU ROCKIE ROBBINS (A&M 2287)	91		3
34 I'M READY KANO (Emergency EMS-4504)	46		10								
35 FULL OF FIRE SHALAMAR (Solar/RCA YB-12152)	49		7								

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)

After Loving (Irving/Medad — BMI) 100	Freak To Freak (Rubber Band — BMI) 30	Like Sister (Tic Toc S.A./Cookaway (Admin. by Dejamus) — ASCAP) 74	Irving/Buchanan Kerr — BMI) 17
Agony Of DeFeet (Malbiz — BMI) 14	Full Of Fire (Spectrum VII/Mykinda — ASCAP) 35	Little Girl (Jobete — ASCAP/Boots Bay — BMI) 22	So You Wanna Be (Frozen Butterfly — pending) 73
All American (Walden/Gratitude Sky — ASCAP/Irving/Kejoc — BMI) 49	Gangsters Of The (Rodsongs — license pending) 32	Look Up (Baby Fingers/Mims/Shownbrere — ASCAP) 23	Strength Of A Woman (Colgems-EMI — ASCAP) 33
Angel (Fired-Up/Sign Of The Twins — ASCAP) 81	Glad You Came (Posie — BMI) 44	Love Over (Jobete — ASCAP) 10	Stretch (Triple "O" Songs — BMI) 60
Another One Bites (Queen/Beechwood — BMI) 94	Happy Anniversary (Dark Cloud/H.A.B. — BMI) 66	Love T.K.O. (Assorted — BMI) 12	Sukiyaki (Beechwood — BMI) 64
April (Mr. Bo II LTD — ASCAP) 95	Heartbreak Hotel (Mijac — BMI) 1	Love Uprising (Moore & Moore/Right — BMI) 83	The Look (Amazement — BMI) 41
Baby Let's Rap (Sugar Hill — BMI) 92	Heavenly Body (Angelshell/Six Continents — BMI) 99	Love X Love (Rodsongs — ASCAP) 89	The Wanderer (Cafe Americana/Revelation/Ed. Intro./Intersong Admin. — ASCAP) 90
Be Alright (Rubber Band — BMI) 46	Here's To You (One To One — ASCAP) 36	Love X Love (Rodsongs — ASCAP) 89	Thighs High (Thomas Browne/Roaring Fork — BMI) 52
Be Yourself (Hulaws — BMI/New East — ASCAP) 84	Hey You (Celtone/Keka — ASCAP) 72	Lovely One (Ranjack/Mijac — BMI) 37	Together (Mighty Three — BMI) 19
Bon Bon (Unichappell/Featherbed/Larball — BMI) 47	I Ain't Gonna (Jobete & Black Bull — ASCAP) 15	Lovers After All (Rumanian Pickleworks — BMI/Leon Ware — ASCAP) 87	Too Tight (Val-je-Joe — BMI) 9
Boogie Body (Bar Kays/Warner-Tamerlane — BMI) 8	I Ain't Jivin' (Piano (Admin. by Mighty Three) — BMI) 68	Love's Calling (Platinum Ear — BMI) 58	Turn Out (Rondor (London) (Admin. by Almo) — ASCAP) 40
Burn Rubber (Total Experience — BMI) 7	I Hear Music (Unlimited Touch/Phylmar — ASCAP) 54	Love's Calling (Platinum Ear — BMI) 58	Understanding (Muriors/Davahkee — ASCAP) 69
Cafe Amore (Harlem/Crosseyed Bear — BMI) 91	I Had A Talk (Chevis — BMI) 61	Magic Man (Almo/Ray Jay/Similar/Lucky Break — ASCAP/Irving — BMI) 55	United Together (Jays Enterprises/Baby Love/Chappell/Phivin International — ASCAP) 5
Career Girl (Spectrum VII/Carrific/Mykinda — ASCAP) 62	I Just Love (Assorted — BMI) 13	Make The World (WB/Peabo/Very Every — ASCAP) 18	Uptown (Ecnirp — BMI) 24
Celebration (Delightful/Fresh Start — BMI) 3	I Need Your (Jobete — ASCAP) 93	Master Blaster (Jobete & Black Bull — ASCAP) 20	Watching You (Slave Song/Cotillion — BMI) 25
Could I Be (Braintree/Tira — BMI/Kerith — ASCAP) 51	If You Feel (Seitu/Dorie Pride — BMI) 88	Melancholy Fire (Arista — ASCAP) 28	What Cha (Seawind/Black Bandana — BMI) 71
Dance (Bayard — BMI) 38	I'll Never Find (Content — BMI) 21	Messing (Len-Lon/Donna-Tara — BMI/ASCAP) 85	What We Have (First Down/Blackbyrds — BMI) 43
Dance, Dance (Intersong/April Bohannon — ASCAP) 95	I'll Never Love (Double Cross/Mark James/WIMOT — BMI) 56	More Bounce (Rubber Band — BMI) 77	What's Wrong (Interior — BMI) 97
Dirty Mind (Ecnirp — BMI) 79	I'm Ready (Emergency — ASCAP) 34	Mug Push (Rubber Band — BMI) 53	When I Fall (Chappell/Northern — BMI) 98
Do Me Right (Spectrum VII/Mykinda — ASCAP) 70	Inherit The Wind (Four Knights — BMI) 39	My Feet (Mured/People's Choice — BMI) 86	When We Get Married (Big Seven — BMI) 31
Don't Say (Lena — BMI) 45	It's A Love (Spectrum VII/Mykinda — ASCAP) 29	Never Like This (Jobete — ASCAP) 76	Who Said? (Bovina — ASCAP) 27
Don't Stop (Total X — BMI) 11	It's My Turn (Colgems-EMI/Prince St. — ASCAP/Unichappell & Begonia Melodies — BMI) 50	One Child Of Love (Peren-Vibes — ASCAP) 67	Wind Me Up (Big Seven/Arrival — BMI) 96
8th Wonder (Commodores Pub./Jobete — BMI) 26	Jesus Is Love (Jobete & Commodores — ASCAP) 60	Passion (Riva/WB — ASCAP) 75	You (Sagfire/Rutland Road/Almo — ASCAP/Foster Frees/Irving — BMI) 16
Everything Is Cool (T-Conn (Admin. by Irving) — BMI) 78	Keep It Hot (Better Days — BMI/Better Nights — ASCAP) 4	Remote Control (Last Colony/Band of Angels — BMI) 6	You're The Best (Groovesville/Supercloud/Arturus II — BMI) 42
Fantastic Voyage (Spectrum VII/Circle — ASCAP) 2	Legend In His (Brouhaha — ASCAP) 80	Shake It Up (Jazzy Autumn & Three Go — ASCAP) 65	
Feel My Love (Crystalline — BMI) 82		Shine On (Almo/McRovscod — ASCAP) 65	

INTERNATIONAL



CARLIN SETS UP — Due to the increasing reluctance of U.K. majors to release indie product, Carlin Music has expanded its records division and entered a pressing and distribution deal with RCA. Under the terms of the deal, RCA will provide P&D services for three Carlin Music labels — Flamingo, Badge and Feelgood. Pictured **standing** at the signing are (l-r): Mike Collier, managing director, Carlin records division; David Yeats, label manager, RCA; Robert Bienstock, A&R director, Badge; Dave Watson, director, Feelgood; and Gary Blackburn, promotion director, Carlin records division. Pictured **seated** is John Howes, joint deputy managing director, RCA.

WEA, CBS U.K. Announce Decrease In Dealer Price For Catalog, Hit LPs

by Paul Bridge

LONDON — Both WEA and CBS U.K. announced major price reductions on the dealer price for albums last week. WEA has revised its catalog pricing structure, while CBS U.K. has consolidated its LP prices into one category.

Following the positive response to the restructuring of its catalog prices in the 1980 (**Cash Box**, April 26, 1980), WEA is now making fundamental changes in its pricing structure and introducing a sale, or return, system for new acts and other selected album product. Carrying a dealer price of 1.82 pounds (\$4.36) will be catalog product by Fleetwood Mac, Eagles, The Doors, Doobie Brothers and others. Throughout the year, over 100 titles will be made available at the discount price.

Under the system instituted in April, the price of albums would drop from the dealer price of 3 pounds 4 pence (\$7.28) to 2 pounds 44 pence (\$5.84) three months after release. The new catalog price reflects another 5.4% decrease in the dealer price.

Returns Policy

Under the returns policy, designed to encourage exposure of new and other selected acts, product by these acts will not be subject to returns percentages.

Elsewhere in Soho, CBS U.K. also announced major changes in its dealings with retailers, not the least of which was an average 12.5% decrease in album prices. Under the new scheme, singles prices are pegged at current levels (70 pence, or \$1.68) for a minimum of three months; TV-advertised product (with the exception of two currently plugged albums by ABBA and

The Nolans) will ship at the same price as non-advertised product (3 pounds 4 pence, or \$7.28). The whole price structure has been altered to create one standard dealer price for albums, hence the average reduction of 12.5%.

CBS will also be making its product available at "Mid-Price" more quickly, starting off with an initial expansion of its current list in February.

A&R, Marketing Units Reshuffled At CRI, Europe

PARIS — Jenny Bier, Celia Baird Smith, Christophe Magny and Manolo Diaz have all been named to new positions in a reshuffling of the marketing and A&R departments of the CBS Records International (CRI) European Operations office.

In the marketing department, Bier will be responsible for all artist tours and promotional trips in her new position as director, artist tours and promotion. Smith, who was named manager, artist tours and promotion, and will concentrate on non-European acts, and Magny, who was named to a similar position and will concentrate on European artists, both report to Bier.

In the A&R department, Diaz was named director, A&R, and will head European A&R matters.

Bier and Diaz will report to Dennis Killeen, CRI vice president, creative operations, Europe.

U.K.'s Sayer Has Success As Musical Quick Change Artist

(continued from page 14)

LP. And while he had ended his songwriting partnership with Courtney, he found another fine composer in Frank Farrell.

"I've always been lucky enough to find good songwriters for my lyrics," maintains Sayer. "I've had wonderful partnerships with Farrell and Courtney, but I've also teamed up well with such people as Barry Mann, Ray Parker of Raydio, Tom Snow and Bernie Taupin."

