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March 14, 1981

NEWSPAPER

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THE INTERNATIONAL MUSIC RECORD WEEKLY

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SUBSCRIPTION RATES \$100 per year everywhere 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 Where It's At

In recent months, the L.A. club scene has matured to finally become what everyone thought it would following the splashy success of The Knack two years ago. From a narrow and restricted club scene that featured much too little variety, as seemingly every band and record label scrambled to cash in on The Knack "phenomenon," it has grown into a flourishing and wide-ranging circuit.

As the West Coast capital of the music industry, L.A. deserved better than the disappointing showing of too many carbon copy bands. The scene, once the breeding ground for such unique originals as the Doors, became dangerously over-yped and oversaturated with numerous Knack soundalikes. The result — an abundance of clones, with a notable absence of success.

Since that time, the L.A. scene has grown to include a variety of influences. With more clubs spread over a wider area of the city, a diversity of sound and style has emerged — featuring numerous top quality newcomers who are much more than imitators.

Cash Box is glad to see the L.A. scene prospering again. The thriving club scene is again fostering new talent that may provide the stars of tomorrow. Local names like The Plimsouls, Phil Seymour, the Bus Boys, Oingo Boingo, Tierra and a host of others reflect the new vitality of the scene. Much of the excitement that powered the L.A. scene back when the Whisky, Troubador and Roxy unleashed act after act on the nation has returned . . . for the better.

NEWS HIGHLIGHTS

- First day of Goody trial finds attorneys outlining strategy (page 7).
- Revitalized Los Angeles club scene viewed as A&R, artist development resource (page 7).
- CRT chairman calls for dismantling of Tribunal (page 7).
- Salute to Country Radio (opposite page 24).
- Heart's "Unchained Melody" and "Bad Company" by Ullanda McCullough (new and developing artist) are the top **Cash Box** Singles Picks (page 25).
- The Isley Brothers' "Grand Slam" and the self-titled debut by Silver Platinum (new and developing artist) are the top **Cash Box** Album Picks (page 26).

TOP POP DEBUTS

SINGLES

39

HER TOWN TOO — James Taylor and J.D. Souther — Columbia**ALBUMS**

92

FACE VALUE — Phil Collins — Atlantic**POP SINGLE**

WOMAN
John Lennon
Geffen

B/C SINGLE**DON'T STOP THE MUSIC**

Yarborough & Peoples

Mercury/PolyGram

COUNTRY SINGLE**ANGEL FLYING TOO CLOSE**

TO THE GROUND

Willie Nelson

Columbia

JAZZ**WINELIGHT**

Grover Washington, Jr.

Elektra

NUMBER ONES



Dolly Parton

POP ALBUM

HI INFIDELITY
REO Speedwagon
Epic

B/C ALBUM**GAP BAND III**

Gap Band

Mercury/PolyGram

COUNTRY ALBUM**9 TO 5 AND ODD JOBS**

Dolly Parton

RCA

CLASSICAL**PAVAROTTI'S GREATEST HITS**

London

	Weeks On Chart	3/7 Chart		Weeks On Chart	3/7 Chart
1 WOMAN	1	1	35 JUST BETWEEN YOU AND ME	40	6
JOHN LENNON (Geffen GEF 49644)			APRIL WINE (Capitol 4975)		
2 KEEP ON LOVING ME	1	1	36 BEING WITH YOU	51	4
REO SPEEDWAGON (Epic 19-0963)			SMOKEY ROBINSON (Tenn/Albion 754321)		
3 TO 5	2	15	37 (JUST LIKE) STARTING OVER	20	20
DOLLY PARTON (RCA PB-1213)			JOHN LENNON (Geffen GEF 49604)		
4 RAPTURE	6	7	38 HEVY NINETEEN	29	16
BLONDIE (Chryslers CHS 2485)			STEELY DAN (MCA-51036)		
5 THE BEST OF TIMES	6	8	39 HER TOWN TOO	—	1
STYX (A&M 2300)			JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-80514)		
6 CELEBRATION	5	20	40 TOO TIGHT	37	8
KOOL & THE GANG (De-Luxe/Wagram De 907)			CON FUNK SHUN (Mercury/PolyGram 75999)		
7 I LOVE A RAINY NIGHT	4	19	41 AIN'T EVEN DONE WITH THE NIGHT	46	7
EDDIE RABBITT (Elektra E-46566)			JOHN COUGAR (River/PolyGram R-207)		
8 CRYING	9	8	42 STAYING WITH IT	43	8
DON McLEAN (Millennium YB11799)			FIREBALL with LISA RENZO (Atlantic 3791)		
9 HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')	12	7	43 (GHOST) RIDERS IN THE SKY	36	9
NEIL DIAMOND (Capitol 4960)			OUTLAWS (Ariste AS 0582)		
10 TREAT ME RIGHT	11	9	44 BACK IN BLACK	31	9
PAT BENATAR (Chryslers CHS 2487)			AC/DC (Atlantic 3787)		
11 THE TIDE IS HIGH	18	17	45 HEARTBREAK HOTEL	33	15
BLONDIE (Chryslers CHS 2485)			THE JACKSONS (Epic 19-50599)		
12 THE WINNER TAKES IT ALL	14	18	46 HOW 'BOUT US	5	5
ABBA (Atlantic 3776)			CHAMPAIGN (Columbia 11-11433)		
13 KISS ON MY LIST	17	8	47 SEVEN BRIDGES ROAD	41	12
DARYL HALL & JOHN OATES (RCA JN-1242)			EAGLES (Asylum E-47100)		
14 I AIN'T GONNA STAND FOR IT	13	14	48 I LOVE YOU	56	20
STEVE WONDER (Tenn/Albion 754320)			CLIMAX BLUES BAND (Warner Bros. WBS 49669)		
15 A LITTLE OF FOOL	15	14	49 LOVE ON THE ROCKS	46	20
BARRBRA STREISAND & BARRY GIBB (Columbia 11-11430)			NEIL DIAMOND (Capitol 4939)		
16 HEARTS ON FIRE	19	8	50 TOGETHER	47	19
RANDY MEISNER (Epic 19-50964)			TERRA (Boardwalk WBS 5702)		
17 GAMES PEOPLE PLAY	18	15	51 WHO DO YOU THINK YOU'RE FOLLO'ING?	63	4
THE ALAN PARSONS PROJECT (Ariste AS 0573)			DONNA SUMMER (Geffen GEF 49664)		
18 DON'T STAND SO CLOSE TO ME	22	6	52 HIT ME WITH YOUR BEST SHOT	48	24
THE POLICE (A&M 2301)			PAT BENATAR (Chryslers CHS 2484)		
19 MORNING TRAIN (NINE TO FIVE)	28	5	53 IT'S A LOVE THING	67	4
SHERENA (Mercury 75071)			THE WHISPERS (Soler/RCA YB-12154)		
20 WHILE YOU SEE A CHANCE	27	6	54 AND LOVE GOES ON	55	8
STEVE WINWOOD (Island IS 49656)			EARTH, WIND & FIRE (ARC/Columbia 11-11434)		
21 FADE AWAY	24	6	55 TURN ME LOOSE	61	8
BRUCE SPRINGSTEEN (Columbia 11-11431)			LOVEBOY (Columbia 11-11421)		
22 AHI LEAHI	25	14	56 FANTASTIC VOYAGE	57	7
DONNIE IRIS (Carousel/MCA-51025)			LAKESIDE (Soler/RCA YB-12129)		
23 LIVING IN A FANTASY	26	8	57 LADY	50	24
LEY SAYER (Warner Bros. WBS 49657)			KENNY ROGERS (United Artists UA-130-Y)		
24 JUST THE TWO OF US	23	16	58 PASSION	45	17
GROVER WASHINGTON, JR. (Elektra E-47103)			ROD STEWART (Warner Bros. WBS 49617)		
25 SMOKY MOUNTAIN RAIN	23	16	59 WALKING ON THE ICE	60	4
GROVER WASHINGTON, JR. (Elektra E-47103)			OKO ONO (Geffen GEF 49683)		
26 SOMEBODY'S KNOCKIN'	31	10	60 TIME OUT OF MIND	1	1
TYRRI GIBBS (MCA-41309)			STEELEY DAN (MCA-51082)		
27 SAME OLD LANG SYNE	10	14	61 WASN'T THAT A PARTY	68	4
FRANK FOGELBERG (Full Moon/CBS 19-09611)			THE ROVERS (Cleveland Intl. Epic 19-51007)		
28 ANGEL OF THE MORNING	34	4	62 MISTER SANDMAN	74	2
JUSTI NEWTON (Capitol 4974)			EMMYLOU HARRIS (Warner Bros. WBS 49684)		
29 GUITAR MAN	32	8	63 MEDLEY: YESTERDAY, MORE/NOTHING REMAINS THE SAME	69	4
ELVIS PRESLEY (RCA JN-12158)			SPINNERS (Atlantic 3798)		
30 PRECIOUS TO ME	37	3	64 ANOTHER ONE BITES THE DUST	54	31
PHIL SPECTOR (Boardwalk WBS-6703)			QUEEN (Elektra E-47031)		
31 GIVING IT UP FOR YOUR LOVE	16	15	65 SWEETHEART	77	2
DEBBIE MACDONALD (Capitol/MUSC P-4948)			FRANKE & THE KNOCKOUTS (Millennium JH-11801)		
32 DON'T STOP THE MUSIC	16	15	66 THE PARTY'S OVER (HOPELESSLY IN LOVE)	75	3
YARROLD & PEOPLES (Mercury/PolyGram 76083)			JOURNEY (Columbia 11-60505)		
34 I CAN'T STAND IT	10	4			
ERIC CLAPTON and THE BAND (RSO 1066)					

ALPHABETICALLY TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little In Love (ATV — BMI)	15	Guitar Man (Vector — BMI)	30	Keep On Loving (Fate — ASCAP)	2	Seven Bridges (Irving — BMI)	47
A Woman Needs (Raydola — ASCAP)	78	He Can't Love You (Jeire/Berne — ASCAP)	93	Keep This Train (Fairgrip Tunes — ASCAP)	72	Shine On (Almo/MC/Roscoe/Irving)	73
Ahi Leahi (BEMA — ASCAP)	22	He's Gone (Jobette/Black Bull — ASCAP)	53	Kim On My List (Rumanian Pickleworks — BMI/Lon)	16	Shuchan Kar — ASCAP	26
Ain't Even Done (H.G. Inc. — ASCAP)	41	Hearts On Fire (Nebresk/United Artists)	15	Fuzt Buzza — BMI	13	Smile Mountain Rain (P-Gam — BMI)	76
And Love Goes On (Almo/Verdagol/Cherubim — ASCAP/Foster Fraesir/Ink)	54	Hi-Top (ASCAP)	17	Lady (Brooklyn — ASCAP)	57	Somabody's Kneakin' (Chirlin — ASCAP)	37
Angel Of The Morning (Bismillah — BMI)	59	His Love Too (Country Road/Leadshelld — BMI/Carla Age — ASCAP)	9	Let Me Be (Rascaland — ASCAP)	97	Starting Over (Lambert — BMI)	27
Another One (Quasar/Bachwood — BMI)	64	I Ain't Gonna (Jobette/Black Bull — ASCAP)	14	Let Me Be (Rascaland — ASCAP)	97	Staying With It (ATV/Bramire/Snow — BMI)	42
Back In Black (A&M/Labels — BMI)	44	Hey Nineteen (Zion/Freelink — ASCAP)	39	Lipstick (Chimnigad/Alm by Cerears — BMI)	74	Sukey (Blackwood — BMI)	80
Being With You (Bartem — ASCAP)	53	He Lives With (ATV Corp. — BMI)	52	Love (Tenn/Albion — ASCAP)	89	Swearin' (Big Heat — BMI/Bright Smile — ASCAP)	65
Bon Bon Via (Unichappell/Featherbaad/Larbal — BMI)	95	Hold On (Dung) — ASCAP	75	Love On The Rocks (Stonebridge/EMA/Suisse — ASCAP)	49	The Best Of Times (Stylen songs — ASCAP)	5
Burn Rubber (Total Experience — BMI)	90	Hold On Loosely (Rocknroll/R/W/B/Esny Action — ASCAP)	74	Love's After (Rumanian Pickleworks — BMI/Lon)	48	The City Over (Knee Nightmar — BMI)	66
Celebration (Daughter/Fresh Start — BMI)	66	How Bout Us (Dana Walden — license pending)	47	Ware — ASCAP	82	The Tide Is High (Garmrod, Inc. — BMI)	11
Chin Charlie (Fourth Floor — BMI)	71	Hungry Heart (Bruce Springsteen — ASCAP)	87	We (Sigwead Adm. by Unichappell — BMI)	83	The Winner (Atwork — BMI)	12
Crying (Acid Ross — BMI)	22	I Ain't Gonna (Jobette/Black Bull — ASCAP)	14	Miss Sus (Hudmar — license pending)	68	Time In (Sigwead Adm. by Unichappell — BMI)	85
DaDo (Virgin, Adm. In U.S. by Chappell — ASCAP)	81	I Can't Stand It (Sigwead/Unichappell — BMI)	34	Mister Sandman (Edwin H. Morris/MPL Comm. — BMI)	60	Time Out Of Mind (Zeon/Freelink — ASCAP)	60
Don't Stand (Virgin Adm.) by Chappell — ASCAP)	81	I Have The Skill (Shabart — ASCAP)	99	Morning Train (Unichappell — BMI)	62	Touch (Alto/Atlantic 7311)	86
Don't You Know (Thamas Talent — ASCAP)	97	I Love You (C.B.S. — ASCAP)	97	N 9 To 5 (Velvet Apple/Fox Fanfare — BMI)	50	Touch (Alto/Atlantic 7311)	86
Every Woman (Pandamus/Unichappell — BMI)	97	I Missed Again (Elicrossund/Lot/Pun — ASCAP)	88	Nothing Remains (Sume) — BMI	63	Turn Me Loose (Blackwood/Dan Of Miami — BMI)	55
Fade Away (Springsteen — ASCAP)	57	It's A Love (Spectrum VII/Mylene — ASCAP)	53	OO-EE-E (McCloney/Ink — ASCAP)	86	Waiting On (Knee — BMI)	59
Fantastic Voyage (Spectrum VII/Circle — ASCAP)	56	It's My Turn (Vegas-EM, Prince SS — ASCAP)	69	Passion (Riva/W — ASCAP)	69	Wasn't That A Party (United Artists — ASCAP)	61
Fireflies (Fishwead Me — BMI)	61	It's My Turn (Vegas-EM, Prince SS — ASCAP)	69	Rapture (Rear Bays/Monster Island — ASCAP)	31	What Kind (Party Adm. by Unichappell — BMI)	16
Fizz's Theme (Queen/Wide/Reichwood — BMI)	67	Just Between (Northern Goody/Two-Tunes Ltd.)	35	Riders In The (Edwin H. Morris — ASCAP)	43	Who Do You (First Night — SUIZA)	51
Games (Jastaru/Daremony — BMI/Black Platinum — ASCAP)	92	Just Between (Northern Goody/Two-Tunes Ltd.)	35	Running Scared (Acuff-Rose — BMI)	28	Who You See (Island/Irving/Blue Sky/Ridar — BMI)	98
Games People (Woolfong/Liz Corrae Adm. by Irving — BMI)	18	Just The Two (Antisla — ASCAP)	52	Same Old Lang Syne (Hickory Grove Adm. by April — ASCAP)	28	Who's Your Angel (Irving Baby Shoes/Foxy — BMI)	74
Giving It Up (Blackwood/Urga — BMI)	32					Who's Your Angel (Irving Baby Shoes/Foxy — BMI)	74
Guilty (Sigwead, Inc./Unichappell)	77					Who's Your Angel (Irving Baby Shoes/Foxy — BMI)	74