Sayer feels that songs on the "Another Year" LP, such as "Bedsitterland" and "You're Only Dreaming," are among his greatest lyrical triumphs. However, the album's sales were poor, and although Sayer terms the '75 effort a "creative high," it stopped him short of pop stardom.

But the Shoreham-born artist's dogged determination led him to come roaring back in 1976 with the "Endless Flight" LP. Sayer had flown to L.A. on the suggestion of manager Adam Faith, and struck up a relationship with noted producer Richard Perry. Perry encouraged Sayer to develop his talents as an interpretative singer, and the new direction payed off.

Wins Grammy Award

Sayer's many timbered vocal talent, Perry's slick production style and songs by outside sources like Carole Bayer Sager and Barry Mann earned little him a platinum LP. The disc also yielded two #1 singles, "When I Need You" and "You Make Me Feel Like Dancin'," the latter winning a Grammy.

"Dancin' was just one of those wonderful pieces of fortune," says Sayer. "I was fooling around in the studio one day and jamming with Ray Parker and Willie Weeks when I came up with a lyric and a sound that came off like 'Shortnin' Bread.' Luckily, Richard left the tape running."

Sayer also had a receptive tour that year, as he perfected his engaging performing style. But, the "Endless Flight" tour was not much of a financial success.

"I don't think I've ever made any money touring in the States," says Sayer. "In fact, the royalties from 'Endless Flight' paid for the tour. I had an incredible band that year that included Bobby Keys and Nicky Hopkins, as well as background singers; but the overheads we were getting were ridiculous. It didn't make sense to play for the cream of the industry at the Bottom Line and The Roxy and make 60 quid a night."

Sayer returned to the studio for a follow-up album with Perry, but the chemistry didn't work the second time out, and the "Thunder In My Heart" album was quickly forgotten. Again, while last year's "Here" LP carried such probing songs as "The End," it too was lost to obscurity.



ROYAL WELCOME — Leo Sayer (r) was one of the featured performers at the celebration honoring the Jubilee Year of Her Majesty Queen Elizabeth of the U.K. (l). Also pictured at the event, held at London's Windsor Castle, is Dame Edna Everage.

However, Sayer has come up smiling this year with a new musical direction, songwriting partnership and producer. Sayer met up with production whiz kid Alan Tarney last Christmas when Chrysalis (Sayer's British label) co-chairman Chris Wright told Sayer about a song he received in the mail from Tarney.

"We quickly recorded 'Once In A While,' and before we knew it, we were carrying on and had an album. There's a certain cohesive element in Tarney's style that I love. He puts his personality more into the production sound than the song, and that allows me to interpret the music my way."

"In the past, I've developed songs through my working relationship with the musicians, but Alan plays all the music himself. His music is also constantly underscored as he works off a drum loop. It's interesting because there is a constant rhythm going in the studio."

New Approach Scores

The new recording approach, along with Tarney's glossy pop music and Sayer's vivacious vocals has spawned a winner. "Living In A Fantasy," powered by the #2 charting "More Than I Can Say," is his biggest success on the **Cash Box** charts since "Endless Flight" and represents the third of his comebacks.

While Sayer loves the studio and the songwriting partnership aspect, The Portebello Road busker/performer in him is aching to get back in front of an audience.

"It's been hard to take off the past year and not tour," Sayer adds. "I'd be the happiest man in the world to do three shows a night, 365 days a year; but it's like death out there with the touring situation."

"I love working in the studio, but there's something magic about getting out in front of a crowd and having a rapport with them. I'll never get over that applause. I guess I'll always be a talented amateur in that way."

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Cansado De Hacerlo Bien — Rocky Burnette — EMI
- 2 Ahora O Nunca — Angela Carrasco — Microfon
- 3 Woman In Love — Barbra Streisand — CBS
- 4 Solo Tu, Solo Yo — Toto Cutugno — Interdisc
- 5 Felicidad — ABBA — RCA
- 6 Estas OK — Patrick & Sue Timmel — Music Hall
- 7 Mi Papito Me Hizo Un Arbolito — Almendra y Avellana — RCA
- 8 The Wanderer — Donna Summer — WEA/EMI
- 9 La Guerra De Los Ninos — Roberto Carlos — CBS
- 10 Mi Gran Amor Se Ha Ido — Los Moros — RCA

TOP TEN LPs

- 1 Parchis — Los Parchis — Tonodisc/ATC
- 2 20 Exitos De Oro — Beatles — EMI/ATC
- 3 Super Trouper — ABBA — RCA
- 4 Amore Mio — various artists — K-tel/ATC
- 5 25 Anos Con El Exitos — Los Wawanco — EMI
- 6 In Concert — various artists — Interdisc/ATC
- 7 Winners, Vol. 2 — various artists — EMI
- 8 40 Continuados Para Las Fiestas — Maracaibo Ensemble — Music Hall/ATC
- 9 Guilty — Barbra Streisand — CBS
- 10 Can't Stop The Music — soundtrack/Village People — RCA —Prensario

Australia

TOP TEN 45s

- 1 Shaddap You Face — Joe Dolce Music Theatre — Astor
- 2 (Just Like) Startling Over — John Lennon — Geffen
- 3 The Time Warp — Rocky Horror Picture Show cast — Interfusion
- 4 The Tide Is High — Blondie — Chrysalis
- 5 Another One Bites The Dust — Queen — Elektra
- 6 Woman In Love — Barbra Streisand — CBS
- 7 Don't Stand So Close To Me — The Police — A&M
- 8 Duncan — Slim Dusty — Columbia
- 9 State Of The Heart — Mondo Rock — Avenue
- 10 Feels Like I'm In Love — Kelly Marie — Precision

TOP TEN LPs

- 1 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 2 Guilty — Barbra Streisand — CBS
- 3 Zenyatta Mondatta — The Police — A&M
- 4 Always — Willie Nelson — CBS
- 5 Super Trouper — ABBA — RCA
- 6 Hotter Than July — Stevie Wonder — Motown
- 7 Icehouse — Flowers — Regular
- 8 Eagles Live — Asylum
- 9 Autoamerican — Blondie — Chrysalis
- 10 Anne Murray's Greatest Hits — Capitol

—Kent Music Report

Italy

TOP TEN 45s

- 1 Upside Down — Diana Ross — Motown
- 2 Master Blaster (Jammin') — Stevie Wonder — Motown
- 3 The Wanderer — Donna Summer — Geffen
- 4 Don't Stand So Close To Me — The Police — A&M
- 5 How Long — Lipps, Inc. — Casablanca
- 6 Anna Dal Capelli Rossi — I ragazzi dai capelli rossi — CBS
- 7 Tunnel Of Love — Dire Straits — Vertigo
- 8 Give Me The Night — George Benson — Warner Bros.
- 9 (Just Like) Starting Over — John Lennon — Geffen
- 10 La Balena — Orietta Berti — Cinevox

TOP TEN LPs

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

—Musica E Dischi

INTERNATIONAL

INTERNATIONAL DATELINE

Italy

MILAN — The Carosello label recently signed a three-year agreement with the German record company Metronome for licensing the Carosello catalog in Germany, Austria and Switzerland.

Rita Pavone and Teddy Reno presented their new show, "Gli Amici," in Milan recently. The show includes hits of the '50s and '60s.

Female singer Fiammetta, previously with Dischi Ricordi, has signed with Mia Records. A new label was born in Viterbo, called Lettera A. Created by Sandro Aquilani the first release is an album recorded by Bernardo Lafonte. Golden Record signed an agreement with Dischi Ricordi for the distribution of a new single by Aldo Pazzia. The Fremus record company has appointed Lanfranco Gambini to handle public relation duties in Rome.

Italian artist Umberto Tozzi made his first tour of Australia in November, covering five Australian cities.

mario de luigi

Japan

TOKYO — The 12th World Popular Song Festival has been scheduled for Oct. 30-Nov. 1, 1981 at the Nippon Budokan Hall here, according to spokesmen for the Yamaha Music Foundation, sponsors of the event.

Deadline for applications to enter the festival has been set at July 10, 1981. A completed entry form, including a biography, should be accompanied by a photo, demo tape, score and lyrics. Written inquiries should be sent to Shin'ichi Sekimoto, secretary-general; Festival Committee '81; Yamaha Music Foundation; 3-24-22, Shimomeguro, Meguro-ku; Tokyo, Japan. The telephone number is (03) 719-3101, and the telex is 2466571 YAMAHA J.

Word is that *Straight Life*, the long awaited autobiography of alto saxophonist Art Pepper will hit the stores in March, although not quite in the form released in the U.S. nearly a year ago. Seems that in spite of Pepper's tremendous popularity here, the publishers weren't ready for the jazzist's entire life story. *Swing Journal*, one of Japan's most prestigious jazz monthlies and publisher of *Straight Life*, will release the book after having "softened" many of the sections dealing with drugs.

richard imamura

United Kingdom

LONDON — As many record companies look back on the Christmas season, somewhat encouraged by the seasonal sales increase, the British Phonographic Industry (BPI), the national music industry association, is looking back with trepidation at blank tape sales. The latest National

Opinion Poll survey revealed a large increase (again) in the number of young people buying blank cassettes. BPI analysts now claim that by this year's end, the U.K. record industry will be losing one million pounds (\$2.4 million) per day through the sale of blank tapes. The BPI's director general, John Deacon, said, "illegal tape copying takes place on a massive scale. Unless there is some compensation, Britain's position as a major supplier of creative music will be lost," he said. "Record companies will no longer be able to afford the huge investment necessary to develop artists of international appeal."

More details have emerged about the fire at PolyGram's London office. The building affected was that at 15 St. George St., London W.1., where PolyGram Leisure resided. Fortunately, the building was empty at the time of the blaze, so there were no casualties. The Saturday afternoon blaze was spectacular enough, however, to be shown on national news bulletins broadcast by the BBC. Contingency plans have placed the PolyGram Classics division at the Phonogram offices, 50 New Bond St., and Phonogram International Classical Programme Bureau at the Chappell Music offices, 129 Park St., both London W.1. The PolyGram Record Organization (PRO) Copyright department is also at New Bond Street, and all departments of PolyGram Leisure are at 54 Maddox St., London W.1.

After a two year silence, Noosha Fox has returned to the vinyl marketplace with a single on Earlobe Records. Teamed with songwriter Kenny Young, she had several worldwide hits under the name Fox, starting with "Only You Can" in 1975. Following the group's split, she had a solo hit with "Georgina Bailey" and then spent two years at her Oxfordshire home teaching herself to play the piano. "The way I see it," she says, "is that pop is, in the main, a disposable art, and those lovely singles which zip through the chart week after week are there to be enjoyed for a while and then best snapped in two, ready for the next and the next."

Another lady about to comeback on the wings of a new single is Kiki Dee, who has recently signed a new worldwide exclusive recording deal with Ariola Records U.K. Fresh from an award-winning performance at the World Popular Song Festival in Tokyo (Cash Box, Nov. 29, 1980), she has released a new single, "Star," which was written by Doreen Chantner and produced by Pip Williams.

Following the lead of others, WEA and Geffen Records have released "Woman," the new single from "Double Fantasy," as a cassette. This was done because the proliferation of high fidelity cassette players makes it worthwhile, said a label spokesman.

paul bridge



TOZZI IN OZ — Italian recording artist Umberto Tozzi recently finished an SRO tour of Australia. Pictured celebrating the success are (l-r): Duane Zigliotto, Tempo Entertainment Services, Melbourne; Tozzi; and Adelpho Forni, international licensing and promotion manager, CGD-MM (Tozzi's label in Italy).

Murray's 'Greatest Hits' Heads CRIA Awards

TORONTO — Anne Murray's "Greatest Hits" on Capitol led the way with a triple platinum certification in the list of December awards of the Canadian Recording Industry Assn. (CRIA). Signifying a minimum of 300,000 unit sales, Murray's LP topped a list that included one double platinum, eight platinum and six gold LPs.

Following Murray, another Canadian artist, Burton Cummings, qualified for a double platinum award (200,000 units) with his "My Own Way To Rock" LP on CBS.

In the platinum album category (100,000 units), Murray's "There's A Hippo In My Soup" and the J. Geils Band's "Love Stinks" on Capitol; Supertramp's "Paris" and "Zenyatta Mondatta" by The Police on A&M; Sharon, Lois & Bram's "One Elephant, Deux Elephants" on Elephant; Air Supply's "Lost In Love" and "Making Movies" by Dire Straits; and Toronto's "Lookin' For Trouble" on Solid Gold qualified for official CRIA certifications.

In the gold album category (50,000 units), Split Enz's "True Colours," Chris de Burgh's "Eastern Wind" and Joan Armatrading's "Me Myself I" on A&M; the Minglewood Band's self-titled LP and Doug and the Slug's "Cognac & Bologna;" and George Thorogood's "More Gerge Thorogood and The Destroyers" on Attic qualified for certification.

There were no singles certifications by the CRIA during December.

Media Bows Operations In Australia, Argentina

LOS ANGELES — Media Home Entertainment, a video cassette duplicator and distributor, has opened new operations in Argentina and Australia. Both new operations will duplicate, package, warehouse and distribute Media pre-recorded cassettes in the South American and Australian-New Zealand markets.

French Committee Will Study Impact Of Home Taping

(continued from page 6)

31, the committee will conduct an in-depth investigation of home taping, Lecat explained. "We will ask two questions — first, is there a real threat to the industry, and if so, how can it be compensated? I have no idea what they (the committee) will suggest, but I hope the conclusions will be acceptable to all and that the Parliament will also agree to them. Then, at the next MIDEM, we should be able to discuss something other than home taping problems."

Lecat then explained that the French government had recently formulated a copyright amortization system for popular and classical records, and that discussions on the cultural aspects of the music industry (and the resultant possibility of a Value Added Tax) were starting again. "We have not yet gone as far as a 7% Value Added Tax, but the dialogue is still important, as it does acknowledge the cultural values of record production," Lecat added.

Noting attendance figures in the neighborhood of last year's 5,000 plus mark, in spite of the soft economic conditions worldwide, Lecat also acknowledged the importance of MIDEM as an international gathering. "We are living in a difficult world, where any international meeting place is welcome," Lecat said. "We are happy to see such a diversity of countries represented. I am delighted to see such an important presence on the part of the American industry at the Cannes meeting, and I am happy that some problems in the industry have already been solved by an appropriate dialogue."

"The French government always prefers principles of tolerance to prevail in international relations, particularly in a world where such backward forces as racism return to the scene, a fact I note with regret. What we are trying to protect is creativity," he added.

While the number of small companies attending the conference was impressive, some of the majors were conspicuous by their absence. Missing from the booth/exhibit area this year are EMI, WEA International, CBS International and PolyGram. In addition, participation by video companies is down, due in part to the introduction of the VIDCOM international convention.

Commenting on the opening days of MIDEM, founder and Commissaire General Bernard Chevry felt the events reflected a mood of "stabilization." Chevry noted that although the music recording industry has lost the belief that it is immune to economic recession and inflation, it has reacted admirably in adjusting to cope with the new circumstances.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

- 1 Sneaker Bruce — Masahiko Kondo — RVC
- 2 Koylbitoyo — Mayumi Itsuwa — CBS/Sony
- 3 Osaka Shigure — Harumi Miyako — Nippon Columbia
- 4 Ayl Wa Kagerou — Gamu — Teichiku
- 5 Okuhida Bojo — Tetsuya Ryu — Trio
- 6 Kaette Koylo — Kazuko Matsumura — Victor
- 7 Hitorijojo — Miyuki Nakajima — Canyon
- 8 Happy Date — The Nolans — Epic/Sony
- 9 Banri No Kawa — Chage and Asuka — Warner/Pioneer
- 10 Blandy Glass — Yujiro Ishihara — Teichiku

TOP TEN LPs

- 1 Double Fantasy — John Lennon and Yoko Ono — Warner/Pioneer
- 2 Koylbitoyo — Mayumi Itsuwa — CBS/Sony
- 3 Happy Date — The Nolans — Epic/Sony
- 4 Kogarashini Dakarete — Chiharu Matsuyama — News
- 5 We Are — Of Course — Toshiba/EMI
- 6 Toshi '81 — Toshihiko Tawara — Canyon
- 7 Junko The Best — Junko Yagami — Disco
- 8 Super Trouper — ABBA — Disco
- 9 North Window — Seyiko Matsuda — CBS/Sony
- 10 Juicy A La Mode — Juicy Fruits — Nippon Columbia

—Cash Box of Japan

The Netherlands

TOP TEN 45s

- 1 Lola — The Kinks — Ariola
- 2 Super Trouper — ABBA — Polydor
- 3 Runaway Boys — Stray Cats — Ariola
- 4 Santa Maria — Roland Kaiser — Ariola
- 5 Baggy Trousers — Madness — Inelco
- 6 Celebration — Kool & The Gang — Inelco
- 7 Passion — Rod Stewart — WEA
- 8 Mama He's A Soldier — Saskia & Serge — Phonogram
- 9 (Just Like) Starting Over — John Lennon — WEA
- 10 The Tide Is High — Blondie — Ariola

TOP TEN LPs

- 1 Super Trouper — ABBA — Polydor
- 2 Op je pik getrapt — Koot en Bie — Phonogram
- 3 Guilty — Barbra Streisand — CBS
- 4 The Jazz Singer — Neil Diamond — EMI
- 5 When A Man Loves A Woman — Percy Sledge — K-tel
- 6 Foolish Behaviour — Rod Stewart — WEA
- 7 Eagles Live — WEA
- 8 Double Fantasy — John Lennon and Yoko Ono — WEA
- 9 Making Movies — Dire Straits — Phonogram
- 10 A Touch Of — Don Williams — K-tel

—Nationale Hitkrant Producties

United Kingdom

TOP TEN 45s

- 1 Ant Music — Adam & The Ants — CBS
- 2 Imagine — John Lennon — Parlophone
- 3 Do Nothing — The Specials — 2 Tone
- 4 Too Nice To Talk To — The Beat — Go Feet
- 5 In The Air Tonight — Phil Collins — Virgin
- 6 I Am The Best — The Look — MCA
- 7 Young Parisiennes — Adam & The Ants — Decca
- 8 Woman — John Lennon — Geffen
- 9 Flash — Queen — EMI
- 10 De Do Do De Da Da Da — The Police — A&M

TOP TEN LPs

- 1 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 2 Super Trouper — ABBA — Epic
- 3 Kings Of The Wild Frontier — Adam & The Ants — CBS
- 4 Guilty — Barbra Streisand — CBS
- 5 Greatest Hits — Dr. Hook — Capitol
- 6 Zenyatta Mondatta — The Police — A&M
- 7 Not The Nine O'Clock News — various artists — BBC
- 8 The Very Best Of David Bowie — K-tel
- 9 Absolutely — Madness — Stiff
- 10 Manilow Magic — Barry Manilow — Arista

—Melody Maker

AUDIO / VIDEO

Recording Studio Bookings Pick Up Following Settlement Of AFM Strike

(continued from page 5)

would be awhile before they will be able to fully recover from the effects of the strike, which cut bookings as much as 70% or more.

"We had several phone calls for bookings the night the strike ended, and things have picked up steadily ever since," said Sandra Smart, head of studio operations for Evergreen Studios. "But the strike unquestionably cut into quite a percentage of our bookings. Since November, when I arrived here, our regular bookings were reduced by about 65-70%, with the exception of the scores that were done under waiver. Luckily, though, we weren't forced to close."

Angel Balestier, co-owner of Group IV Recording in Hollywood, echoed Smart's comments, stating that the strike "took our business volume down considerably." However, he added that by taking on work other than film scoring, such as video sweetening, the studio "managed to keep its head above water."

"Group IV did survive, but luckily we weren't limited strictly to scoring," Balestier pointed out. "We did several jobs for Pablo Records, which we do on a regular basis, and we subcontract mastering to Artisan Studios. We also did work on several variety shows, which were not affected by the strike, and on a couple motion pictures, Neil Simon's *The Gay Blade* and *King of the Mountain*, which were under interim agreements. Video sweetening also helped tremendously."

Balestier noted that Group IV is a signatory to musicians union Local 695, "whose hands were tied by the strike."

Jarry Barnes, studio manager for United/Western in Hollywood, indicated that while the studio was affected "only slightly" by the strike, with "maybe a 5-6% reduction in normal studio traffic," the five-room operation was bolstered by "an awful lot of TV pre-recording" for programs such as *The Barbara Mandrell Show*.