♫ = Exceptionally heavy radio activity this week

♫♫ = Exceptionally heavy sales activity this week

Eat your heart out, *Fortune 500.*

Warner Comm. might be an Inc., but we
like a good time just like the next guy.
And we had quite a time at the recent Grammy awards: our record companies won
double the Grammy total of their nearest neighbor.
WCI salutes both the artists and their record people.

RECORD OF THE YEAR: "Sailing" Writer: Christopher Cross. Producer: Michael Omartian.

ALBUM OF THE YEAR: *Christopher Cross*. Producer: Michael Omartian.

SONG OF THE YEAR: "Sailing" Christopher Cross, Songwriter.

BEST NEW ARTIST: Christopher Cross.

BEST POP VOCAL PERFORMANCE, FEMALE: Bette Midler—*The Rose*.

BEST R&B VOCAL PERFORMANCE, MALE: George Benson—"Give Me The Night"

BEST R&B INSTRUMENTAL PERFORMANCE: George Benson—"Off Broadway"

BEST COUNTRY INSTRUMENTAL PERFORMANCE:

"Orange Blossom Special/Hoedown"—Gilley's "Urban Cowboy" Band (track from *Urban Cowboy*).

BEST COUNTRY PERFORMANCE BY A DUO OR GROUP WITH VOCAL: "That Lovin' You Feelin' Again"—Roy Orbison and Emmylou Harris.

BEST RECORDING FOR CHILDREN: *In Harmony/A Sesame Street Record*.

BEST JAZZ VOCAL PERFORMANCE, MALE: George Benson—"Moody's Mood"

BEST JAZZ FUSION PERFORMANCE, VOCAL OR INSTRUMENTAL: Manhattan Transfer—*Birlland*.

BEST JAZZ INSTRUMENTAL PERFORMANCE, GROUP: Bill Evans—"We Will Meet Again"

BEST INSTRUMENTAL ARRANGEMENT: "Dinorah, Dinorah"—George Benson, Quincy Jones and Jerry Hey, Arrangers.

BEST ARRANGEMENT FOR VOICES: *Birlland*—Manhattan Transfer, Janis Seigel, Vocal Arranger.

BEST ARRANGEMENT ACCOMPANYING VOCALIST: "Sailing"—Christopher Cross, Michael Omartian, Arranger.

BEST ALBUM NOTES: *Trilogy: Past, Present & Future*. David McClintick, Annotator.





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"NO RESPECT"
THE GRAMMY AWARD-WINNING COMEDY ALBUM OF THE YEAR.



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PolyGram Records



AFTER HOURS — RCA recording artist Dolly Parton recently completed a 10-day, sold-out engagement in Lake Tahoe, Nevada, at Harrah's Casino. RCA personnel and radio programmers from the area were on hand to congratulate her after a performance. Pictured are (l-r): Wayne Edwards, RCA country promotion; Rick Stewart, KRAK; Walt Shaw, KRAK; Parson; Brad Stapleton, KEEN; Hal Jay, KPLS; Joe Walther, KONE; Kent Hopper, KCEY; Carson Schreiber, RCA West Coast country promotion; Joe Galante, RCA vice president, marketing, Nashville; and Tom Edwards, KEEN.

L.A. Clubs Rebound As A&R, Artist Development Resource

by Marc Cetner

LOS ANGELES — While it never became the musical gold mine that record companies hoped it would when The Knack craze of 1975 was at its height, the L.A. club scene has rebounded, and once again become a valuable resource for A&R and artist development staffs. During the past three years, the circuit has grown from the three-club monopoly of the Whisky, Roxy and Troubadour in West Hollywood to a sprawling network that runs from the San Fernando Valley to Chino to Santa Monica to Pasadena and into Orange County.

Rising in size from 150-seat bars like Madame Wong's in Chino to the **CRT Chairman James Calls For Abolition Of Group**

by Earl B. Abrams

WASHINGTON — The Copyright Royalty Tribunal (CRT) should be abolished, said its chairman, Clarence J. James, Jr., in testimony last week before the House Subcommittee on Courts, Civil Liberties and the Administration of Justice. The overnight session was part of the review process committees hold early in each Congressional session for the agencies over which they exercise legislative control.

Stressing his belief that marketplace negotiations between copyright owners and users would be a better system of establishing fair rates and that in his view there should be no more compulsory licenses for any industry, James suggested that an alternative would be for the Copyright Act to continue to be used to impose compulsory licenses in the fields it now covers (mechanical royalties, cable television and jukeboxes), but be revised to eliminate basic fees. Such a move would free owners and users to bargain in the marketplace, he said.

James called attention to the plight of copyright owners whose cable television and jukebox royalties are being held up because of court appeals of CRT decisions in those two areas. He said that an estimated \$41,657,000 in cable television fees and \$2,165,000 in jukebox royalties have

(continued on page 44)

1,000-seat Country Club in Reseda, the clubs are still heavily oriented toward new wave music. However, more flexible booking policies now take in almost every popular music genre on occasion and provide a forum for new bands, as well as a place where a recent labeling can build a foundation for a national following.

And while it still bears the stigma of having fostered that first spate of disappointing synthetic new wave pop bands, the L.A. club circuit has been backing the hype with talent the second time around. Two years of audience building and steady gigging within the 25-club network has led to label signings for the Pilsouls (Planet), Great Buildings (Columbia), Oingo Boingo (I.R.S. and now A&M), Bus Boys (Arista), Wall of Voodoo (I.R.S.), Billy Burnette (Columbia), Gary Myrick & The Figures (Epic), X (Slash) and, most recently, Billy & The Beaters (Alfa) and Phil Seymour (Boardwalk).

And as artist development and promotion staffers hustle to use the well-established local base as a springboard to national acclaim for recent signings, major label A&R men are clamoring to link from a hearty crowd of other scene stealers like the Go Gos, The Blasters, The Falcons and B People.

"The town is no longer considered a place for Knack clones," said Michael Barrackman, vice president of A&R for Planet Records, "and the whole area has opened to this vital new music. The (San Fernando) Valley, which used to be red-neck and limited to country music clubs, is changing as well. Places like the Country Club and Valley West have opened up to the new rock scene. Even the Palomino (L.A.'s country music bastion) has diversified its bookings a bit."

Peter Phibin, Columbia's director of talent acquisition, also noted the renewed vitality of the L.A. club circuit. "When the clubs first started springing up, labels started signing acts just to be involved in the scene," he said. "Now that the L.A. band infatuation has subsided some, record companies are relating more and signing people they really believe in."

The thriving scene is a far cry from the dynasty days of the Roxy and Whisky a few years ago. The two clubs remain pinnacle showcase venues, but the new circuit has

(continued on page 18)

Opening Statements Highlight First Day Of Sam Goody Trial

by Dan Nooger

NEW YORK — Amid expectations of superstar courtroom appearances and national media attention, the long-delayed first session of the Sam Goody Inc. counterfeit product trial was devoted to opening statements by attorneys for both sides. Each side leaned heavily on the question of whether the retail chain, its president George Levy and vice president Sam Stolon knowingly bought and sold large quantities of counterfeit tapes.

After last minute selections of additional jurors and a brief controversy as to whether potential witnesses could sit in the courtroom, prosecutor John Jacobs of the Justice Department's Organized Crime Strike Force for the Eastern District of New York, laid out the chronology of events leading to the 16-count indictment charging racketeering, inter-state transportation of stolen property and copyright infringement in a presentation heavily laden with statistics, dates and dollar amounts. He stated that the government would prove that between June and October 1978, Levy and Stolon purchased 105,000 counterfeit tapes with a retail value of over \$1 million, shipped them interstate and sold them to the public. Particular emphasis was placed on counterfeit copies of *Saturday Night Fever*, for which Goody was paying less than \$3 at the same time that PolyGram's wholesale price was \$6.30.

Among the artists said to have been deprived of royalties are the Bee Gees, Olivia Newton-John, Paul Simon, James Taylor and Chicago. Jacobs promised to produce some of them in court along with Norton Verner, Frank Carroll, George Tucker, Spencer Pierce and possibly Sam Goody, Sr., founder of the chain.

Prosecution Argument
Jacobs said that the prosecution would prove that Jeffrey Collins, an agent of the British cutout dealer Scarlet Band Records, met with middleman Verner in April 1978, whose sources for counterfeiters were the recently convicted manufacturers Tucker and Carroll (both of whom will be testifying for the government in exchange for reduced sentences) who duplicated the original artwork, graphics and music of the tapes. It is alleged that Collins purchased large quantities of tapes, which he resold to Pierce, a friend and business associate of Stolon, who asked no questions about the origin of the tapes, but made the first buy of \$3,000 worth of tapes on June 9, 1978, paying Collins with a hand-drawn (rather than computer generated) check payable to Collins although the invoice was to Scarlet Band.

Although auditors for Goody's corporate



DO YOU FEEL GUILTY? — Grammy presenters Barry Gibb (l) and Barbra Streisand shared the Best Vocal Performance by a Duo award for the song "Guilty" at Radio City Music Hall Feb. 25.

parent company, American Can, detected the unusual circumstances, and Stolon was told by Sam Goody, Sr. personally that he was deviating from normal business practice. Stolon and Levy continued to do business with Collins and even helped him set up a fake front company, according to the prosecution. Following a raid on Scarlet and by Scott Brant and associates, who found large amounts of counterfeit tapes, Verner then dealt directly with Stolon. Stolon allegedly made four additional buys between July and October 1978, although Sam Goody, Sr. instructed him not to do business with Collins. Stolon told Goody he was no longer dealing with Collins, although he is alleged to have made further purchases from Pierce and Long Island State dealer Robert Scarnette.

In late 1979, Stolon and Levy were questioned by American Can auditors about the transactions and denied any connection between Pierce, Collins and Verner. On Dec. 17, 1979, FBI agents served a subpoena on Goody at its Maspeh, N.Y. headquarters, and Levy told them that the transactions were for closeouts and deleted product. That same month, the remaining tapes were shipped to Pickwick

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BPI Forms Group To Handle Future 'Hyping' Probes

by Paul Bridge

LONDON — Following last year's controversy concerning accusations of chart manipulation and unscrupulous promotion techniques, the British Phonographic Industry (BPI) has formed a 15-member group to aid in the investigation of any future complaints from either the trade or the public. A six-week investigation by the BPI last year (**Cash Box**, Nov. 1 and Nov. 8, 1980) revealed widespread efforts by label and independent salesmen to manipulate the weekly charts by providing retailers with promotional product and "other unrelated material" in exchange for favorable sales reports.

As a result of the furor, the BPI revised its Code of Conduct Jan. 1 to ask that any instances or suspicions of "hyping" (as the practice is known in the U.K.) be reported directly to John Deacon, director general of the trade. BPI has formed a 15-member group to aid in the investigation of any future complaints from either the trade or the public. A six-week investigation by the BPI last year (**Cash Box**, Nov. 1 and Nov. 8, 1980) revealed widespread efforts by label and independent salesmen to manipulate the weekly charts by providing retailers with promotional product and "other unrelated material" in exchange for favorable sales reports.

The 15-member group from which the investigative committees would be formed includes Sir Joseph Lockwood, former EMI chairman and honorary president of the BPI; L.G. Wood, former Group Director of music for EMI and a former BPI president; Frank Gillard, former managing director of BBC Radio; Sir James Carreras, former chairman of Hammer Film Prod.; Geoffrey Bridge, former director general of the BPI; David M. Baker, legal director of Video Arts Television; John Morton, general secretary of the Music Union; Stephen Deacon, director general of IFPI from 1961-78; John Hall, current director of IFPI; Jack Elliot, organizer of the British Actors Equity Assn.; Geoffrey Everitt, managing director of MAM Records; Harry Tiplie; and lawyers Humphrey Tilling, Anthony Walton and T.A. Bianco-White.

Following the BPI's six-week investigation of "hyping" last year, first brought to light by allegations on the *World In Action* and *Newsnight* television programs (**Cash Box**, Sept. 6, 1980), it was determined that

(continued on page 38)

WASEC Sets August Launch For 24-Hour Music Channel

by Michael Glynn

LOS ANGELES — In what could be a major boon to both the recording and video industries, the Warner Amex Satellite Entertainment Co. (WASEC) will launch its third program service, a 24-hour, all music channel, Aug. 1. The contemporary stereo music channel, known as MTV: The Music Channel, is designed as an advertiser supported, basic cable service that will be distributed free of charge to WASEC cable operators. The Music Channel will be transmitted from transponder 11 of RCA's Satcom 1, along with two other WASEC services already in operation, Nickelodeon, the Young People's Channel; and the 24-hour Movie Channel.

Programming for The Music Channel will primarily consist of "video records," or label-supplied artist promotional clips that incorporate both music and visuals. Additionally, there will be contemporary music-oriented motion pictures, documentaries, live concert broadcasts, and "video art created specifically to complement an artist's music," which will be produced by MTV as well as outside sources.

"Perhaps the best way to look at the Music Channel is to view it as a video radio station," said Bob Pittman, MTV vice president of programming and a former program director for WNBC Radio in New York, as well as executive producer and host for NBC-TV's late-night *Album Tracks* program. "This is probably the ideal outlet for the types of promotional videos now being made by the record companies, but we're also a big budget, national service that will either produce or develop original programming on our own.

"The analogy I use for The Music Chan-

nel is back to the days of progressive radio, when many of the big progressive rock artists were also big Top 40 artists," continued Pittman, who has also served as program director for WPEZ Radio in Pittsburgh and NBC's WMAO, as well as that outlet's FM sister station, WKQX. "To be honest, we'll be somewhat on the Album-oriented side of contemporary popular music, featuring familiar acts as well as not-so-familiar acts."

Linked To Stereo
Pittman further indicated that a "splitter" will be utilized on the cable connection for TV sets to provide a link with stereo systems, making MTV "the first cable channel to marry TV and stereo" components on a permanent basis.

"The record companies have already offered major support to the Music Channel," noted Pittman. "We're already in the process of our first batch of talent auditions for hosts to be video jockeys, and we've talked to some artists who have expressed interest in appearing on MTV. It's really the perfect environment for those artists who may have had the wrong exposure on network TV, as it provides a relaxed, informal atmosphere that will enhance an artist's image."

Apparently, many of the record company representatives who have been working with The Music Channel and independent producers also feel this new-found source of promotion has the potential to be an effective medium.

Bob Regahr, vice president of artist development for Warner Bros. Records, noted that the relationship between MTV and the labels "will probably be even closer than the radio and the record companies today.

"I think it will probably be akin to the relationship between radio and records in the '60s and early '70s," said Regahr. "The Music Channel, from what I've seen of the presentation, will billboard the artist's current album cover after a video cut is played and promotion like that is invaluable. As far as new artists are concerned, in a world where rising road costs make touring prohibitive for all but the most established acts, this has the potential to become a very strong avenue to help break new and mid-level acts."

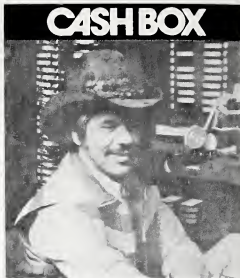
Producer Paul Flattery, a principal in Gowers, Fields & Flattery, stated, "It can only be a plus for everyone concerned, from independent producers, such as myself, to the labels."

While WASEC hasn't announced the initial programming schedule for The Music Channel, John A. Lack, the WCI-American Express joint cable venture's executive vice president, said "there will be a big concert" broadcast during the service's debut week.

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ON AN ODYSSEY — In Ghana to record his debut solo LP for RCA, titled "Mick Fleetwood's African Odyssey," Fleetwood performed at a concert there for PBS with proceeds going to the Ghana Musicians Union. Pictured are (l-r): Dr. de Graft-Johnson, vice president of Ghana, Mick Fleetwood, executive producer of the project, and Fleetwood.



CASH BOX
Country music is more than cowboy hats and steel guitars. Likewise, country radio is more than chewing tobacco advertisements and yodelling disc jockeys. Of course, the down-home, one-on-one feel is still an integral part of country radio, but without alienating itself from its beginnings, it has become a more sophisticated medium that prides itself in its past as well as its potential. This week, members of the country radio medium will come together in Nashville for the Country Radio Seminar.

Just as the number of country radio stations in the United States has grown in quantum leaps, so it seems that interest in this annual event has grown too. At last week's end, more than 425 people had pre-registered for the seminar. Last year's total number of registrants was 428. Appropriately, this year's seminar is themed "Country Radio: Nobody Does It Better." In recognition of the seminar and country radio's phenomenal performance during the past year, **Cash Box** is proud to offer the industry a Country Radio directory (beginning opposite page 24).

The first recorded broadcast of a country music program was the WBPB Barn Dance out of Fort Worth, Texas in 1922. Two more barn dances hit the airwaves in the mid-'20s as the industry made its contribution to radio history with the WLS National Barn Dance, hosted by George D. Hay, the "solemn ole judge." The second was WSM and its broadcasted barn dance in 1925, which was later to become known as the Grand Ole Opry.

But country radio didn't stop there. Almost 60 years later, the medium is going stronger than ever. From those humble beginnings, country radio has grown to the respected giant it is today, with more than 1,500 stations programming country music full time and another 1,000 or so offering at least some country music.

With such a proven track record, country radio can indeed boast "Nobody Does It Better." Long after the cowboy craze has come and gone, country radio will still be there, filling the airwaves with the sounds that have become a part of the American way of life.

Cash Box photo of KLAC/Los Angeles DJ Sammy Jackson by Michael Martinez.

PolyGram Hikes LP Prices, Bows Catalog Midline

LOS ANGELES — PolyGram Records will institute a flat \$8.98 list price for all single-disc LPs and equivalent tapes and debut a 106-title \$5.98 catalog midline series. The LP/tape price hike will take effect April 1, while the midline series will ship March 25.

"It is simply a matter of increasing manufacturing costs within the industry," said PolyGram Distribution Inc. (PDI) vice president of sales Jack Kierman of the price hike, which will also extend to multi-disc LPs and the equivalent tapes. "We had no choice but to raise our prices."

The announcement of the elimination of the \$7.98 list price by PolyGram follows by one week a similar move by CBS Records (**Cash Box**, March 7).

The PolyGram price hikes do not apply to RSO Records product.

The new \$5.98 midline, which will include product by Rush, Pat Travers, Rainbow, Chick Corea, Southside Johnny, the Village People, Chuck Mangione, Moody Blues, Rod Stewart and the Allman Brothers, will draw from the catalogs of Polydor, Phonogram/Mercury and Casablanca.

"The purpose of the \$5.98 line is to in-

(continued on page 44)

Operation Turntable Campaign Yields Eight Convictions In Florida

NEW YORK — In the latest development in the government's "Operation Turntable" anti-piracy campaign, all eight defendants in the Jacksonville, Fla. recording piracy trial have been found guilty of charges ranging from Racketeer Influenced Corrupt Organization (RICO) and Interstate Transportation of Stolen Property (ITSP) to wire fraud and copyright infringement.

In earlier actions resulting from the 1979 multi-state FBI raids, 21 other defendants in November 1980 to misdemeanor copyright violations. A dozen others plead guilty and were sentenced earlier this year on various ITSP, wire fraud and copyright infringement counts.

The April 1979 raids resulted from an 18-month FBI undercover operation and smashed a four-state ring involving the alleged manufacture and distribution of pirated cassettes and 8-track tapes, amounting to over \$8 million worth of illicit products annually. Seizures at that time netted an estimated \$800,000 in allegedly illegally manufactured and distributed tapes, various raw materials and duplicating and winding equipment.

The following individuals were found guilty by the U.S. District Court jury on March 4: Jerry Herbert Jones — RICO conspiracy, RICO conspiracy, copyright con-

(continued on page 14)

Columbia House Plans Mail-Order Video Club

NEW YORK — A mail-order video club is currently being planned by Columbia House, a division of CBS Records Group that includes the Columbia Record & Tape Club. A late summer start is projected for the video club, which will initially sell only VHS and Beta format videocassettes, although, according to Ralph Collin, Jr., Columbia House vice president of business affairs, it will eventually handle videocassettes.

Columbia House will not only license theatrical films for the club but will be negotiating for how-to, sports, educational and children's programming, as well. A test marketing program offering RCA Selecta-Vision 250 and 650 model VCR systems for slightly under list price is presently underway at Columbia House to determine the buying and ordering habits of video consumers, in addition to gauging the receptivity to mail-order video product.



REDDY FOR MCA — Singer Helen Reddy, recently signed to MCA Records, visited the label's national headquarters in Universal City, Calif. to discuss plans for her upcoming LP, which is due for late spring release. Pictured are (l-r): Pat Pipolo, MCA vice president of promotion; Bob Siner, MCA president; Reddy; Jeff Wald, Reddy's manager; Lou Cook, MCA vice president of worldwide and business affairs; Denny Rosenkrantz, MCA vice president of A&R; and Joel Diamond, Reddy's producer.

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VILLAGE PEOPLE



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NEW FACES TO WATCH



Hawks

The Hawks, a new Columbia signing whose debut single, "Right Away," has just been released, launched its career in a manner almost diametrically opposite to the standard fashion. Before the band was even formed, several members who were performing as West Minst' (the first band in Iowa to play original material) built a state of the art recording studio for themselves. Having attracted record company interest, the musicians then put the Hawks' line-up together, cut their debut album, made promotional videotape and are only now planning their first live performances.

"The idea for the studio came about in 1970 when West Minst' cut some tracks in Muscle Shoals," explains singer/keyboardist Dave Hearn. "There were no good studios in our area, and the engineer there suggested we build our own. It was just going to be a four-track, but we ended up with a 24-track computerized set-up. It's halfway between a commercial business and a home studio. West Minst' cut a few singles there which were mid-'70s releases on its own Magic Records label, and the studio now gets enough outside work to pay its running expenses. The major investors were Kirk Kaufman (guitar, vocal) and Frank Wiewel (bass, vocal) of the Hawks, along with Keith Brown, a local writer and guitarist. It's built on Kirk's father's farm in Outo, Iowa, so at least we didn't have to buy the land."

Kaufman and Wiewel cut many demos during the mid-'70s, bringing in future Hawks members Dave Steen (guitar, vocal), Larry Adams (drums) and Hearn to contribute material and instrumental support. They sent out tapes under various names, including Junior Wild and the Nighthawks, without success. Hearn eventually moved to Los Angeles where he played with various bands, made publishing contacts and co-wrote songs with Doug Thiele, head of Songwriters Resources and Services. "The time in L.A. helped open me up to other areas of music that it's important to understand," he says. Steen spent time playing in Minneapolis but both regularly returned to Iowa to record more tapes.

In spring of 1979, the group's most recent tapes suddenly attracted a deluge of label interest and Hearn, Adams, Wiewel, Kaufman and Steen reassembled in Fort Dodge, Iowa — the name Hawks taken from the first letter of each man's last name. After a live audition, Columbia's Gregg Geller signed the band, noting that the tapes were the best self-produced demo he'd ever heard. He put the band together with staff producer Tom Werman (*Cash Box*, Feb. 21) who at first wanted to use his regular studio and engineer in L.A., but found that the Hawks' home-made studio was the equal of any he'd seen.

Werman's main contribution, says Hearn "was making us concentrate on our tempos. He picked the 10 songs on the LP from about 25 that we had. Since we'd already spent so much time getting our sound together and knew how to get a great studio sound, we weren't burdened with trying to make what works on tape work in the studio. Tom actually said he felt he'd never created so little out of any of his other projects. Basically, we stayed close to our original demo versions."



Deborah Allen

Deborah Allen's debut album on Capitol Records, "Trouble In Paradise," finds her carving out her own niche somewhere between the spectrum of pop and country. "For a long time it was difficult," she said, "but I think that because country music has grown so much and since the pop people have been showing a little more respect for what the country people have been doing — they seem to be merging — it's making it a lot easier."

Born in Memphis, Allen received a great deal of support from her family, and, at the age of four, she confided in her mother a desire to be a singer. Her older sister, Nancy, a church organist, lent additional encouragement. Allen still speaks very highly of her sister's influence on her music and life. "I learned a lot from Nancy," she said. "When she played at the Baptist church, I sang at the Baptist church. Then she started playing for Episcopalians, so I started singing at the Episcopal church. She had a real strong influence on my life. She changed my religion, too."

It was little surprise to the family, then, when Allen moved to Nashville at the age of 19. After some months of limited success on the city's club circuit, she was hired to work in Opryland's *Showboat* production, and later was one of a dozen Opryland performers to join Tennessee Ernie Ford on a tour of Russia.

Upon her return to Nashville, Allen was advised by Shel Silverstein to pursue songwriting as a sideline to her limited success. Allen is quick to agree with his logic. "There are a lot of good singers out there, and if you write songs, that's just that much more you have going for you. It'll always be a way to fulfill your creativity, and it's something you can keep forever."

After a two-year hiatus in L.A., in which she further developed her writing skills and worked with Jim Stafford on a summer television series, Allen returned to Nashville and immediately signed an exclusive writers contract with MCA Music. There, her efforts were channeled into cuts by Conway Twitty and Loretta Lynn, the Bellamy Brothers, Millie Jackson and Isaac Hayes, Ronnie Milsap and others. Her philosophy about songwriting remains simple. "I always try to write the type of song that I would enjoy singing."

Allen's influences are many and varied, covering everything from the blues of her native Memphis to the sounds of Ella Fitzgerald to Leon Russell to Irving Berlin to Patsy Cline. Each genre somehow finds a way to release itself in her work, and Allen is convinced that "each song has its own personality." She added, "I don't believe that every song that you write can be conveyed to its best by saying 'all my songs are country' or 'all my songs are rock 'n' roll.' I really believe that music should describe what you're saying."

Her career received an unexpected shot in the arm when she was chosen to overdub vocal tracks on a few cuts recorded by the late Jim Reeves. Of the experience, Allen said, "Even though he wasn't there physically, I felt like he was really there."

After the debut proved successful, Capitol released a Deborah Allen single, "Nobody's Fool," which pushed its way to #32 on the *Cash Box* Country Singles chart.