Although Barnes said he is seeing a "resurgence" in business now, he added, "When a thing like this happens, it tends to cause a general slowing up in work for all studios. It's getting back to normal now, but for awhile there, even album projects weren't coming in as much as usual for this time of year. There was an overall letdown in all recording. Fortunately, though, it wasn't 'lay-off-the-help-and-close-the-doors' time."

Things were a good deal tougher over at TTG Motion Picture & TV Recording, Ltd., where traffic manager David Geyra confided "we were practically out of business."

Down To 5%

"We barely managed to stay open," Geyra explained. "At one point, we were down to about 5% of our total business or less. We laid off most of our staff. There is some work coming in now, but not enough. I'm afraid that the upcoming writers and directors strike could wipe us out."

Geyra said that while the studio was buoyed slightly by work on two motion pictures for companies that had obtained interim agreements, as well as *The Tim Conway Show* every Wednesday, he complained that work by musicians and producers who travelled overseas was "a total loss for the recording business here" and felt that the price the musicians had paid, as well as the studios, was far greater than what was gained.

"What the musicians got, in my opinion, was not worth the costs," he said. "(The musicians) didn't even get the residuals, which is what they really wanted in the first place."

One of the oldest and best known scoring facilities in L.A., Glen Glenn Sound, experienced a drop of approximately 25% in business during the strike, according to vice president of marketing and special projects Brad Blake.

"Production was shut down completely here, and rentals were very slow with the exception of independent projects," indicated Glen Glenn's Blake. "Fortunately, production is a small part of our business. We did keep quite busy during the period on post-production work, and some of the actors obtained releases to do dialog replacement."

Now, however, Blake noted that business is "frantic."

"We have our sound editorial staff on double shifts and we're booked up about 150%," he responded enthusiastically.

A spokesperson for The Burbank Studios (TBS), while declining comment on the effects of the strike, also said that the studios "plan to be very, very busy within the next few months."

Wally Heider of Wally Heider Recording, which was rumored to be on the block last week as part of the financially beleaguered Filmways Audio Services Group, stated that scoring studios A and B at the Ivar complex in Hollywood "lay empty for awhile" during the strike, but now was experiencing a rebounding.

"We now have bookings three and four months ahead for those two studios," said Heider. "But I'll tell you, the strike had us scared to death . . . it was eating us alive. We have a pretty big overhead anyway and the landlord doesn't want to know about any strike."

Murray Allen, president of the Society of Professional Audio Recording Studios (SPARS) trade group and owner of Universal Recording in Chicago, said that most of the studios that specialize in scoring couldn't offer "significant price drops" to compete with commercial studios (which handle the needs of the recording industry) during the strike to lure away clientele.

SPARS Does OK

"Most of those studios can't offer significant price drops because they are unionized," stated Allen. "And besides, their nut is much higher."

Allen said that while there were some price cuts, SPARS member studios "weren't hurt too badly."

Chris Stone, owner of the L.A. Record Plant, a SPARS member, concurred that while there is a "flurry of scoring activity" right now, music recording in general, from his standpoint, is "soft as a bitch."

"We had a helluva good December, and we had a good early January booked, but that fell apart," continued Stone. "We're off about a third in terms of business, and I'm seeing a continuing group of false starts for the recording studio business. It's hard to spot trends. We used to average 6-8 sessions per day, but now we're down to 4-5."

Vanguard Selects BASF For Audiophile Tapes

LOS ANGELES — Vanguard Records has selected BASF Professional II chromium dioxide high fidelity tape for its newly introduced series of Superchrome cassettes. The label is now shipping the initial 20 titles in jazz, classical and folk genres, including recordings by Joan Baez, Doc Watson, Buffy Saint-Marie, P.D.Q. Bach and I Solisti di Zagreb and the London Symphony. Single LP cassettes list for \$8.98, while two-album, single cassettes carry a retail price of \$10.98. A three LP, dual cassette package of Handel's "Messiah" is available for \$17.96.

SOUND VIEWS

CVE SETS SIMULTANEOUS RELEASE OF JAZZ PROGRAM — CBS Video Enterprises (CVE), in what is described as industry first, will release the musical program *One Night Stand: An Evening of All-Stars*, a concert of top jazz artists taped live at Carnegie Hall on Jan. 20, to the cable TV market, followed by videodisc and videocassette configurations for the consumer home video market. Bravo, the pay cable television service dedicated to the performing arts, is slated to air *One Night Stand*, in April 1981; while the program will be released by MGM/CBS Home Video on videocassette and videodisc in June. CBS Records will release the LP. Among the artists featured in *One Night Stand* were 96-year-old jazz legend **Eubie Blake**, along with such contemporary jazz players as **Herbie Hancock**, **Ron Carter**, **Hubert Laws**, **Bob James**, **George Duke**,



Stanley Clarke, **Rodney Franklin**, **Kenny Barron**, **Arthur Blythe**, **Sir Roland Hanna**, **Bobby Hutcherson** and **Charles Earland**. The same line-up also appeared in concert Jan. 12 at the Los Angeles Music Center. CVE has also co-produced a musical special for Showtime, the national pay TV service, headlined by **Marvin Hamlisch** and featuring **Gladys Knight**, **Priscilla Lopez** (one of the original stars of the Broadway musical *A Chorus Line*) and **Johnny Mathis**, along with appearances by **Liza Minelli** and **Carly Simon**. The production was taped at the Dorothy Chandler Pavillion in L.A. No air date has been set on the latter program at this time . . . In other CVE news, reports are that the company is planning to introduce a low-cost start up program for

record retailers who are planning to get into video. Music-oriented programs are said to be featured in the package, along with merchandising display and promotional materials, all for a cost of under \$1,500. The program will run in three test markets, including L.A., Atlanta and St. Louis, before it is presented to CBS distributors.

SHEFFIELD SELLS MATRIX FACILITY TO WEA — "Sheffield Lab Records is still very much in business and operating independently. We haven't sold the label," said **Andrew Teton**, Sheffield Lab Records director of marketing and sales, in response to a query regarding trade reports printed last week. "Some people, apparently, have gotten the impression that we'd been bought, which is emphatically not so." What has been sold by Sheffield Lab, as reports stated, is the company's matrix facility, utilized in the plating of record lacquers. The two-year-old operation, headed by Sheffield technical supervisor **Dick Doss**, was sold to WEA Manufacturing Dec. 22 and, according to Teton, under terms of the sale Doss has been retained for the next five years (as will be Sheffield Lab co-founder **Doug Sax** in a consultancy position). Sheffield also receives "right of entry" privileges to plate its own direct-disc records. "It did occur to Doug and **Lincoln (Mayorga)**, Sheffield Lab Records co-founder and recording artist) that maybe they were spreading themselves a bit thin in terms of energy, which was one of the reasons for the sale," noted Teton. "But the deal with WEA is like selling the goose that laid the golden egg and still getting all the golden omelettes we need." He added that Sheffield had been plating for WEA labels on certain independent projects for awhile now, while operating the Mastering Lab disc cutting center in L.A. and an R&D unit in Culver City. "The sale works out well for everybody. WEA knew that Sheffield has ultra quiet stampers which last a long time," Teton summed up. "That's an important attribute for any plating operation, because stampers are so costly." Meanwhile, Sheffield Lab Records is celebrating two recently reviewed Grammy Award nominations in the Best Engineered Album category for the LPs "Growing Up In Hollywood Town," by Mayorga and **Amanda McBroom**, and "New Baby," by **Don Randi and Quest**. The direct-disc recordings were engineered by former Grammy winner **Bill Schnee**.

EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT THE VIDEODISC . . . — A great many people are still confused and confounded by the videodisc, either baffled by the technological jargon surrounding the various competing systems or merely overwhelmed by the reams of publicity and just plain hype. For those fitting this description, Knowledge Industry Publications may have just the right book. *Video Discs: The Technology, the Applications and the Future*, according to its publishers, "cuts through the hype surrounding the videodisc and presents an informative account of what videodiscs can do, their relationship to other information/communications technologies, and the economic forces that may help or hinder acceptance of the discs in the institutional and consumer markets." The 182-page tome, written by six experts in the field, retails for a mere \$29.95 in hardcover. *Video Discs . . .* is also available by mail only from Knowledge Industry Publications, 701 Westchester Ave., White Plains, N.Y. 10604.

VIDEO SOFTWARE NOTES — VidAmerica is releasing five new video cassette titles this month, including *The NFL SymFunnny/Super Bowl III*, *The Amazing World Of Psychic Phenomena*, the adult-oriented feature *Sugar Cookies* and two classic feature films, *The Thing* and *Flying Leathernecks*, as part of its "Collectibles" series . . . Home Theatre/VCI (Visual Concepts, Inc.) will distribute the 3-D color soft porn "classic" *The Stewardesses* in Stereovision on videocassette beginning Feb. 20. VHS and Beta configurations will carry a suggested list price of \$80, which includes two pairs of 3-D viewing glasses. Additional pairs of glasses will be available for five dollars. According to the company, additional 3-D Stereovision videocassettes are being planned for release, so gear up to re-live the '50s once again in the privacy of your own home video entertainment complex . . . NFL Films Video recently announced the winners of what the company called "the video industry's first display contest." More than 20 entries to the contest were received with Schwartz Brothers, NFL Films Video distributors in the Virginia/Delaware/Washington, D.C. area, registering the most entering accounts with six. Video Corner, a video software specialty store located in Pineillas Park, Fla., won the grand prize, which entitled the retailer (**Chuck Neiderhaus**) and local distributor **John Gallagher** of Media Concepts to two Super Bowl XV tickets and hotel accommodations in New Orleans.

michael glynn

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



THE WILD THE WILLING AND THE INNOCENT • UFO • CRYSLIS CHE 1307

Breaking out of: Dallas, Oklahoma City, Houston, San Antonio, Atlanta, Chicago, Milwaukee, Indianapolis, San Francisco, Denver, Sacramento, Portland, Phoenix, Buffalo, Baltimore/Washington.

RADIO: #4 Most Added album, Rock Album Radio Report.

MERCHANDISING AIDS: 12x35 Posters, 1x1 flats.