EXECUTIVE PROFILE

Bob Montgomery: Versatility Is Key To Chart Success

by Jennifer Bohler

NASHVILLE — When it comes to the music business, producer/publisher/songwriter Bob Montgomery possesses a knowledge and street savvy that is second to none. His understanding of the business is, in part, attributable to his early start in music — as a young teen he and schoolmate Buddy Holly performed together in a combo. But a large part of Montgomery's knowledge is the inherent, inbred gut feeling about songs that marks top producers.

Today, Montgomery produces chart hits with artists like Razy Bailey, who recently celebrated another #1 country song; Eddy Arnold; Kenny Dale; Austin Roberts; Boby Goldsboro and others. As a publisher, he is also co-founder of House of Gold in Nashville, a company he and Goldsboro formed in late 1969. The company currently boasts a writing staff of 17, and last year charted a staggering 26 songs on the country and pop charts.

As mentioned, Montgomery's interest in music was sparked by Holly when the two formed a nickle-and-dime band in junior high school. They entertained at school dances and such for a number of years, until Montgomery's interests followed one direction and Holly's another. While young Montgomery was attracted to the behind-the-scenes aspect of the business, specifically studio work, Holly pursued the limelight and glamour. In the process giving the world such classics as "That'll Be The Day," "Peggy Sue," "Words Of Love" and numerous other hits. He became a legend, forging a musical path and creating an image that would become a model for musicians that followed.

Early Memories

Recalling their early teaming, Montgomery noted the irony of the situation was Holly's initial total lack of interest in songwriting. "When we were young, I was starting to write — trying to learn. Buddy never showed an interest in writing at all until he started recording. He didn't show any inclination, and then all of a sudden, he started writing those hits."

Montgomery continued his association with Holly until the singer's death in 1959. Moving from studio work and some producing, it was Montgomery Holly asked to run his proposed New York publishing company — six months before the airplane crash that took the singer's life.

"At the time, I was just really just learning about publishing. I mean, I couldn't even spell the word 'publish,'" Montgomery noted, laughing. "Buddy wanted me to go to New York with him and run his publishing company. Like I said, I couldn't even spell



Bob Montgomery

'publish,' much less go to New York and run a company."

Needless to say, Montgomery can spell publishing today. And he can certainly run a company. In fact, House of Gold has earned the reputation of being one of the most versatile song factories in town, offering something for all musical tastes, which, Montgomery said, is the whole idea.

"A publishing company usually reflects the tastes of its owner — they put their particular stamp on it. My tastes are very diverse, and that's the way our songs seem to run. I love good rock 'n' roll, good country and good pop songs."

Versatility Important

But the common denominator there is good. Though Montgomery looks for versatility in a songwriter, he also looks for one with a track record, or at least a lot of potential. His longstanding stable boasts such names as Bobby Springfield, Larry Henley, who has teamed up with Billy Burnette on several compositions; Kenny O'Neil; Larry Keith, and Johnny Slate, to mention a few. And to make them more comfortable in their endeavors to create good material, the publishing company last September purchased and refurbished a building down the street from the House of Gold's Music Row offices specifically for the writers. It boasts four writing rooms, a mini four-track studio and offices.

Montgomery is himself no slouch when it comes to songwriting. With partner John Talley and their company, Talmont Music, such classics as "Misty Blue" and Patsy Cline's "Back In Baby's Arms" were born. Montgomery is also distinguished as having the only outside cut, "Heartbeat," on New York

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O'BRIEN KING — Former *Wonderlove* vocalist Marva King recently entered an exclusive recording pact with Planet Records. Her forthcoming LP, "Feels Right," for which King penned two of the 10 songs, was produced by Planet Records president Richard Perry with arrangements by Trevor Lawrence, Planet's director of black/progressive music. Pictured are (l-r): Lawrence; King; Perry; and Dave Uzo, vice president, Planet.

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3	Spokane	27	Memphis	2	Cincinnati	22	Washington, D.C.
5, 6, 7	Seattle	28	Carbondale	3	Detroit	23	Norfolk
9	Billings	29	St. Louis	5	Ft. Wayne	24	Greensboro
10	Great Falls	31	Little Rock	7	East Lansing	26	Charlotte
13	Madison	April 1	Shreveport	8	Chicago	27	Columbia
14	Duluth	3	Austin	9	Cleveland	29	Miami
15	St. Paul	4	Houston	10	Pittsburgh	30	Jacksonville
17	Ames	5	Dallas	12	New Haven	31	Tampa
19	Wichita	7	Tempe	13	Binghamton	June 2	Nashville
20	Springfield	8	San Diego	15	Nassau, N.Y.	4	Jackson
21	Kansas City	9	Long Beach	16	Providence	5	Mobile
22	Lincoln	11	Oakland	17	Portland	6	Birmingham
24	Baton Rouge			19	Rochester	7	Atlanta



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Ellis Of Chrysalis Elected Chairman Of RIAA Board

NEW YORK — The Recording Industry Assn. of America (RIAA) has elected Terry Ellis, co-chairman of the Chrysalis Group, to a two-year term as RIAA chairman of the board, succeeding Bruce Sundvall, president, CBS Records Division. Six new directors were elected at the same Feb. 24 meeting, including Neil Bogart, Boardwalk Entertainment; Craig Craig, RCA Records; Don Dempsey, *Eric/Portrait/CBS Associated Labels*; David Geffen, Geffen Records; Jay Lasker, Motown Records; and Sheldon Vogel, Atlantic Records.

Ellis, on the RIAA board since March 1977, has been co-chairman of Chrysalis since the organization of the company in 1968 with Chris Wright in the U.K. Chrysalis Records came to the U.S. in 1972 with distribution through Warner Bros. and has been independent since September 1976.

Bogart formed Boardwalk Entertainment with partners Peter Guber and Jon Peters in early 1980 after seven years at the helm of Caliente Record & Film Works. Prior to starting Casablanca in 1973, Bogart spent 7½ years with the Buddha Group.

Craig was named division vice president — USA and Canada, RCA Records, in January 1981, after almost a year in London as managing director, Record Division, RCA Limited (U.K.). Craig spent nearly 20 years with CBS Records prior to joining RCA, rising to senior vice president/general manager of Columbia Records.

(continued on page 14)

Bean Named To Head Pacific Arts Video Co.

LOS ANGELES — David Bean has been named president of Pacific Arts Video Records, Pacific Arts Corp.'s newly formed video label. Bean, who formerly served as vice president and director of marketing for Pacific Arts Records before corporation chairman Michael Nesmith announced a shift to all-video production and manufacture (*Cash Box*, Feb. 14), will be responsible for overseeing worldwide marketing, distribution and manufacturing operations. In addition to personnel and budget management for the company.

Bean joined Pacific Arts in 1978 as director of national promotion for the Carmel, Calif.-based label and was promoted to vice president and director of marketing in April 1980. He will continue to be based at the company's headquarters in Carmel.

WEA Promotes Bach, Weiss, Slobko

LOS ANGELES — In three new appointments, WEA has named Russ Bach as senior vice president of marketing, Larry Weiss as vice president/operations and Marilda Slobko as vice president/data processing.

Bach, who was most recently WEA's vice president/marketing development, is a 20-year veteran of the music industry. He joined WEA in 1973 as Los Angeles branch manager, and was honored as WEA "branch manager of the year" in 1974. In 1978, he was appointed vice president/marketing development for the following year took on the added responsibility of directing WEA's video sales ef-



Robert Gilligan

Gilligan Named VP At LAX Records

LOS ANGELES — Robert Gilligan has been named vice president, marketing, at LAX Records, effective immediately. Gilligan will report directly to LAX presidents Steve Gold and Jerry Goldstein. His responsibilities will include overseeing all marketing, production, graphics and merchandising activities for the CBS-distributed label.

Gilligan has been in the record industry for 20 years, most recently serving as vice president of production and marketing at Arias II Records, and before that was general manager at Suburban One Stop Inc., and administrator of RCA Record Division's recording studios.

Potter Signed To ATV Music Writing Staff

LOS ANGELES — Songwriter Brian Potter has been signed to exclusive agreement with ATV Music Corp. Potter, in collaboration with Dennis Lambert, has composed such songs as "One Tin Soldier," "Ain't No Woman (Like The One I've Got)," "Don't Pull Your Love," "It Only Takes A Minute" and "One Chain," among others.

Potter, whose songs have been recorded by such acts as Glen Campbell, The Four Tops, Player, Santana and Dusty Springfield, is currently at work with fellow ATV staff writers John Lewis Parker, Ellison Chase and Juergen Korduletsch.

Walters Signs Sire Act

LOS ANGELES — Sire recording artists Kid Creole and the Coconuts recently pacted for booking with Norby Walters and Associates. The group recently appeared on the season premiere of NBC's *Saturday Night Live* show, after taking time out from a tour with the B-52's and the Talking Heads.

WEA Promotes Bach, Weiss, Slobko

Weiss, formerly director/planning and development, came to WEA in 1975 as director of data processing and was responsible for the implementation of WEA's mini-computer system. He was appointed director of planning and development in 1978. Weiss will report directly to Bach.

Slobko has been WEA's director/data processing since 1978. Prior to that she was a computer system software consultant for WEA and assistant vice president of programming for Integral Business Systems. She also will report directly to Bach.



Keane to Dreamland — Dillon Records has announced the appointment of Bert Keane as vice president of promotion and marketing for the label. He was formally with Warner Bros. Records for seven years, the last two as national promotion director.

Stern Appointed At CBS — Larry Stern has been appointed vice president, finance, CBS Video Enterprises, as announced by CBS Video Enterprises. Since 1979, he has served as vice president, finance, CBS Toys Division. He joined CBS in 1973 as controller, Gabriel Industries.

Audifidelity Names D'Amato — Audifidelity Records has announced the appointment of Tony D'Amato as vice president of A&R for contemporary/easy listening and classical music. He was a division manager with London Records in charge of the Phase 4 Label.

More Changes At I.R.S. — International Record Syndicate (I.R.S.) has announced further appointments to the label's staff. Carl Crasso has been named vice president of creative affairs, and will be responsible for all art and graphics on I.R.S. product and advertising. Gabrielle Powell has been appointed director of artist relations, and in addition will administer I.R.S.'s publishing arm. She previously worked as executive assistant to the director of creative affairs at Peer-Southern, and was a production assistant at the graphic arts firm of Higgins. Michael Grant has been named national director of publicity, and is responsible for overseeing national and tour publicity for the I.R.S. label and artists. He was previously a story analyst for the Chandler-Raskin Agency.

Tallman Named — Marilyn Tallman has been named operations coordinator for the Los Angeles based consulting firm, Jeff Pollack Communications, Inc. She previously handled the Barter Network for Watermark, Inc. Prior to that, she was music director at KIQQ/Lo Angeles, and customer service manager for Drake-Chenault's 252 client stations.

Dorf Named At Fred Heller — Fred Heller Enterprises, Ltd. has announced the appointment of Paula Dorf to vice president. She was most recently vice president/creative services of Sanford Ross Management. Prior to that, she was manager/artist relations at Atlantic Records and director/promotion at Ebony Sounds Records.

Anderson Named At Pasha — The Pasha Music Group of companies has named Ray Anderson to vice president and general manager of the west coast-based firm. He comes to Pasha after serving as vice president of promotion at Internal Artists Records, division vice president of promotion at RCA Records, and his own personal management firm.

Garbe Appointed At Chrysalis — Chrysalis Records has announced the appointment of Michael Garbe to the position of controller, effective immediately. He was formerly a CPA with the accounting firm of Fox and Company.

Solinski To EMI — Nancy Solinski has assumed the position of eastern regional country and western promotion manager for Capito/EMI-America/Liberty Records. She comes to Capito/EMI-America/Liberty Records from MCA Records where she was promotion manager.

Moshy Named By Mobile Fidelity — Mobile Fidelity Sound Lab has announced the appointment of Joe Moshy as northeast regional sales manager. He succeeds Mark Wexler in the position. Wexler recently relocated to the west coast to assume the national sales post.

Edmondson To Arista/Interworld — Bob Edmondson has been named professional manager for Arista/Interworld Music. He is a former member of the Tijuana Brass. He most recently has been doing independent production work.

Famous Names Irwin — Famous Music has announced the appointment of Randy Irwin to director of creative affairs. For the past two years he has been general manager of Larry Shayne Enterprises. Prior to joining Shayne, he worked at Prodical Records following stints with UA, TM, Liberty Records and Bernie Block's Skyline Distributing.

Changes At Josephson — Marvin Josephson Associates, Inc. has announced that Paul J. Forrest has been appointed treasurer of the company and of its International Creative Management Division. He previously served as controller for Morgan Stanley & Co. Inc., investment bankers in New York City. Also announced was the promotion of Michael Cooperman who has been with the firm since 1978, to the position of controller of Marvin Josephson Associates, Inc. and of its International Creative Management Division.

Poole Resigns — Jodi Poole has resigned his position as the managing creative head at Asilomar/Dreanya Music, a division of Bradley Publications. He will announce future plans shortly.

Hawkins Joins Herschel Commercial — Herschel Commercial has announced that Carolyn Hawkins has been added to the staff and will be working in customer relations. Her previous experience was as studio manager for Chicago's Studio One, Inc.

Cohen Leaves Waxie Maxie's — Herb Cohen, longtime record executive with Waxie Maxie's and Schwartz Brothers, has left the company to reside in Santa Monica, Calif.

Roker Joins Prism — Prism Records has announced an agreement between the label and Wally Roker. Roker is the president of Ram Productions, Inc.

Spirit Promotes Cline — Spirit Records has announced the appointment of Chuck Cline to promotion & publicity manager for the Christian label. He previously served the diskery as its sales administrator.

Favreau Elected At Personal Touch — Janice Favreau, operations director for The Personal Touch, Inc., was elected to the post of vice president and general administrator. Prior to joining The Personal Touch in 1977, she was an administrative assistant in the community concerts division of Columbia Artists Management, Inc.

ASCAP Appoints Davis — ASCAP has announced the appointment of Karen Sue Davis as west coast membership representative. Most recently she worked at the feature film company, Turman-Foster Productions, as a production assistant. She was previously associated with CBS Television/Columbia Records and Casablanca Records and Filmworks Inc.

Jaffe To Barth — Larry Jaffe has joined Frank Barth, Inc., a New York City advertising marketing and public relations agency, in the new post of director of technical creative services. Most recently he was with the professional products division of dbx, Inc., Newton, Mass., as director of marketing and sales.



Russ Bach

Larry Weiss

Marilda Slobko

ANOTHER YEAR, ANOTHER WINNER.

ASCAP WRITERS HAVEN'T WON
ALL THE GRAMMIES EVER AWARDED
FOR SONG OF THE YEAR.

JUST ~~70%~~⁷⁴ OF THEM.

1958

NEL BLU DIPINTO DI BLU (VOLARE)

1960

THEME FROM EXODUS

1961

MOON RIVER

1963

THE DAYS OF WINE AND ROSES

1964

HELLO, DOLLY!

1965

THE SHADOW OF YOUR SMILE

1967

UP, UP AND AWAY

1968

LITTLE GREEN APPLES

1971

YOU'VE GOT A FRIEND

1974

THE WAY WE WERE

1975

SEND IN THE CLOWNS

1976

I WRITE THE SONGS

1977 (TIE)

LOVE THEME FROM A STAR IS BORN (EVERGREEN)
YOU LIGHT UP MY LIFE

1978

JUST THE WAY YOU ARE

1979

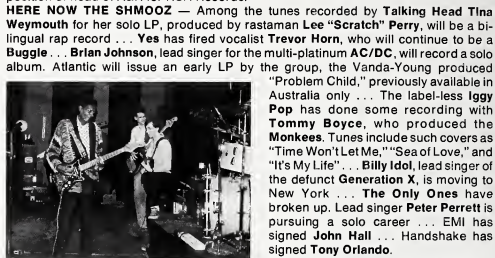
WHAT A FOOL BELIEVES

1980
SAILING
ASCAP

WE'VE ALWAYS HAD THE GREATS

EAST COASTINGS

THIS MUSIC OF BUSINESS — Expect Epic to lock up a first right-of-refusal deal with Virgin. Artists whose records will be released here include **Mike Oldfield**, **Orchestral Maneuvers and Holly** and the **Italians**. Virgin, however, will not reopen offices here... Last week it was erroneously reported that **Mike Pillot** was being considered for the position of head of A&R for RCA Records.



THE KNOW THE SHMOOZ — Among the tunes recorded by Talking Head Tina Turner was her solo LP, produced by rastaman Lee "Scratch" Perry, will be a bilingual rap record... Yes has hired vocalist **Trevor Horn**, who will continue to be a **Bugle**... **Brian Johnson**, lead singer for the multi-platinum **AC/DC**, will record a solo album. Atlantic will issue an early LP by the group, the **Vanda-Van** group produced "Problem Child," previously available in Australia only... The label-less **Iggy Pop** has done some recording with **Tommy Boyce**, who produced the **Monkees**. Titles include such covers as "Time Won't Let Me," "Sea of Love," and "It's My Life"... **Billy Idol**, lead singer of the defunct **Generation X**, is moving to New York... **The Only Ones** have broken up. Lead singer **Peter Perrett** is pursuing a solo career... **EMI** has signed **Tony Hall**... Handshake has signed **Tony Orlando**.

IT'S GOTTA BE REGIONAL MUSIC, IF YOU WANNA DANCE WITH ME — Though we missed the annual shag dance contest at Myrtle Beach, S.C., the lure of the "beach music" scene holds an increasingly magnetic attraction to us. Born of the beach culture that surrounds the beach shores of Virginia and the Carolinas, the local "beach music" scene is fast becoming one of America's most distinctive local musical resources. While not as resoundingly explosive as, say, Sun era rock 'n' roll, "beach music" is reminiscent of the synthesis of teen pop and R&B that have taken place since the '50s in places like New York (late-period **Platters**, **Drifters**), L.A. (early **Jan & Dean**, **Beach Boys**) and Philadelphia (the **Intruders**, **Eddie Holman**). Specifically, the roots of this genre seem to be the crossover R&B grooves that bounced between Chicago (**Curtis Mayfield**), and Detroit (Motown) in the early-mid '60s and were extended through the '70s in places as diverse as Philadelphia and London (like the **Greenaway-Cook** work with the **Drifters** in Arista U.K.). The idiomatic procreant of this scene into a bonafide genre can best be measured by the growth of local labels. Traditionally these manufacturing endeavors have mainly marketed locally-specific "oldies albums" in conjunction with a major (beginning with Atlantic's two Beach Beat albums in the '60s, through to the Record Bar's LPs for Warners Special Projects). But the recording scene has reached its second plateau with the development of diverse artists like **Fred Bassett** and the **Fantastic Shakers**, who play a combination of cover tunes and oldies-derived original material. To these ears, these groups have yet to develop either a distinctive enough, or sufficiently hard-rocking sound to warrant national attention. All the records auditioned sound vaguely like the **Buckinghams** or early **Chicago** without horns. But it is immensely satisfying to report that the genre has produced its first masterpiece with the album "Success" by the **Chairmen**, on Charlotte, N.C.-based **Surfside Records**. The **Chairmen** are, in fact, the **Chairmen of the Board**, which is intact with the original members **Danny Woods** and the great **General Johnson**. Johnson's first group, the **Showmen**, scored some 20 years ago, with "It Will Stand," a rock 'n' roll anthem, while the **Chairmen's** "Give Me Just a Little More Time," has near-equal stature on the beach scene. "Success" may be the group's finest album yet: a beautiful synthesis of teen/ethnic pop fraught with classic rock 'n' roll style. Though the **Chairmen** are somewhat strained in their attempts with funk tunes like "Down and the Beach Club," "Carolina Girls" and "Feel Am I" all resound with a brilliant classicism that is once timeless, while perfectly targeting this localized time and place. We consider that "Summertime Love," specifically, is a minor pop masterpiece, that could easily achieve national success with the proper promotion and vindicates Johnson as some genius cross between **Levi Stubbs** and **Brian Wilson**. While beach music is still a long way from being as instantly identifiable a genre as, say, New Orleans R&B, the success of this album indicates that it's taking some mighty long strides in that direction.

BULLETIN BOARD — Our condolences to **Kal Rudman**, publisher of the *Friday Morning Quarterback* tipsheet, on the loss of his father, **Benjamin, 78**. Rudman requests that contributions be made to the Southern New Jersey Arthritis Foundation. **aaron fuchs**



MEET THE BALLISTIC KISSES — The **Ballistic Kisses** recently brought its brand of post-electronic protest pop to the **Pleasant Lounge in NYC**. The group is pictured above.

Epic To Distribute Coast To Coast Product
LOS ANGELES — Coast To Coast Records recently entered a distribution deal with Epic Records, according to Coast To Coast president **Frank Fred**. The first product under the agreement will be English artist **Kelly Marie's** "Feels Like I'm In Love," which has already been certified platinum in the U.K. Marie's album is scheduled to follow in a few weeks.
 Also signed to the label is rock 'n' roller **Duke Dupree**. Another major U.S. artist signing is expected to be announced in the near future.

Frank renews a relationship with Epic Records after a 10-year absence. He is credited largely for the development of T. Express, Grass Construction, Enchantment, Shirley Caesar and Roadshow Records. Frank was in charge of promotion at Epic from 1961-69.

Sabbath Earns Gold
LOS ANGELES — Warner Bros. recording group **Black Sabbath** recently received an RIAA gold award for its LP, "Heaven and Hell."



MEETING OF THE MINDS — PolyGram Records newly restructured press and artists relations department recently held a two-day department meeting in Los Angeles. Pictured seated are (l-r): **Dan Pine**, west coast press and artist relations manager; **Lee Ellen Newman**, national press and artist relations manager; **Sherry King**, national press and artist relations manager; **Ray Trakin**, editorial services manager, press and artist relations; **Eileen Schneider**, director of press and artist relations, west coast; and **Janet Rickman**, southeastern regional press and artist relations manager. Pictured standing are (l-r): **Susan Goldman**, director, A&R special projects; **Ken Reynolds**, national black music manager, press and artist relations; and **Len Epand**, vice president, press and artist relations, who chaired the meeting.

Ellis Named As RIAA Board Chairman

(continued from page 12)
Dempsey has been senior vice president/general manager, Epic/Porcelain/Associated Labels, CBS Records, since April 1978, moving from vice president, marketing, Columbia Records. A 25-year industry veteran, he joined CBS Records in 1964 as a salesman in Hartford, Conn., after working for independent distributors.
Geffen returned actively to the industry with **Geffen Records** in the summer of 1980, signing **John Lennon** and **Yoko Ono**, **Donna Summer** and **Elton John**. **Geffen** began his career with the **William Morris Agency**, moving to **Ashley Famous and Creative Management Assn.** He started **Asylum Records** in 1970, sold the label to **Warner Communications** then merged it with **Elektra** to form **Elektra/Asylum**. He then left to join **Warner Bros. Pictures** prior to his "retirement" in 1976.
Lasker joined **Motown Records** as president in November 1980, the latest move in an industry career that began with **Decca Records** in Detroit in 1950. He was subsequently with **Kapp Records**, co-founded **Reprise Records**, formed **Dunhill Records** in 1964 and stayed on when **ABC** acquired the label. He was named president of **ABC Records** in 1970. He formed **Ariola America** in 1975 and was president until the acquisition of **Arista** in late 1979.
Vogel, vice chairman of **Atlantic Records** since May 1980, joined the label in 1962 as controller, and subsequently was named financial vice president, senior vice president of finance and executive vice president. He entered the industry from **Barney's Clothes** in New York, where he was controller from 1960-1962.
 Welcoming the new RIAA chairman and directors, president **Stanley Kortikov** cited **Ellis'** prior contributions as a director, and the diverse abilities that the six new board members will bring to the RIAA.

WCI Sets Awards Panel For Anti-Piracy Data

NEW YORK — Atlantic recording artist **Roberta Flack**; **Jules Yarnell**, Recording Industry Assn. of America (RIAA) special counsel for anti-piracy; and **David J. Oppenheim**, New York University School of the Arts dean, have been named to the **Warner Communications, Inc. (WCI) Blue Ribbon Panel** on anti-counterfeiting. The panel will award cash rewards (as well as determine the amount of the reward) under the **WCI Anti-Counterfeiting Project**.
WCI started its anti-counterfeiting project in April 1980, when it set aside \$100,000 to reward information leading to the arrest and conviction of any person involved in counterfeiting, bootlegging, or making of photogram records or prerecorded tapes. Thousands of flyers have been sent to the music industry, including retail stores, distributors, and one stops for posting in office and sale areas.
 All letters received to date by **WCI** with information on counterfeiting have been turned over to the RIAA to be screened before being sent on to the Federal Bureau of Investigation (FBI) strike force.
 Anyone with information regarding the illegal duplication of recordings can send such information to the **Anti-Counterfeiting Project**, **Warner Communications Inc.**, 75 Rockefeller Plaza, New York, N.Y. 10019. All information must be presented in writing. Anonymity will be protected when requested.

Faulty Products Formed

NEW YORK — **Miles Copeland**, president of the **International Record Syndicate (I.R.S.)**, has announced the formation of **Faulty Products** as an alternative means of distribution for certain selected records. While **I.R.S.** is distributed by **A&M/RCA**, **Faulty Products** will distribute records directly to retail outlets, concentrating on "hip, underground record stores."
Bob Laul, I.R.S. national sales director, has been named vice president of **Faulty Products**. **John Guarneri**, I.R.S. western sales manager, has been named western sales manager for **Faulty** (**Laul** and **Guarneri** will continue their positions with **I.R.S.**). **Laul** explains that **Faulty** will issue records independently on the **Faulty** label and will act as an import service to make I.R.S. artist records not issued domestically in the U.S. available in the American market.
Says Laul, "Faulty will serve as a farm team for I.R.S., field testing records by new acts to demonstrate their viability for distribution by **A&M** and **RCA**."
 The first release on **Faulty** is a single and album by **San Francisco's Dead Kennedys**. The single, "Holiday In Cambodia," has already sold 9,000 copies, while the LP "Fresh Fruit For Rotting Vegetables" has already sold over 20,000 copies via **Faulty's** direct-to-retail distribution. Upcoming releases on the **Faulty** label include singles by the **Textones**, **Tea Time**, **Steve Diggle** (guitarist for the **Buzzcocks**) and the **Camps**.

ON FEBRUARY 25th CHRISTOPHER CROSS' SHIP CAME IN.



“SAILING”

Song of the Year
Record of the Year
Album of the Year
Best New Artist
Best Arrangement
Accompanying Vocalist

ASCAP congratulates Christopher Cross and all the other ASCAP members who won Grammys this year.

ASCAP
WE'VE ALWAYS HAD THE GREATS

GRAMMY © NARAS

L.A. Clubs Rebound As A&R Artist Development Resource

(continued from page 7)
developed into a life support system for a number of bands.

"When I first came to Los Angeles, there were only two clubs and it was impossible to survive," said Plimsouls leader Peter Case. "But we've been making a good living on the scene for a while now. It proves that bands don't need all that label support to exist."

Jay Boberg, vice president of I.R.S. Records, was also pleased with the way the scene has kept up-and-coming bands afloat. He pointed out that the clubs serve as a food line for unsigned groups, covering the rent and grocery bills. However, Boberg was displeased with the way the bands have been treated by conventional exposure mediums such as radio.

"With 15 clubs carrying a few hundred people a night each, you have a whole scene that radio is oblivious to," stated Boberg. He went on to say that the club

Crossover Push Launched For Laws LP, Single

by Michael Martinez
LOS ANGELES — Dubbing the campaign "The First Lady of Liberty," EMI America/Liberty Records is waging an extensive merchandising, promotion and advertising effort behind artist Eloise Laws' self-titled debut LP and the album's second single, "You Are Everything."