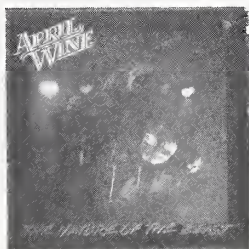
ALBUM BREAKOUTS

THE NATURE OF THE BEAST • APRIL WINE • CAPITOL SOO-12125

Breaking out of: St. Louis, Milwaukee, Chicago, Indianapolis, Detroit, Cleveland, Oklahoma City, San Antonio, Houston, Atlanta, Los Angeles, Denver, Portland, Baltimore/Washington.

RADIO: #5 Most Added Album, Rock Album Radio Report.

MERCHANDISING AIDS: 36x36 Component Poster, Three Dimensional Multi Purpose Wedge, 1x1 Flats, Banners, Buttons, Ad Mats.



KANO • EMERGENCY EMLP 7505

Breaking out of: Atlanta, New Orleans, Memphis, Houston, San Antonio, Chicago, Milwaukee, St. Louis, Los Angeles, San Francisco, Denver.

RADIO: I'm Ready (45): #34 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: Contact Distributor.

I HAD TO SAY IT • MILLIE JACKSON • SPRING/POLYGRAM SP-1-6730

Breaking out of: Baltimore/Washington, Boston, New York, Chicago, Cleveland, Detroit, Columbus, Milwaukee, St. Louis, Miami, Memphis, New Orleans.

RADIO: Steadily Increasing Black Contemporary Album Airplay.

MERCHANDISING AIDS: 19x26 Posters and trims.



SANDINISTA! • THE CLASH • EPIC E3X 37037

Breaking out of: New York, Boston, Los Angeles, San Diego, Milwaukee, St. Louis, Chicago.

RADIO: #3 Most Added Album, Rock Album Radio Report.

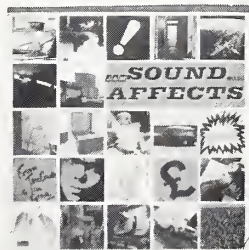
MERCHANDISING AIDS: 33x48 Poster, Clash Logos, Catalog flats.

SOUND AFFECTS • THE JAM • POLYDOR/POLYGRAM PD-1-6315

Breaking out of: New York, Los Angeles, Boston, Denver, Portland, Seattle.

RADIO: Steadily Increasing Rock Album Airplay.

MERCHANDISING AIDS: 13x22 Streamers, Posters, Trims.



TONGUE TWISTER • SHOES • ELEKTRA 6E-303

Breaking out of: Chicago, Milwaukee, Los Angeles, Denver, Cleveland, New York.

RADIO: Steadily Increasing Rock Album Airplay.

MERCHANDISING AIDS: 1x1 Flats, Mobiles 2x2 flats.

LOVERBOY • COLUMBIA JC 36762

Breaking out of: New York, Baltimore/Washington, Boston, St. Louis, Atlanta, Denver.

RADIO: Steadily Increasing Rock Album Airplay. Good Initial Top 40 Airplay on "Turn Me Loose" Single.

MERCHANDISING AIDS: 1x1 Flats, 3x3 flats.



WHAT'S IN-STORE

MAKING MOVIES — Karma Discount Records and Video, the retail division of Father's & Sons One-Stop, in conjunction with radio station WFDD/Indianapolis, had a contest recently revolving around Dire Straits' current "Making Movies" LP, in which it gave away an Elmo Super 8mm movie camera valued at over \$400, along with the Dire Straits catalog. All customers had to do to enter the contest was to fill out an entry blank for a drawing. The contest ran from Jan. 23-Feb. 2 and, two runners-up received 10 Warner Bros. albums.

LOESSER NO LOSER — April-Blackwood Publications recently published the sheet music of Frank Loesser. Loesser rocked Broadway and the rest of the world with his five distinguished works for the musical theatre — *Where's Charley?*, *Guys & Dolls*, *The Most Happy Fella*, *Greenwillow* and the Pulitzer Prize-winning *How To Succeed In Business Without Really Trying*. The book can be had for \$15.95.

DESERT DOLLARS — The Oasis Record Marts is giving away a form of currency to its customers known as "Desert Dollars." It is a gold coin with the Oasis logo and is worth one dollar toward any purchase in the store. Customers receive one desert dollar with purchases of \$10 or more.

DOG EAR WINNERS — Congratulations to Jamie Childs at the Glenview Dog Ear store and Jim "Micky" Finn at the Libertyville Dog Ear on winning first and third places, respectively, in the citywide RCA/A&M Christmas merchandising contest. Childs claimed \$150 as his prize, and Finn got \$75.

PARADISE THEATER — The first major album this year for A&M Records is Styx' "Paradise Theater." It is also the label's second laser etched disc. Major retailers were sent a merchandising kit that included a red and white marquis of the Paradise Theater, which used to stand proudly in Chicago's West Side. Retailers who need merchandising aids for this album can call toll free in California (800) 252-7772 and out of state call (800) 421-4395 or 421-4396.

TOP 20 HIT PARADE SALES — Dog Ear Records, the Illinois-based chain, has released its top 20 sales for 1980. The top acts, based on sales, are as follows: Pink Floyd, Billy Joel, Barbra Streisand, Jackson Browne, Christopher Cross, REO Speedwagon ("Decade"), AC/DC, Bruce Springsteen, Bob Seger, Dan Fogelberg, Genesis, Rush, Tom Petty, Rolling Stones, Doobie Brothers, Pretenders, Blues Brothers (soundtrack), Charlie Daniels Band, Kenny Rogers ("Greatest Hits") and Off Broadway USA.

REGIONAL BREAKOUTS — Toto in the Midwest and South... Marvin Gaye and The Heats in the West... The Rings in the East... and Max Webster in the South.

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

linda ardit

Hanau's New Picture Disc Process Features Superior Sound Quality

LOS ANGELES — Mark Hanau, a recognized pioneer in picture disc development, has created a new line of visual records known as the Han-O-Disc, the product of an innovative record pressing process by which specially formulated, 100% clear virgin vinyl is used in the making of two separate record halves that are bonded together in a non-ionizing radiation process.

The Han-O-Disc, which Hanau's company claims has "the highest audio standard of record reproduction ever achieved," is available in a number of different design models, including the "Glitter Disc," which is embedded with a series of colored "aluminum jewels;" the "Liquid Disc," which contains liquid colors within the clear vinyl album; the "Diffraction Disc," which splits light into a moving spectrum; the "Liquid Crystal Disc," a record that changes color in response to pressure or changes in the angle of view; the "Holo-

Disc," the world's first holographic record; and a record containing live alfalfa sprouts that grow inside the two LP halves.

Various Applications

Applications for the Han-O-Disc go beyond use through record labels as a promotional or commercial sales item, according to the company. The discs, for instance, can be personalized with photos and sold at amusement parks.

According to Hanau's company, the 31-year-old creator of the Han-O-Disc studied at the Hornsey College of Art in England, leaving to assist the Queen of England's photographer. A stint in fashion photography led him to designing record albums and sleeves. His first picture disc, Curved Air's "Air Conditioning" LP, received the Best Record Sleeve award in 1971 from the U.K.'s *New Musical Express*. Hanau went on to manage Curved Air, in addition to UFO, and assisted in setting up McCartney Prod. for Paul McCartney.

Branch Awards Presented As MCA Confab Celebrates Label's Best Year

(continued from page 6)

was presented with a plaque for Video Branch of the Year.

For MCA Records, honors for promotion person of the year went to Martha Thomas, Miami, for black product; and jointly to Jay McDaniel, Atlanta, and Sam Calle, Minneapolis, for pop. Additionally, Frank Falise was honored for meritorious service to the company during more than 11 years with MCA.

A number of meetings that were held addressed the areas of promotion, marketing, product development and press and artist development. Following an opening address by Gene Froelich, head of MCA Records Group, product presentations were conducted by Siner, Denny Rosencrantz, vice president of A&R, and Jim Foglesong, president of MCA Records,

Nashville division. Product presented included pop, R&B and country. In addition, Danny Bramson, president of Backstreet/MCA, discussed upcoming albums from Tom Petty and Nils Lofgren.

MCA Distributing held an independent labels concert on Saturday that featured Joe Chemay, debuting on Unicorn Records with the album "The Riper the Finer," and Regency Records' James Lee Stanley, who performed music from his debut release, "Midnight Radio."

The finale on Sunday, Jan. 18, included special performances for both Records and Distribution. Head First Records' Al Viszutti/Bunny Brunel Band performed for MCA Distributing at Donte's. A showcase of new artists, including Alicia Myers, Terri Gibbs and the Rings, was held at The Palomino.

JAZZ

ON JAZZ

NEW CADENCE — *Cadence Magazine*, the five-year-old independent jazz magazine, is going into record manufacturing. Its first release, by trumpeter **Ahkmed Abdulla**, will hit the stores in the next few weeks, with three more LPs pressed and ready to go. **Bob Rusch**, producer for Cadence Records, outlined an unorthodox marketing and production system to **Cash Box**, consisting of high royalty payments up front, and limited distribution with the bulk of business coming directly through stores on a cash basis. "When we first started the magazine, we lost 6,000 copies of our initial issue to distributors who didn't pay or return the issue," said Rusch. "Our major concern was to continue to exist, so we developed a small but dependable distribution network with individual sellers who were interested in getting the product out. The magazine has covered well over 6,000 reviews in five years,



NATIVE SON — While in his hometown of Los Angeles to perform at nearby *Concerts By The Sea in Redondo Beach*, Columbia jazzist **Dexter Gordon** received a commendation from the Los Angeles City Council. Pictured are (l-r): Gordon (left) and Sylvia Washington, a representative of L.A. City Councilman Robert Farrell's office.

and we've been able to grow from nowhere to being obscure. We feel that you're not dealing with flashy numbers in jazz and we have no interest in seeing our records marketed like a big rock band's. But we know from the magazine that there is a market for decent, solid jazz product. That market is scattered around the country and the world and it can be hard to reach. But if you can put out product that delivers and you can hold out until those people find you, than you can do it." The records will carry a list price of \$9.98 and will feature full color packaging with artist interviews included in the liner notes. Slated for spring release are two albums by drummer **Beaver Harris** featuring **Grachan Moncur, Ken McIntyre, Rahn Burton, Don Pullen, Ricky Ford, Francis Haynes, Hammiett Bluiett** and **Cameron Browne**, and the recorded premiere of bassist **Sahib Sarbib's** 22-piece **Multinational Unit**. The releases were chosen following an open door policy. "We sent out letters to about 20 people we were interested in seeing recorded, and the word just spread," said Rusch. "We heard from everybody; the response was just overwhelming. Interestingly, the four albums we chose for our initial release are not by artists we sent letters to, but rather by people who heard about us and came to us, and we've been able to be very picky." Further information is available from Cadence Jazz Records, the Cadence Building, Redwood, N.Y. 13679. . . . In other label news, big band leaders **Toshiko Akiyoshi** and **Lew Tabackin** have formed Ascent Records in hopes of marketing their music more efficiently. Ascent is presently a mail-order-only label with two releases, "Farewell" by Akiyoshi Tabackin big band, and "Black and Tan Fantasy" by the Lew Tabackin trio. The address is Ascent Records, P.O. Box 9275, North Hollywood, Calif. 91609. . . . PolyGram Records has switched the marketing for Verve and Emarcy Records to London Records of PolyGram Classics, Inc. With a roster that includes **Charlie Parker, Dizzy Gillespie, Ella Fitzgerald, Wes Montgomery, Lester Young, Sarah Vaughan** and others, the consolidation is part of PolyGram's attempt to revitalize these catalogs. Twofer reissue series will continue, with an increased list price of \$9.98.

LATIN FUSION — Latin and jazz have been fusing together with great success since the forties, and the popularity of the "Salsa Meets Jazz" program at the Village Gate in New York comes as no surprise. The series has been featuring such jazz artists as **Billy Harper, Sonny Stitt, Junior Cook, Charlie Rouse, Woody Shaw, Sonny Fortune** and **Bobby Hutcherson**, sitting in with the likes of **Tito Puente, Ray Barretto, Bobby Rodriguez** and **Machito**. What does come as something of a surprise is that Latin music seems to be gaining a stronger following in Europe based to a large degree on its increased assimilation of jazz influences. Impresario **Ralph Mercado** told **Cash Box** that it has been a big year for Latin bands in Europe, especially in France and Holland.

fred goodman

TOP 40 ALBUMS

	Weeks On 1/24 Chart	Weeks On 1/24 Chart
1 WINE LIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	1 12	
2 GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. HS 3453)	2 26	
3 CARNAVAL SPYRO GYRA (MCA 5149)	3 14	
4 LATE NIGHT GUITAR EARL KLUGH (Liberty LT-1079)	6 9	
5 NIGHT PASSAGE WEATHER REPORT (ARC/Columbia JC 36793)	5 8	
6 INHERIT THE WIND WILTON FELDER (MCA 5144)	4 15	
7 MR. HANDS HERBIE HANCOCK (Columbia JC 36578)	7 11	
8 ODORI HIROSHIMA (Arista AL 9541)	8 11	
9 CIVILIZED EVIL JEAN-LUC PONTY (Atlantic SD 16020)	9 16	
10 REAL EYES GIL SCOTT-HERON (Arista AL 9540)	11 7	
11 FAMILY HUBERT LAWS (Columbia JC 36396)	10 17	
12 SEAWIND (A&M SP-4824)	12 17	
13 RODNEY FRANKLIN (Columbia JC 36747)	13 11	
14 LOVE APPROACH TOM BROWNE (GRP/Arista 5008)	14 29	
15 80/81 PAT METHENY (ECM 2-1180)	16 13	
16 THIS TIME AL JARREAU (Warner Bros. BSK 3434)	15 33	
17 TOUCH OF SILK ERIC GALE (Columbia JC 36570)	17 16	
18 TWENNYNYN with LENNY WHITE (Elektra 6E-304)	18 13	
19 MAGNIFICENT MADNESS JOHN KLEMMER (Elektra 6E-284)	19 26	
20 NIGHT SONG AHMAD JAMAL (Motown M7-945RA)	20 10	
21 RHAPSODY AND BLUES THE CRUSADERS (MCA 5124)	21 31	
22 VICTORY NARADA MICHAEL WALDEN (Atlantic SD 19279)	22 15	
23 LOVE AT FIRST SIGHT SONNY ROLLINS (Milestone M-9098)	23 12	
24 THE CELESTIAL HAWK KEITH JARRETT (ECM M5E 1175)	24 9	
25 IN CONCERT, ZURICH, OCTOBER 28, 1979 CHICK COREA and GARY BURTON (ECM/Warner Bros. -2-1182)	25 8	
26 OUTUBRO AZYMUTH (Milestone M-9097)	27 6	
27 LAND OF THE THIRD EYE DAVE VALENTIN (GRP/Arista 5009)	26 19	
28 4 X 4 McCOY TYNER (Milestone 55077)	28 8	
29 USE THE STAIRS STANLEY TURRENTINE (Fantasy F-9604)	29 12	
30 ROUTES RAMSEY LEWIS (Columbia JC 36423)	31 25	
31 THE HOT SHOT DAN SIEGEL (Inner City IC 1111)	33 2	
32 "H" BOB JAMES (Tappan Zee/Columbia JC 36422)	30 30	
33 LOVE FANTASY ROY AYERS (Polydor/Polygram PD-1-6301)	32 13	
34 NIGHT CRUISER DEODATO (Warner Bros. BSK 3467)	34 23	
35 HOW'S EVERYTHING SADAO WATANABE (Columbia C2X 36818)	35 19	
36 CATCHING THE SUN SPYRO GYRA (MCA 5108)	36 46	
37 BADDEST GROVER WASHINGTON, JR. (Motown M9-940A2)	37 21	
38 UTOPIA PARKWAY MIKE MANDEL (Vanguard VSD 79437)	39 2	
39 SURYA DIDIER LOCKWOOD (Inner City 1092)	38 3	
40 PEACEFUL HEART, GENTLE SPIRIT CHICO FREEMAN (Contemporary 14005)	— 1	

JAZZ ALBUM PICKS

MAMA AND DADDY — **Muhai Richard Abrams** — **Black Saint BSR 0041** — Producers: **Muhai Richard Abrams, Peggy Abrams and Giovanni Bonandrini** — List: **11.98**

This album is yet another testimony to Abrams' diversity and leadership. As founder of the AACM, Abrams served in the last decade as a focal point for the new music, and this album gives notice that he will not relinquish the artistic spotlight. This is an animated, intelligent and first rate large group recording, featuring many of the more adventurous musicians playing today. Wallace McMillan may be the most overlooked saxophonist around.

PATHS BEYOND TRACING — **David Friesen** — **SteepleChase SCS 1138** — Producers: **David Friesen and Nils Winther** — List: **8.98**

Over the last five years, the solo album has become an increasingly popular vehicle for jazz bassists. Friesen now adds his name to that growing discography, and in so doing, exhibits a sophisticated primitivism by meshing advanced chops with simple melodic devices. The result is an earthy and soulful bass cry, of which bass students should take note.

GOTHAM CITY — **Dexter Gordon** — **Columbia JC 36853** — Producers: **Michael Cuscuna, Jim Fishel and Maxine Gregg** — List: **7.98**

This is a dream session — Art Blakey on drums, Cedar Walton on piano, Percy Heath on bass, Woody Shaw on trumpet and George Benson on guitar afford Dexter's tenor the environment it deserves. A good choice of tunes is also on hand, with "A Nightingale Sang in Berkeley Square" and Randy Weston's "Hi-Fly," as well as "Blues Walk" and the leader's own title tracked "Gotham City."



FACES OF HOPE — **Andrew Hill** — **Soulnote SN 1010** — Producer: **Giovanni Bonandrini** — List: **11.98**

One of Hill's two recent releases on the Italian Soulnote label, this session has the pianist going it alone. The results are a rare opportunity to hear the dynamics of Hill's solo style as he carefully lends his staccato attack to economic note playing. The sound is lean, thoughtful and individual, and Hill's iconoclastic approach to left hand/right hand interplay is uniquely expressive.



AFTER THE THIRD WINDOW — **Rene Van Helsdingen** — **Munich BM 150 241** — Producer: **Job Zomer** — List: **7.98**

This cerebral fusion set is sharply underscored by funky counterpoint and sharp percussive passages a la Brand X, but with more reliance on electronics to provide textures. Van Helsdingen's synthesizer keyboard work transcends textures, however, to exude tasty articulation and modality. Brian Baties' bass and vocals offer a range of funk and formal canting. A progressive LP owed a listen.



STILL WATERS — **The Harry Leahey Trio** — **Omnisound N-1031** — Producer: **Yoshio Inomata** — List: **7.98**

Playing progressive, up-tempo jazz from the post-bebop era, guitarist Harry Leahey, a former Phil Woods Quintet sideman, is featured in a variety of modal settings, from slashing chord progressions to single string pickings. Drummer Glen Davis and bassist Roy Cumming maintain the appropriate groove for each piece. The trio's swooning rendition of "Send In The Clowns" allows Leahey to sketch a sparse but sensitive music poem of absolute and peaceful delight.

COIN MACHINE

Gremlin Ships 'Space Firebird' Video

SAN DIEGO — "Space Firebird," a challenging one- or two-player video game, is currently being shipped by Gremlin Industries in upright, table and mini models. It is a game of heated combat action where players defend their ship against the Emperor, Eagle and Gull Firebirds who attack from all directions and fly in various formations. Scores advance from 20 to 100 points as the birds are eliminated.

Each bird is armed with a different resistance level to the player's missiles so it takes four hits to down the Emperor, two for eliminating the Eagle and one hit to down the Soaring Gull. For added challenge, the Eagle Firebirds release a bomb that drops straight from the sky, aimed directly at the player's ship. Hitting this bomb before it explodes can add 50 to 200 points to the score, depending upon the accuracy of the hit; however, once hit, the bomb scatters deadly shrapnel that can destroy the player's ship.

The game is equipped with the unique Warp Mode that provides the player's ship with a protective shield deflecting enemy fire. It also launches the ship into space, destroying the Firebirds by simply ramming into them.

"Space Firebird was extremely well received at the AMOA show in November," commented Bob Harmon, Gremlin's director of marketing. "Distributors and operators were impressed with the game's visual appeal, the vivid colors and the complex motion of the birds."



'Space Firebird'

Gremlin has acquired exclusive proprietary rights to the Space Firebird game for the United States and Canada from Nintendo Co., Ltd. of Japan.

Further information may be obtained through factory distributors or by contacting Gremlin Industries, 8401 Aero Drive, San Diego, Calif. 92123.