Already released to black radio and selected secondary Top 40 stations, the single is a remake of the early 70s Stylistics hit, which was co-written and produced for the group by Linda Creed, who also produced the single on the Laws album.

To establish Laws at both black and pop retail and radio, the EMI/A/Liberty marketing and promotion staffs have made time buys on radio and developed a merchandising campaign using the "First Lady" motto on banners, posters released to both radio and retail, designer T-shirts and point-of-purchase display contests.

An extensive advertisement blitz in markets where the record has been added will highlight the campaign, as a substantial coop advertisement effort will also be employed.

"Because of the tremendous crossover potential of this record, we really feel that it is important to tap black radio and Top 40 radio at the same time and with equal force," said Frenchy Gauthier, director of merchandising, EMI/A/Liberty.

In addition, said in-store posters that are actually autographed by Laws will be given to 200 key radio outlets. Additionally, a special four-color banner featuring the "First Lady Of Liberty" motto is being sent out with all dealer orders of the album and that a retail, point-of-purchase display contest for customer sales reps will be conducted.

He said that the displays will be rewarded in stores where the record shows the strongest sales.

To highlight the fact that Laws comes from a background rich in musical talent, "The First Family of Music" campaign is being prepared for release by brothers Ronnie Laws' EMI/A/Liberty LP in April. Gauthier explained that the idea was to tie the two albums in at the retail level to boost Eloise's product there.

Explaining that there also may be a TV special developed around the "First Family of Music" theme, Gauthier said that Eloise may be joined by brothers Ronnie and Hubert and sisters Betta in a TV presentation that will highlight the music skills of the entire family.

audience was growing and that the media, which he believes is always resistant to a new genre of music, would eventually come around.

Alternative To Radio
Echoing Boberg's thought was Tim Dineen, product manager for Warner Bros. "The club scene is super healthy for L.A.," said Devine. "It's a very tight radio market and the retail market is also somewhat depressed, so it allows direct communication between a band and its audience. The circuit is breaking down the barriers. You don't have to hear a song on the radio to be a fan anymore."

The proliferation of clubs has also gained importance because of the depressed touring market. Many bands are reaching more people in a concentrated attack on the California circuit than would be possible on an extensive (and expensive) West Coast swing.

"I'm pleased with the way both the L.A. and San Francisco scenes have improved," said Martin Kirkup, A&M's director of artist development. "It's to the point where you can do a nice three week West Coast swing just in California."

"Even right here in L.A., you can draw diverse crowds from venue to venue. The Whisky's great for straight ahead rock, the Roxy's good for crossover jazz and R&B and the Country Club draws the Valley crowd. I would like to try booking a band at the Whisky, the Roxy, and the Country Club on successive nights. I bet there would be a different audience each night," he added.

New Acts Showcased
The more conservative showcase clubs like the Roxy and the Country Club have also changed with the times, with booking policies conforming to the circuit and allowing new and developing and unsigned acts to perform.

"Our size allows us to book the big acts like Rockpile, Santana and REO," said Ken Scher, a spokesman for the Country Club owners, W&S & Smiler, "but we've showed our versatility by checking out the new scene as well. We're developing young bands with our two dollar KMET co-sponsored 'Fight Inflation Nights,' as we've featured bands like The Twisters and The Blasters."

Although A&R and artist development teams have capitalized on the mainstream club scene, a comparative lack of visible venues catering to Latin and Black Contemporary (B/C) music has kept talent from those vital areas from surfacing lately.

B/C-oriented clubs like Mavericks Flat, where such bands as Lakeside and Dynasty cut their first chops, and The Club Experience, where The Gap Band got its start, have gone to live DJ/disc formats; and cocktail lounges like The Rubyalay and The Five Torches are too entrenched in the black community of Southwest L.A. to draw a mainstream audience.

Independent promoter Craig Kostich maintains that the lack of black clubs featuring young talent is due to the groups themselves. "I just don't see a lot of aggressive young black bands around L.A.," said Kostich. "If there were a big supply of bands, I think someone would meet the demand. No one is trying to break down the purely white rock 'n' roll barrier at the Hollywood clubs either."

New Hope
There is hope for a B/C scene in L.A., however, as venues like the O.N. Klub in Silver Lake and 20 Grand West in South Central L.A. have begun to draw mixed audiences with R&B/Reggae/Ska nights. And Lonnie Simmons, president of Total Experience Prod., an owner of the Total Experience club in Southwest L.A. where established acts play intermittently, said

(continued on page 44)

THE PRICE YOU PAY — The new Tom Petty LP will be out in April with an \$8.98 list price. "With the help of Backstreet we have resolved our differences with MCA," said Petty co-manager Tony Dimitriades. "We feel it's a good move for everybody involved and the industry as a whole." Dimitriades also reported that the Petty album (which still doesn't have a title) will be sold at Tower Records. As apparently, the rift between MCA and the west coast retail chain has been resolved. Petty has also been named as the new post as executive vice president/general manager of marketing at Motown Records. Richard Sherman, former sales chief at Motown's old Motown label, moved into Lushka's slot as of March 9. Motown national album sales manager Steve Jack has also departed the label. The move marks the first key executive changes at Motown since Jay Lasker became president of the record division of Motown Industries earlier this year. . . . Chuck Mangione will be the feature artist at the NARM Convention, which will be held April 11 at the Diplomat Hotel in New York City. The convention's special contemporary Christian artist Chris Christian. One of the most commercial modern gospel artists, Christian will pursue a pop career at Neil Bogart's label. Michael Omerjian will produce the crossover artist's first LP.

ALL THE WAY LIVE — Grammy show sensations Manhattan Transfer will be making one of their appearances at McCabe's guitar shop in Santa Monica March 27. . . . One of our favorite new bands, The Brains, will be making their Southern California debut in mid-March. The sleek Atlanta-based quartet will headline Madame's Tony's West Mar. 19 and open for Joan Jett at The Country Club the following night. . . . Old Face Inc. McLagan will play a KROQ-sponsored "Save Our Sports" benefit concert Mar. 27 at Perkins Palace. All monies from the gig will be donated to the financially ailing L.A. high schools sports program. Jimmy "The Harder They Come" Cliff is set to perform for the cause in mid-April.

AIN'T NO PRETENDING — Sire will be releasing a 5-song Pretenders EP Mar. 25 to tide Chrissie Hynde fans over until the band's second LP in June. The mini-disc has been produced by Chris Thoms and features the band's latest English single, "Messing About," along with "Coccolina," a revised version of "Talk of the Town," "The Cuban Slide" and a bonus live track of "Brass In Pocket," cut at their Central Park Performance in August of last year.

WESTWORDS — Wolman Jack, legendary DJ and host of NBC's *Midnight Special* for eight years, has resigned from the late night TV series. Wolman, with the show since its inception, reportedly tendered his resignation because he was unhappy about the *Midnight Special's* recent change to an interview format, which he felt eroded both the show's and his rock 'n' roll image. . . . Columbia Records West Coast has signed on Latin marketing consultant Art Brambilla to handle Santana's upcoming "Zebop" LP. The album represents a return to the Latin style of "A Saxas" for that band, and since the first time the label has made a special assault on the Latin community for the band. . . . Penelope Spheeris' classic documentary on the L.A. new rock scene, *The Decline of Western Civilization*, will finally begin a limited engagement run at The Hollywood Fairfax Film Theatre March 13. The film was slated to become a midnight movie feature at The Mann's Chinese in Hollywood, but when 3,500 purveyors of punk showed up for the first screening, police suggested that she take the movie to a more subdued venue. . . . It's not official, but her is it that the Whisky will be reinstating its famed Go-Go cage. . . . Guitarists Robin LeMesurier and Danny Johnson and bassist Jay Davis have joined mainstays Carmine Appice (drums) and Jim Creagan (guitar) in Rod Stewart's band. The group, which will begin an international tour in Japan in late April, will announce a new keyboardist shortly. . . . Babys lead vocalist Jonathan Walle has left the band to pursue a solo career with Chrysalis. The remaining Babys (Tony Brock, Ricky Phillips and Wally Stocker) will also continue on at the label. They are presently in search of a new front man. . . . The debut single from The Who's new "Face Dances" album will be rousing "You Better You Bet." . . . Toronto's Martha & The Muffins, who were recently in town for two nights of sold out shows at The Whisky, are looking for a distribution deal in the U.S.

A&R ON THE STAND — A&R chiefs Carol Childs (Geffen), Gary LaMell (Boardwalk) and Joel Newman (Handshake) talked about the need to hear a tape, see a band live and, preferably, view a video before evaluating a band properly at the NMPA's new Music Publishers' Forum held at The Sunset Hyatt House Mar. 3. The three also revealed their thoughts on recent signings, their need for constant communication with publishers, the current heavy demand for A/C acts and their favorite artists — The Police (Childs), Steely Dan (LaMell) and The Crusaders (Newman). Prior to the panel session, elections for the MPP's 1981 steering committee were held. The new committee members are as follows: Donna Young (April Blackwood Music), Linda Blum (Arista-Interscope Music), John Lombardo (Interscope Music), Ann Munday (Chrysalis Music), Gaylon Horton (Wolk Music), Lorraine Rebihas (Real Gone Music), Mitchell Lew (Homegrown Music) and Tad Maloney (Feet On The Street Music).

IN CLUBLAND — The Jack In The Box-open/closed state of the Starwood, (Cash Box Feb. 7, 21) finds the noted West Hollywood club with its doors open this week. Manager David Forest and crew appealed to the State Supreme Court and were granted an emergency stay order that will keep the venue in operation until they get a hearing in front of the court sometime in the near future. "When we finally are heard, we're going to prove that justice was not served us in the other courts," says Forest. He insists that the club is a neighborhood for what goes on outside its grounds, but in an effort to resolve the ill feeling in the community, The Starwood has drawn up a proposed plan that calls for a neighborhood security patrol, clean up crew and open communication with the locals. The nightclub reopened with The Blasters Feb. 27, and let's hope the band plays on.

GREIVIOUS ANGEL Those people interested in finding rare recordings by and biographical information about late country rock pioneer Gram Parsons should communicate with the Gram Parsons Memorial Foundation. The non-profit organization is located at 3109 OLA, Tampa Fla., 33604. Founder Mark Holland can be reached at (813) 244-9093.

DRIFTER DREAMS IN L.A. — Elektra/Asylum recording artist Charlie Rich (c) was recently in Los Angeles playing several TV appearances in support of his latest single "Are We Dreaming The Same Dream" from his first E/A album, "Once A Drifter." Pictured with Rich in E/A's L.A. offices are Vic Faraci (l), vice president and director of marketing, and Jerry Sharell, vice president of creative services.

DRIFTER DREAMS IN L.A. — Elektra/Asylum recording artist Charlie Rich (c) was recently in Los Angeles playing several TV appearances in support of his latest single "Are We Dreaming The Same Dream" from his first E/A album, "Once A Drifter." Pictured with Rich in E/A's L.A. offices are Vic Faraci (l), vice president and director of marketing, and Jerry Sharell, vice president of creative services.

marc ceter

CHAMPAIGN'S A SHOE IN. HOW 'BOU**T** THAT!



THEIR FIRST SINGLE, "HOW 'BOUT** US," IS ALREADY ON ALL THESE STATIONS: HOW 'BOU**T** THAT!** ¹¹⁻¹¹⁴³³ WWRL WHUR WQMG WANM WKLR WESL WDKX

OK-100 WEAL WOKB WWCA WDIA KDAY WKXX 3WL WSLI WNJR WENZ WAAA WVON
WWWWS KPRS WESY WHEB WCSC KDOK Kuhl WKYS WSRC WTMP WCIN KMJM WLTH
WLOK KJLH **IT'S CLIMBING THE POP CHARTS AT 48 • BB, 46 • CB, 43 • RW.**

AND THE R&B CHARTS AT 22 •• BB, 30 • CB, 20 • RW. HOW 'BOUT** THAT!**

WSGF WIOD KVOL WUSS WTOY WGIV WJPC WTLC WHRK KUTE WALG WGBS
KCSW WDAS-FM WAOK WBMX-FM KCOH WVOL KSOL WGSV WRKR WQIC WEEI WKXI
KGBC WBAD WXKS WCOS KMHT WXYV WENN WRBD WXEL KRPL WJBO WCAU-FM WIGO

THE 5-DAY SALES FIGURES ARE ENORMOUS. HOW 'BOUT** THAT!**

WOIC WGCi-FM KALO KOKY KLIP WFOX WHBC KSLQ WYBC WVEE-FM WWDM WFXM
KADO KCAT KPOP WQEN FM97 WCIL WKND WOKS WFIL KIIS 14Q KRLA WSGN WERC
96KX WIKS KRLY **AND NOW THE ALBUM, "HOW 'BOU**T** US," IS IN STORE.**

HOW 'BOUT** THAT!** KRTH WEBB WANT WBLX WJMO WVKO WPAL WNOV KAPE
KYAC WKXC WKNX KCMQ WNHC WDDO WLE WCHB KTUF-FM WIP WVLD WCIR KMOX
WBLK WSOK WBSR KCLD KMBZ WUFO WEAS-FM WORD WUSL WISE KRIG KARD WEAA-FM
WJLD WMBM WKSP WHBQ B100 WOL WHYZ WRXB WABQ WWIN WATV WEDR WJLB

SO GET READY FOR ONE OF THE MOST SUCCESSFUL DEBUT LPS EVER.

HOW 'BOUT** THAT!** WHHY WWKE KFX Y KFI KPPL KSAX KIQQ FM99 WXXX KATI KGfJ
WONN KATZ WORV 3WD WKZQ WMC KBIM WQIS WAQY WORG 92Q KINT WBOk
WNVR WIVY KKYK KX104 KSET WYLD-AM WATR WGGG WJZM KYYX WYLD-FM WHEN
WQPD KAAY KPLZ WCAO KOKA 94Q WGLF WTIX KIXI WXOK WQXI WOKJ



ON COLUMBIA RECORDS AND TAPES.