Midwest Operators Look To 1981 As 'Year Of Challenge'

by Frank Manners

(Ed. note: Last week **Cash Box** surveyed leading manufacturers and distributors to get their views on the outlook for the coin machine industry in 1981. This week we polled prominent midwest operators for their opinions on which direction the business is headed. The operators were asked to comment on such timely industry topics as 50 cent per play pricing, the impact of new compact cabinet designs, the potential for developing new locations and, of course, inflation.)

CHICAGO — At this point in time, 50 cent play is more a dream than reality, according to a survey of midwest operators. While conceding that it may work for pool tables, foosballs, and certain larger arcade pieces, the operators unanimously agreed that 1/25 remains the pricing standard on

Mike Wright Joins Exidy Sales Staff

SUNNYVALE — The appointment of Mike Wright to the game sales staff at Exidy has been announced by company president Pete Kauffman. Wright comes to Exidy with experience in the operation area of the industry, having worked with such large operating companies as Araven, Canteen and Bally over the past nine years.

Commenting on the appointment, Kauffman said, "Mike brings a needed expertise to our marketing team. His insights from the operator's point of view will be of great value to Exidy's goals of providing the best products for the industry."

Lila Zinter, marketing manager, added, "Mike and Chris Minarik will work closely in servicing the needs of our domestic customers. He will strengthen our sales staff and our ability to serve our distributors." Zinter also pointed out that the increased demand for Exidy's new "Spectar" video game, together with upcoming future products, indicate that 1981 will be a busy year for the growing sales team.

Most recently Wright was regional general manager at Araven Services in Santa Clara, Calif. where he worked on many aspects of amusement and vending route management. "This is an excellent opportunity for me to work from the manufacturer's side of the industry," he commented. "I feel confident that my operating experience will help strengthen Exidy's position in the marketplace as well as being of value in my dealing with the distributors."



Mike Wright, Pete Kauffman

videos and pins. "Fifty cent play is not the answer," argued one operator. "What the factories should do is offer multiple coin play like Atari Football — you buy more time for more quarters."

In some instances, the survey revealed, the per play price is going down rather than up. One street operator stated, "I can't handle 50 cent play. On new games, I'm at 1/25, but on the older stuff I'm going back to 2/25, and it works." Another operator complained, "Some games don't make a dime on 25 cent play so I don't even consider 50 cents a game. When the machine drops off on 1/25, I change it to 2/25. It gives them new life, and it at least pays the rent."

In general the operators applauded the theory behind the new cabaret type cabinets, but bridled at the price. It costs nearly as much as the upright with a much smaller screen and they felt they were not getting their money's worth. However, once they overcame this objection the operators had good words for the new cabinet concept.

"They're good for places that don't have room; they're petite and aesthetically pleasing," said one operator, expressing the feelings of most of his colleagues. Another added, "I like them for arcades. You can get more games in and they're a little nicer looking. They can go where other games can't."

Cocktail tables were the hit of '80; in '81, they should do nearly as well, according to the operators polled. The only problem is saturation, but who knows when that level will be reached. Meanwhile the operators are reaping substantial benefits. One operator typified the reaction to cocktails, saying "They work in stops where they won't take anything else. They opened up virgin country, a new market."

Conversely, another operator grumbled, "I hate them, but they make money. I canvassed new locations and put in tables where they had nothing. I think the cocktails appeal to peoples' laziness."

(continued on page 36)

U.S. Games Score Big At 37th ATE

LONDON — As expected, the 37th Amusements Trade Exhibition (ATE) was the most successful ever with a total attendance of 10,763 for the three days (Jan. 12-15). The 93,000 square feet of exhibit space also was the largest ever, yet there were many potential exhibitors who had to be refused space.

The exhibition was split between two floors, the much larger ground floor being dominated by a handful of major distributor-exhibitors. Prominent among them were London Coin Machines, Music Hire Group (MHG) Sales and Ruffler and Deith, all of whom represent a wide range of manufacturers. Prominent throughout the exhibition was Atari's recent offering, "Battlezone," in both upright and cocktail formats. Also highly visible were Atari videos "Missile Command" and "Asteroids."

Bally was the only U.S. manufacturer with its own booth, much of which was devoted to the factory's new "Xenon" pinball. Also on display were Bally pinballs "Frontier," "Flash Gordon" and "Skateball." In addition, Bally subsidiary Midway attracted a lot of attention with "Gorf," "Pac Man" and the Mini Myte version "Space Encounters."

Among the enormous range on display from MHG, including its own jukeboxes in addition to the Rowe-AMI line, were video games from Cinematronics including "Space Castle." Another highlight of the show was Gremlin's "Astro Blaster."

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. **WOMAN** JOHN LENNON (Geffen GEF 49644)
2. **THE BEST OF TIMES** STYX (A&M 2300)
3. **TREAT ME RIGHT** PAT BENATAR (Chrysalis CHS 2487)
4. **FLASH'S THEME AKA FLASH QUEEN** (Elektra E-47092)
5. **KISS ON MY LIST** DARYL HALL & JOHN OATES (RCA JH-12142)
6. **CRYING** DON McLEAN (Millennium YB 11799)
7. **(GHOST) RIDERS IN THE SKY** OUTLAWS (Arista AS 0582)
8. **LIVING IN A FANTASY** LEO SAYER (Warner Bros. WBS 49657)
9. **RAPTURE** BLONDIE (Chrysalis CHS 2485)
10. **HEARTS ON FIRE** RANDY MEISNER (Epic 19-50964)

TOP NEW COUNTRY SINGLES

1. **DO YOU LOVE AS GOOD AS YOU LOOK** BELLAMY BROTHERS (Warner/Curb WBS-49639)
2. **IF DRINKIN' DON'T KILL ME (HER MEMORY WILL)** GEORGE JONES (Epic 19-50968)
3. **GUITAR MAN** ELVIS PRESLEY (RCA PB-12158)
4. **COW PATTI** JIM STAFFORD (Warner/Viva WBS-49611)
5. **THIRTY NINE AND HOLDING** JERRY LEE LEWIS (Elektra E-47095)
6. **ANGEL FLYING TOO CLOSE TO THE GROUND** WILLIE NELSON (Columbia 11-11418)
7. **LOVIN' WHAT YOUR LOVIN' DOES TO ME** CONWAY TWITTY & LORETTA LYNN (MCA 51050)
8. **DRIFTER** SYLVIA (RCA PB-12164)
9. **WHAT I HAD WITH YOU** JOHN CONLEE (MCA 51044)
10. **SOMETHIN' ON THE RADIO** JACKY WARD (Mercury/PolyGram 57044)

TOP NEW B/C SINGLES

1. **IT'S A LOVETHING** THE WHISPERS (Solar/RCA YB-12154)
2. **I AIN'T JIVIN' I'M JAMMIN'** LEON HUFF (Phila. Int'l./CBS ZS6 3122)
3. **SUKIYAKI** A TASTE OF HONEY (Capitol P-4953)
4. **ANGEL FATBACK** (Spring/PolyGram SP 3016)
5. **ALL AMERICAN GIRLS** SISTER SLEDGE (Cotillion/Atlantic 46007)
6. **THIGHS HIGH (GRIP YOUR HIPS AND MOVE)** TOM BROWNE (GRP/Arista GS 2510)
7. **EVERYTHING IS COOL** T-CONNECTION (Capitol P-4968)
8. **DIRTY MIND** PRINCE (Warner Bros. WBS 49638)
9. **PASSION** ROD STEWART (Warner Bros. WBS 49617)
10. **BE YOURSELF** DEBRA LAWS (Elektra E-47084)

TOP NEW A/C SINGLES

1. **A LITTLE IN LOVE** CLIFF RICHARD (EMI-America 8068)
2. **TIME IS TIME** ANDY GIBB (RSO RS-1059)
3. **CRYING** DON McLEAN (Millennium YB-11799)
4. **SEVEN BRIDGES ROAD** EAGLES (Asylum E-47100)
5. **FLY AWAY** PETER ALLEN (A&M 2288)

COIN MACHINE

CHICAGO CHATTER

Mike Von Kennel, Taito America's marketing manager, started the new year on a very happy note. He and his wife, **Paula**, welcomed their first born, a son, **Justin Eric**, who debuted on Jan. 4, weighing in at 7 lbs. 1 oz. At present the Taito "Polaris" video is in full production at the plant and selling very well — in both upright and cocktail models, Mike noted. He indicated that some excellent pieces are forthcoming from Taito in the next few months and looks to '81 as a very exciting year for the company. President **Jack Mittel** was due back in his office last week after attending the London ATE convention.

SAID A QUICK HELLO to **Rus Strahan** of Lowen America in Franklin Park, where the big emphasis is on the new NSM phono line — namely, "Festival," "Prestige," "Consul Classic" and the new "Consolette."

THE MUCH HERALDED Gottlieb video game "New York New York" (Sigma licensed) is currently on test in upright and cocktail table and doing superbly well, as we learned from Gottlieb vice president **Tom Herrick**. Distrib response has been just great and, needless to say, the factory is more than pleased. Tom also mentioned that the new "Force II" pin is being readied for early February domestic delivery.

A TREMENDOUS SELLER AT Empire Dist. Inc. is Midway's "Pac-Man" which, at this point, seems to be breaking all existing sales records for a video game, according to the distrib's **John Neville**. It's in demand in all three versions — arcade, cocktail and mini-myte. Other hot items include Atari's "Battlezone," Centuri's "Eagle," Bally's "Xenon" and the new Rock-Ola "Max 2" phono. With regard to the latter, the first shipment was an immediate sell-out and orders are continuing to mount. As John pointed out, Rock-Ola put the sound of the full size model into this compact unit and that is a big attraction. Gremlin/Sega's "Space Tactics," a "fantastic arcade piece," is anxiously awaited at Empire. Another very outstanding new machine John raved about is the Centuri/Amstar "Phoenix." Test reports are "phenomenal." A non-player most of the time, John was in the showroom until 7 p.m. one evening — playing "Phoenix," and he wasn't the only one who couldn't tear himself away from the game.

ATTENTION PHONO OPS: Following are a couple of singles recommended for jukebox programming in pop as well as country locations by Singer One Stop For Ops' **Gus Tartol**. "Crying" by **Don McLean** (Millennium/RCA), produced by **Larry Butler**, who's done many a **Kenny Rogers** hit. Tune, by the way, is the **Roy Orbison** hit of 1961. Gus' other pick is a twosider by **Elvis Presley** (RCA) "Guitar Man"/"Faded Love."