ON JAZZ

INDIE FUSION BREAKOUT — Success with such acts as **David Grisman**, **Jeff Lorber**, **Fusion** and **George Thorogood** has reaffirmed the value and potential of the smaller independent label, but the majors won't touch. With major companies offering increasing evidence that there is little interest in signing groups that can't move huge quantities of a debut album, the job of finding and breaking regional talent, especially in the less commercial fields like jazz, is falling with increasing frequency to independents. Apparently, the indies are ready, because Inner City and Philo Records are reporting major radio breakouts with **Dan Siegel** and **Kilimanjaro**, respectively. Both companies report that albums by the bands are receiving play on over 200 stations, with extensive crossover appeal.

For **Inner City**, the support for the debut has been phenomenal. The label's promotion man **Bob Cohen** to work the group's self-titled LP, "Kilimanjaro," shortly after recording the fusion group. Cohen feels the financial limitations of the small label has allowed the merits of the record to sell itself: "Our lack of funds has kept us from inundating the radio stations with paper, and there's no doubt that the support for the debut has come from what's on the record." Cohen added that, "Although the group is white, we're getting play on about 35 black stations, which makes us feel we've got a band with a very broad appeal. The band's management isn't even set, and they've already been invited to play at the Montreux and Newport festivals. As soon as we get together some tour support, I'm sure we can get to our next sales plateau." Meanwhile, Inner City has been relying strongly on tour support to augment radio response on Dan Siegel that has included play on adult contemporary, as well as college stations. During a recent visit to **Cash Box**, the Eugene, Oregon-based Siegel said he had been criss-crossing the country with his group to support his album, "The Hot Shot." "We've been able to fill dates between the major engagements by calling the small clubs," he said. "But the best thing has been the diverse audiences: we've been getting MOR, contemporary and rock audiences responding to us" ... West coast jazz independent Contemporary will also test more commercial waters than usual when it releases "Rain Forest" by vibraphonist **Jay Hoggard** in April. While not as commercial as Hoggard's Arista/GRP "Days Like These" LP, the Contemporary LP is, as Hoggard puts it, "a mixture. I don't know what you'd call it, but I've used it to explore different rhythmic areas, Caribbean, Latin and African. I want my band to be able to play anything." Contemporary president **John Koening**, who co-produced the LP with Hoggard, added that the album's more commercial sound was "pleased with both" and that the label has had very good airplay on recent releases. An advance copy of "Rain Forest" bears out Koening's faith — the results are tasteful and fresh, with Hoggard sounding relaxed and uncompromised.

LIBRARY ADDITIONS — While it's getting more and more difficult to land a contract to record jazz, it seems to be getting easier to land one to write about it. Recent titles include a paperback edition of **John Hammond** on Record from Penguin, **Leonard Feather's The Passion For Jazz** from Horizon, and **Gary Giddins' Riding On A Blue Note**. The Hammond book, an autobiography co-authored with **Irving Townsend**, has been available in hard cover since '77. It offers an insider's view and historical information on Columbia Records, as well as Hammond's own story as producer and talent seeker. While readers may become frustrated by Hammond's inconsistencies (he has no problem discussing personal habits of **Louis Armstrong** and **Billie Holiday**, yet declines to identify a member of the **Basie Band** who suffers a nervous breakdown), his recollection of hearing the Basie Band, **Bob Dylan** and **Bruce Springsteen** for the first times place him as one of the great witnesses to the American music scene. Less successful is Feather's *The Passion For Jazz*, a book composed almost solely of reprints from the *Los Angeles Times*, which aren't really enough to merit collection in a book. The random selection of artists also leaves the book without a clear direction, and anyone but a stone-cold jazz book buff would be better off looking into Feather's three-volume *Encyclopedia Of Jazz* series. A collection of reprints that does work, however, is *Village Voice* writer **Gary Giddins' Riding On A Blue Note. Complete investigations of trends, analysis of styles and attempt to detail make this a book worth owning. Many of the pieces have been expanded and updated, and the finished product is a work of love.**

BLUINCH IN BANTOWN — This year's *Boston Globe Jazz Festival* will begin on March 13 and run for 10 nights. Featured artists include **Lionel Hampton**, **Gato Barbieri**, **Flora Purim**, **Chick Corea**, **Dizzy Gillespie**, **Zoot Sims**, **Dexter Gordon**, **Stanley Turrentine**, **Tito Puente**, **Mongo Santamaria**, **Mel Torme**, **Count Basie** and **Oscar Peterson**. Festival producer **George Wein** has also been busy in New York, where he last week presented a re-creation of **W.C. Handy's** 1928 Carnegie Hall Concert as part of that venue's 90th anniversary. Also upcoming in that anniversary series are concerts with **Dizzy**, **Corea** and **Basie**, with **Sarah Vaughan** and **Joe Williams**.

PROMOTING ILLUSIONS — Columbia Records is giving away a mail-order 7" by saxophonist **Arthur Blythe**. Advertisements in major alternative press organs invite listeners to sample Blythe's music with two tracks from his "Illusions LP." **Vernon Slaughter**, vice president of jazz promotion for Columbia, described the campaign as "a new thrust to get to the consumer who hasn't heard Blythe. We're going to see what happens with this, and if it works, we'll try it again." **Guy Spellman**, product manager for Columbia, added that the campaign ties in with a national tour the saxophonist is on. "This is the first time we've tried this," added Spellman. "He's a different type of artist, so we're trying a different type of approach. It's a variation on the free bar of some of our other acts." The sleek four-page brochure features a full color shot with minis of Blythe's three Columbia LPs and a quote on the artist from *Time Magazine*.

THIS AND THAT — Independent Angelico Records of Chicago has issued its first two releases: "Got To Get You Into My Life" by vocalist **Bobbi Wilson** and "Sounds Incredible" by saxophonist **Eddie Harris**, who has signed a three-record deal with the label. Distribution is through Audio Fidelity. **fred goodman**

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
1	1 18	21	23 6
2	2 6	22	18 23
3	3 4	23	29 3
4	5 4	24	25 8
5	4 15	25	22 19
6	6 14	26	28 3
7	7 20	27	24 14
8	8 21	28	27 17
9	9 32	29	26 35
10	10 22	30	30 32
11	20 2	31	31 14
12	11 23	32	32 16
13	13 39	33	33 12
14	12 17	34	33 25
15	15 5	35	35 21
16	14 17	36	36 37
17	17 13	37	37 19
18	19 5	38	38 15
19	21 22	39	39 25
20	17 19	40	— 1

JAZZ ALBUM PICKS

ON STAGE — **Tai Farrow**, **Hank Jones**, **Red Norvo**, **Ray Brown** and **Jake Hanna** — Concord CJ 143 — Producer: **Carl E. Jefferson** — List: 7-99

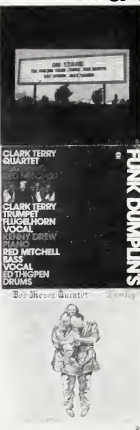
This is quite an all-star band. Each member, whether it be vibes master **Norvo**, guitar wizard **Farrow** or piano titan **Jones**, approaches each tune with the cool wit and subtle depth of a seasoned pro. Of course, bassist **Brown** and drummer **Hanna** are the perfect rhythm mates for this group, and the light swing never falters. Highpoints are "Lullaby of Birdland" and "My Shining Hour."

FUNK DUMPLIN'S — **Clark Terry** Quartet — Matrix 1002 — Producers: **Kenny Drew** and **Sahib Shihab** — List: 8-98

Part of an initial release by musicians **Drew** and **Shihab's** Danish-based Matrix Records, this is a fine quartet, consisting of bassist **Red Mitchell**, drummer **Ed Thippen**, pianist **Drew** and the out front trumpet and flugelhorn of **Terry**. The new biography *Terry* novelty vocal is here as "Snavest Blues," but **Terry's** fine control of his horn is also in evidence, and covers of "A Child Is Born" and "Somebody Done Stole My Blues" are proof that the bandleader is still in fine form.

FAMILY — **Bob Moses** Quintet — Sutra SUS 1003 — Producer: **Bob Moses** — List: 7-98

Although this is drummer **Moses's** date, the group is composed of musicians who frequently collaborate on each other's projects, and the result is a relaxed, cohesive venture. Saxophonist **Dave Liebman** and trumpeter **Teruhisa Hino** stretch out in most of the solo spots, and the sound is less commercial than one has come to expect from them. Pianist **Steve Kuhn** and bassist **Steve Swallow** round out the rhythm section, and fans of any of these five musicians will be pleased with the results.



IT'S HOTTER THAN MARCH AT MOTOWN RECORDS

...with 9 of the top LPs including
3 of the fastest rising albums on the charts:

Stevie Wonder/Hotter Than July T8-373 M1

Smokey Robinson/Being With You T8-375 M1

Diana Ross/To Love Again M8-951 M1

Marvin Gaye/In Our Lifetime T8-374 M1

Teena Marie/Irons In The Fire T8-374 M1

Diana Ross/Diana M8-936 M1

Jermaine Jackson/Jermaine M8-948 M1

Stone City Band/The Boys Are Back C8-1001 M1

Billy Preston/The Way I Am M8-941 M1

If it's on Motown, believe it!



Songwriters Honored By NSAI Following Annual Symposium

by Jennifer Bohler

NASHVILLE — With close to 600 songwriters and industry representatives in attendance, the Nashville Songwriters Assn., International (NSAI) presented its 14th annual Awards Banquet to honor its Songwriter of the Year, Song of the Year and 33 Outstanding Songwriters of the Year. The banquet was the caper to the weekend Songwriters Symposium (Feb. 27-March 1), which attracted in excess of 250 registrants from all musical genres and all parts of the country.

Bob Morrison, who has written songs for Kenny Rogers and Johnny Lee, walked away with Songwriter of the Year honors (the five finalists included Morrison, Kyle Fleming and Dennis Morgan, Sonny Throckmorton, Curly Putman and Bob McDill), while the Song of the Year went to Bobby Braddock and Curly Putman for "He Stopped Loving Her Today," the song that won a Grammy for George Jones this year.

An NSAI recognition is considered to be one of the most prestigious awards a Nashville songwriter can receive, primarily because the awards are voted upon by his peers, who cast ballots for the five "Songs I Wish I'd Written."

Honored songwriters and their songs included Roger Murrah and Jim McBride for "A Bridge That Just Won't Burn," Dallas Frazier for "Beneath Still Waters," Wayland

Versatility Is The Key To Montgomery's Success

(continued from page 10)

Knack's 1979 platinum "Get The Knack" LP.

In addition to his other duties, Montgomery is also a founding board member of the Nashville Music Assn. (NMA), an organization formed in April 1980 to promote the city as a total music community. Since Montgomery stresses close contact with music executives in Los Angeles, he is well aware of the prejudices directed at Nashville, the natural assumption that anything recorded in Nashville must surely be country.

NMA's Objectives

"The NMA's only objective is to make the rest of the industry aware of the music that's coming out of Nashville," he said. "That's the whole ballgame — for them to realize what we've got. The Country Music Assn. (CMA) did such a good job promoting country music. Nashville has become known for that and only that. We hope we can do as good a job at the NMA in letting people know that all kinds of music comes out of Nashville."

"Paul Anka was in town a few months ago recording an album, and he said he had several people assume he was recording a

(continued on page 24)

Holyfield and Bob House for "Could I Have This Dance," Eddie Rabbitt, Even Stevens and David Malloy for "Drivin' My Life Away," Throckmorton and Rate Van Hoy for "Friday Night Blues;" Ed Bruce, Patsy Bruce and Ron Peterson for "Girls, Women and Ladies;" McDill for "Good Ole Boys Like Me;" Braddock and Putman for "He Stopped Loving Her Today;" and Roger Cook and Samuel Hogan for "I Believe In You."

Additionally, Lionel Ritchie, Jr., was honored for "Lady;" Morrison, Wanda Mallett and Patti Ryan for "Looking For Love;" Hugh Moffatt and Pebe Sebert for "Old Flames Can't Hold A Candle To You;" Willie Nelson for "On The Road Again;" Marjohh Wilkin and Kris Kristofferson for "One Day At A Time;" Fleming and Morgan for "Smoky Mountain Rains;" Ed Penney and Jerry Gillespie for "Somebody's Knockin!;" Hank Cochran for "That's All That Matters To Me" and Amanda McBroom for "The Rose."

Also during the banquet, Randy Goodrum assumed the presidency of the organization from outgoing president Patsy Bruce.

Labeling the third annual symposium, which preceded the awards banquet, the best thus far, Maggie Cavender, executive director of NSAI applauded the songwriters for their overall performance in the panel presentations, as well as the Songwriters Showcase (Feb. 27) that also was a sell-out with more than 500 in attendance.

The showcase itself featured an interesting cross section of songwriting talent and covered everything from country to R&B to pop. The songwriters featured in the showcase were Braddock, George David Weiss, Pam Rose, Mary Ann Kennedy, Paul Craft, Aaron Wilburn, Rory Burke, Gillespie, Charlie Black, Gary Morris, Moses Dillard, Steve Gibb, Fleming, Morgan, Dave Loggins, Morrison, Cook, Patrick Henderson and Jimmy Webb.

CMF, Franklin Mint To Bow 75,000 Song Set

NASHVILLE — The Country Music Foundation (CMF) and the Franklin Mint Record Society of Philadelphia, Pa., have united to release a 100-record collection titled "The Greatest Country Music Recordings of All Times," which features the best of 75,000 records from the archives of the Foundation and the vaults of every country music label.

This is the first record collection ever authorized by the Foundation, which appointed Franklin Mint to market the collection and to produce the records under its own label. Initial promotion mailings and advertisements have already been launched.