EASTERN FLASHES

Operator **Bob Wnek** (Wnek Vending) and **Jim McKnight** of the Bally Northeast office in Buffalo rate a giant salute for their efforts in securing a favorable ruling which paved the way for the licensing of video games in Buffalo. Legislative activity will be very much in focus this year in various areas of the state to combat ordinances which adversely effect coinbiz. A special committee formed by the New York State Coin Machine Assn. will be channeling a great deal of effort into this campaign.

THE NEW YEAR is off to a great start at Bally Northeast-Syracuse, thanks to some very exceptional new games like the Bally "Xenon" pin, Midway's "Pac-Man" and Atari's "Battlezone," to name a few. The cabaret cabinet is starting to take off, as we learned from **Jack Shawcross**; and the distrib's been getting "super" test reports on the likes of Williams' "Black Knight," and "Defender" and Stern's "Berzerk." Musically speaking, the first shipment of Seeburg's "Phoenix" was sold out immediately and there are orders awaiting the second delivery. Along with all of this activity, remodeling is currently in progress at the Syracuse premises — "to make better use of our space," as Jack explained.

SORRY TO LEARN of the recent passing of **Frank Breheny**, uncle of **Jack Hearn** (LaSalle Vending). An operator for many, many years Breheny was very well known and a heck of a nice guy. **Cash Box** condolences to the family.

SPOKE WITH ART WARNER at Betson Enterprises where Midway's "Pac-Man" is very much in the fore — in both arcade and mini-myte style. Art said the new cabinet concept is starting to catch on quite a bit and is proving to be a "door opener for the more sophisticated type locations." The smaller cabinet design adds a lot of class to the equipment, he noted, and allows for the placement of more than one piece in locations with space limitations. Atari's "Battlezone," again in the arcade and cabaret style, is another big hit, with "Asteroids" still very strong and Stern's "Berzerk" testing out "fantastically." Betson is working on plans for a special sales incentive promo on Rock-Ola phonos and Automatic Products snackshop. Some very good trips will be offered as prizes — and along with customers the distrib's sales staff will also be eligible to win. For further details give Art Warner a call at (201) 440-2200.

STATE ASSOCIATION NEWS

The **Florida Amusement Vending Assn.** annual convention and trade show will be coming up March 26-29 at the Sheraton Twin Towers in Orlando. This function is noted as the largest and most international on the state level. The 1981 edition will feature a minimum of 80 exhibit booths along with a full agenda of business meetings and special events. For registration and exhibit information call the FAVA headquarters office in Tallahassee at (904) 575-8137.

ILLINOIS COIN MACHINE OPERATORS ASSN. has reconsidered an earlier decision to cancel its 1981 Pool Tournament and will definitely run one this year. **Dwain Kramzer** will be in charge of the proceedings with **Ward Brown** serving as tournament coordinator. Finals will be held on April 26 at the Holiday Inn East Holidome in Springfield. Thus far, 127 locations (90 men's and 37 women's) have signed up.

THE NEW SLATE OF OFFICERS elected by **Amusement & Music Operators of Virginia** at its annual convention were officially installed at the association's Jan. 18 board meeting. New lineup includes president **John P. Newberry, Jr.**, first vice president **Ed Shell**; second vice presidents **Tom Stanley**, **Bob Burner** and **Doug Colbert**; and secretary-treasurer **Lou Corso**, who is serving another term. AMOV is to be commended for breaking the 100 mark in membership — and a few other records at the group's highly successful 22nd annual convention, which attracted a 33% increase in operator attendance and a record number of exhibitors.

MUSIC OPERATORS OF MICHIGAN also rates a salute for its efforts in delaying a proposed tax on collections (**Cash Box**, Nov. 8, 1980). The association alerted members in plenty of time to rally support in opposing the tax — which further exemplifies "your state association at work." Another plus factor for MOM on the legislative front is the group's Political Action Committee. . . . Congrats to association president **Mike Benson** who was elected to a three year term on the AMOA board of directors. Past president **Ed Schultz** is an AMOA vice president.

Midwest Operators Look To 1981 As 'Year Of Challenge'

(continued from page 35)

Cocktails and cabarets have led the expansion into new locations, locations a cut above the average tavern, and they will continue to do so. Some operators have branched out to convenience stores with mixed results. The pro side, according to one operator: "You can make good money because of the foot traffic and often the employees feed the machines. In the lounges at the Jewel supermarket, the pinball machines are constantly going." On the negative side, another commented: "It's too much of a hassle with the kids hanging around. People don't want to go in there."

Inflation remains the operator's greatest problem and coping with it is a constant struggle. One pessimistic street operator lamented, "Profits are down about 50%. We're not coping with inflation. We're just making enough to pay the bills and earn a living."

Not all street operators, however, are so pessimistic. One operator advised the obvious: "Go with videos. Videos are where it's at." With location splits not improving, another operator suggested renting to a location to guarantee a minimum take. This entices the location owner with the promise that he can keep everything over the minimum and promote the game any way he likes.

Finally, a knowledgeable operator recited a shopping list of options to fight inflation. "Stay longer with the games you already have. Maintain minimum collec-

tions or sell the spot. Consolidate your route eliminating fringe stops. If a location can't afford the equipment or doesn't warrant it, don't give it to them. Buy cheap shop around, sell used games high before they depreciate. Get the newest hottest games, they create business and revenue. Be wary of closeouts. Even if they're cheaper, they'll never make the money a hot game does."

Arcades have fared better than street locations in coping with inflation, and they have their own special economic remedies. Instead of investing in filler pieces, one owner suggested doubling up on good games. Other arcade operators are gravitating towards tokens. Why? "It's easier to control the cash flow and safer. Labor is down because we don't have to collect the games nightly. We can also run promotions with tokens. And another thing, tokens have a psychological advantage over cash. If you give a customer four tokens for a dollar instead of four quarters, he's likely to spend the four tokens and not take any home. After all, what good are tokens? He can't use them for anything else. However, he may not spend all the quarters. If he gets bored or decides to leave, he just takes them with him."

In summary, most operators believe that 1981 will be a challenging year. To make a profit will require diligence, caution, economic responsibilities and nest of good games, they concluded.

INDUSTRY CALENDAR

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 conv. & trade show; 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-Harumi bldg.; Tokyo, Japan

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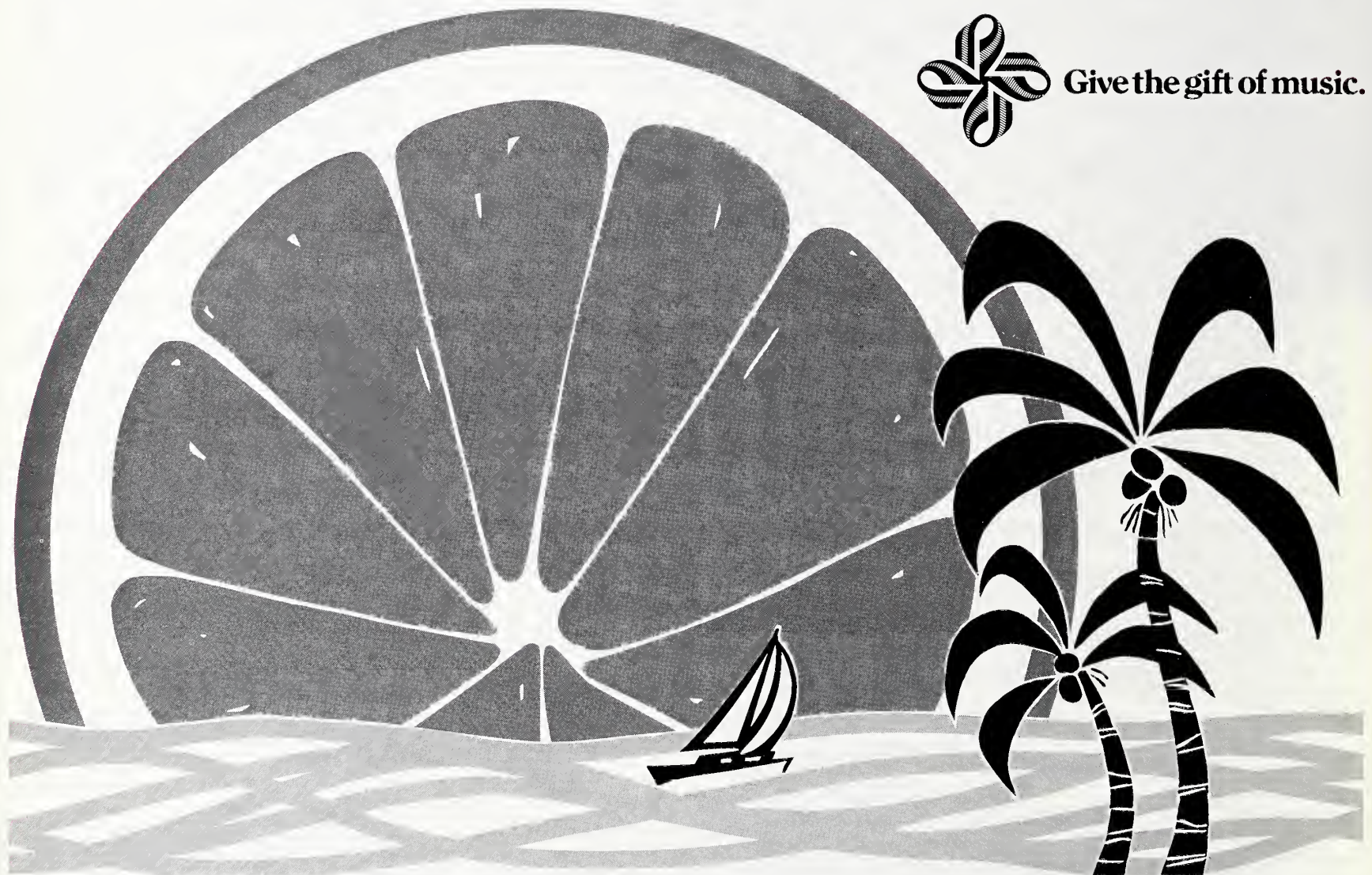
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