SONGWRTIERS SALUTE THEIR OWN — The Nashville Songwriters Assn., International (NSAI) recently held its annual banquet to honor the Songwriter of the Year, Song of the Year and winners of the "Songs I Wish I Had Written" as voted on by their fellow songwriters. Pictured following the banquet and awards ceremony, which was held at the Hyatt Regency in Nashville, are (l-r): Randy Goodrum, incoming president of NSAI; Maggie Cavender; Ed Penney; Jerry Gillespie; Bobby Braddock, co-writer of the Song of the Year; Wayland Holyfield; Roger Cook; Kyle Fleming; Ron Peterson; Curly Putman, co-writer of the Song of the Year; Marjohh Wilkin; Songwriter of the Year Bob Morrison; Patsy Bruce, outgoing president of NSAI; Jim McBride; Roger Murrah; Dennis Morgan; Shirley Sovine; Pebe Sebert; Roger Sovine; Hugh Moffatt and Samuel Hugin.

Country Radio Seminar Schedule

March 12

7:30 p.m. — Artist Reception and Cocktail Party — Ballrooms I and II, Hyatt Regency

March 13

- 7:30 a.m. — Breakfast and Roundtable Discussion on "Daytime Friends, Nighttime Woes" — Hyatt
- 9:30 a.m.-10:15 a.m. — "People Management — Punishment-Reward-Motivation" — Regency 3 and 4, Hyatt
- 10:15 a.m.-11:00 a.m. — "Controlling Your Career — Onward Country Soldiers" — Regency 3 and 4, Hyatt
- 11:15 a.m.-12:00 noon — "Plain Talk About Computers" — Regency 3 and 4, Hyatt
- 12:00 Noon-12:30 p.m. — "Country Music Assn. Presentation And Luncheon — Regency 3 and 4, Hyatt
- 1:30 p.m.-2:15 p.m. — Guest Speaker Arthur Godfrey — Regency 3 and 4, Hyatt
- 2:15 p.m.-3:00 p.m. — "Quarterly Measurement And How To Cope With And Survive Under This New Measurement" — Regency 3 and 4, Hyatt
- 3:15 p.m.-4:00 p.m. — "How To Read An Arb" — Regency 3 and 4 — Hyatt
- 3:15 p.m.-4:15 p.m. — "How To Buy A Radio Station" — Davidson A and B, Hyatt
- 4:00 p.m.-6:00 p.m. — "The Marriage Of Radio, Records And Trades — Polygamy Works" — Regency 3 and 4, Hyatt
- 4:15 p.m.-5:15 p.m. — "FCC — The Commission Has Made A Move — What's The Next Step?" — Davidson A and B, Hyatt
- 5:15 p.m.-6:00 p.m. — "Sell It — Collect It — Project It" — Davidson A and B, Hyatt
- 8:00 p.m. — Rap Room Open Discussions — Davidson A and B, Hyatt

March 14

- 9:30 a.m. — 10:15 a.m. — "Country Phenomenon And Lifestyle" — Regency 3 and 4, Hyatt
- 10:15 a.m. - 11:00 a.m. — "New Competition In The Market" — Regency 3 and 4, Hyatt
- 11:15 a.m. - 12:00 Noon — "Programming For The Twelve-Week Book" — Regency 3 and 4, Hyatt
- 1:00 p.m.-1:45 p.m. — "Positioning And Marketing Your Station, Part One — The Key To Successful Ratings In The '80s" — Regency 3 and 4, Hyatt
- 1:45 p.m.-4:15 p.m. — "With On Air Sound — So You Want To Keep Winning Your Market," "With On-Air Promotions — Comes, Quarter Hours And Image" and "With Outside Media — Let's Expose Ourselves" — Regency 3 and 4, Hyatt
- 1:45 p.m.-2:30 p.m. — "Your Place In The Marketplace In Sales — When Music Disappears From Radio" — Davidson A and B, Hyatt
- 2:30 p.m.-3:15 p.m. — "Getting More Profit And Productivity From Your Sales People — With Or Without A Computerized System" — Davidson A and B, Hyatt
- 3:30 p.m.-4:15 p.m. — "Selling Country Radio From Another Point Of View" — Davidson A and B, Hyatt
- 4:15 p.m.-4:45 p.m. — "How To Put Your Face In The Marketplace" — Regency 3 and 4, Hyatt
- 8:00 p.m.-11:00 p.m. — Banquet and New Faces Show — Regency Ballroom

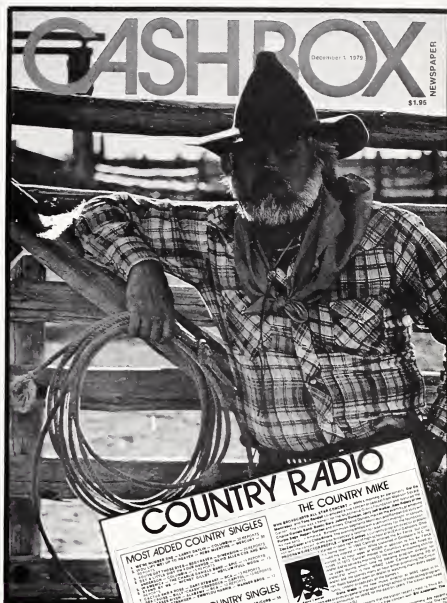


CASH AT THE BOX — Columbia artist, Rosanne Cash was recently in Nashville to record a video for her current single, "Seven Year Ache," as well as do some promotion for the newly released album of the same name. She also took some time to drop by the Cash Box Nashville offices and chat with the staff. Pictured are (l-r): Jim Sharp, vice president, Cash Box; Cash; and Tim Stichnoth and Jennifer Bohler, Cash Box.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	2	15	
2 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	3	6	
3 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty L00 1072)	1	21	
4 GREATEST HITS DORNE MILLER (RCA AHL 1-3722)	4	20	
5 HORIZON EDDIE RABBITT (Elektra 6E-276)	7	35	
6 BELIEVE IN YOU DON WILLIAMS (MCA-5133)	5	30	
7 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3376)	6	99	
8 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	8	6	
9 GUITAR MAN GIS PHELLEY (RCA AAL1-3917)	9	5	
10 EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	13	4	
11 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	10	19	
12 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	14	24	
13 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia C285762)	11	28	
14 BACK TO THE BARROOMS WENDE HAGARD (MCA-5138)	12	19	
15 ANY WHICH WAY YOU CAN ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3489)	15	14	
16 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	16	37	
17 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	17	28	
18 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90022)	18	43	
19 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	19	19	
20 LOVE IS FAIR BARBARA MANRIE (MCA-5136)	20	25	
21 STARDUST WILLIE NELSON (Columbia JC 35305)	26	190	
22 TWO'S A PARTY CONWAY TWITTY & LORETTA LYNN (MCA-5178)	39	3	
23 RAZZY RAZZY BAILEY (RCA AHL 1-3688)	22	27	
24 I'LL BE THERE GAIL DAVIES (Warner Bros. BSK 3509)	25	6	
25 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	23	12	
26 REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5138)	31	21	
27 GREATEST HITS DAVE ROWLAND & SUGAR (RCA AHL 1-3915)	28	4	
28 SONGS OF THE SUN BETLAMY BROTHERS (Warner/Curb BSK-3491)	24	14	
29 FULL MOON CHARLIE DANIELS BAND (Epic FE-36571)	27	32	
30 MUSIC MAN WAYLON JENNINGS (RCA AHL 1-3622)	30	41	
31 SMOOTH SAILIN' G. SHEPPARD (Warner/Curb BSK-3423)	32	27	
32 URBAN COWBOY II VARIOUS ARTISTS (Full Moon/Epic SE-36921)	29	10	
33 SAN ANTONIO ROSE WILLIE NELSON & RAY PRICE (Columbia JC 36476)	33	40	
34 ENCORE MICKEY GILLEY (Epic JE-36851)	21	18	
35 TEXAS IN MY REAR VIEW MIRROR MAC DAVIS (Casablanca/PolyGram NBLP 7239)	36	22	
36 THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE-36493)	38	33	
37 WHO'S CHEATIN' WHO CHARLY MCCLAIN (Epic JE-36760)	46	18	
38 I'LL NEED SOMEONE TO HOLD ME WHEN I CRY JANIE FRICKE (Columbia JC 36520)	47	17	
39 PORTER AND DOLLY PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3730)	34	18	
40 THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	40	96	
41 HARD TIMES LACY J. DALTON (Columbia JC 36763)	41	43	
42 BETWEEN THIS TIME AND THE NEXT TIME GENE WATSON (MCA MCA-5170)	—	1	
43 A TRIBUTE TO WILLIE & KRIS RAY PRICE (Columbia JC-37016)	—	1	
44 ONE MORE LAST CHANCE RAY STEVENS (RCA AHL 1-3841)	55	2	
45 WILD WEST DOTTIE WEST (Liberty LT-1062)	56	2	
46 SOUTHERN RAIN MEL TILLS (Elektra 6E-310)	42	15	
47 DREAMLOVERS TANYA TUCKER (MCA-5140)	44	21	
48 INVICTUS (MEANS) UNCONQUERED DAVID ALLAN COE (Columbia JC-36970)	37	6	
49 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia JC-2-35642)	35	88	
50 STRAIGHT AHEAD LARRY GATLIN (Columbia JC 36250)	53	44	
51 DIMENSIONS RABBIT BARLOW (Full PL-B-2002)	52	3	
52 ROSES IN THE SNOW EMMYLOU HARRIS (Warner Bros. BSK-3422)	—	1	
53 ROCKABILLY ORION (Sun 1021)	54	2	
54 JUICE JAN NEWTON (Capitol ST-12136)	—	1	
55 I'M COUNTRYFIED MEL McANIEL (Capitol ST-12116)	57	2	
56 THE BEST OF THE KENNALLS THE KENNALLS (Ovation OV 1756)	43	15	
57 NO ONE WILL EVER KNOW GENE WATSON (Capitol ST-12102)	50	7	
58 WHEN IT'S JUST YOU AND ME KENNY DALE (Capitol ST-12126)	58	2	
59 THE GAMPLER KENNY ROGERS (United Artists UA-LA 934-H)	59	118	
60 GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	60	38	
61 THESE DAYS CRYSTAL GAYLE (Capitol S00-12124)	45	26	
62 FRIDAY NIGHT BLUES JOHN COLEMAN (MCA-3246)	48	37	
63 CLASSIC CRYSTAL CRYSTAL GAYLE (United Artists L00-982)	63	12	
64 SONGS I LOVE TO SING SLIM WHITMAN (Epic/Cleveland Int'l JE 36788)	64	23	
65 FOLLOWING THE FEELIN' MOE BANDY (Columbia JC-36789)	49	16	
66 KILLER COUNTRY JERRY LEE LEWIS (Elektra 6E-291)	71	23	
67 IT'S THE WORLD GONE CRAZY GLEN CAMPBELL (Capitol S00-12124)	51	4	
68 LOON GOOD LORETTA LYNN (MCA 5148)	61	19	
69 GIDEON KENNY ROGERS (United Artists L00-1034)	66	48	
70 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	67	149	
71 ED BRUCE ED BRUCE (MCA MCA-3242)	69	39	
72 A WOMAN'S HEART JOHN COLEMAN (Epic L00 1080)	70	14	
73 HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	73	22	
74 IT'S HARD TO BE HUMBLE MAC DAVIS (Casablanca/PolyGram NBLP 7207)	74	53	
75 TO THE BONE KRIS KRISTOFFERSON (Columbia JC-36885)	62	5	



COUNTRY RADIO

THE COUNTRY MIKE

MOST ADDED COUNTRY SINGLES

MOST ACTIVE COUNTRY SINGLES

PROGRAMMING PICKS

Phonies Purchase Jamboree Talent
WVOL in Nashville Line-Up Augmented

COUNTRY RADIO AND CASH BOX:

The Only Trade To Devote A Full Page Every Week To Country Radio!

COUNTRY

THE COUNTRY COLUMN

CRUISING THROUGH THE TOP TEN — Both Sylvia and RCA should be quite pleased with the performance of the singer's latest single, "Drifter." This week, the single moved to #6 bullet, which marks the highest penetration of the Country Singles chart for Sylvia. Last week Sylvia and fellow RCA artists **Dean Dillon** and **Steve Wariner** appeared in a showcase at the Mustang Club in San Diego to help said club celebrate its first anniversary. Following that appearance, the three artists participated in KHJ Radio's Kidney Foundation Radiothon, a regional production done in conjunction with the National Kidney Foundation.

FOR THE DJs — The Country Music Assn. (CMA) will again host a luncheon (March 13) for the attendees of the upcoming Country Radio Seminar. Prior to the luncheon, **Don and Harold Reid** of the **Statter Brothers** and **Brenda Lee** will fill participants in on just what the CMA does to aid the radio industry. **WHEN YOU'RE HOT** — Add **Jerry Reed** to the ever increasing list of country artists acting as spokesmodels for clothing apparel. Reed is now the official spokesman for Laredo boots.

ADD ONE MORE — For years, the word has been that **Bruce Springsteen** has one of the most exciting, energetic and entertaining live shows possible. Believe every word of it. In a recent concert in Nashville, Springsteen had the audience eating out of the palm of his hand before the first note of his three-hour set. Though he's probably used to such things, even he seemed a bit surprised when the audience of 10,000 plus sang the entire first verse of "Hungry Heart" before he could begin his song. Satisfied with the interesting turn of events, he simply walked to the edge of the stage, pointed the microphone at the audience, and let them sing while he stood back and listened. If you've never seen Springsteen in concert, do yourself a favor and see him. **CONGRATULATIONS** — To **Elwood and Trudell Bunn** on the birth of a daughter, **Chelsea Anne**, who arrived Feb. 20.

A HOT TOPIC — The Nashville music community is anxiously awaiting the upcoming NARAS luncheon that will bring the Recording Industry Assn. of America (RIAA) president **Stan Gortikov**. Scheduled for noon, March 10, at the Maxwell House Hotel, Gortikov's talk will be "The New Mechanical Royalty Rate . . . And Other Industry Affiliations." We hear the publishers are particularly interested in this one.

Nashville songwriter **Van Stephenson** has signed with Handshake Records and is currently in the studio with co-producers **Jeff Silbar** and **Bob Montgomery** working on his debut album. The guest musicians are an impressive line-up — **Joe English**, **Larry Paxton**, **Kenny Mims**, **Mike Hannah** and **Shane Kester**. Look for a possible late-Spring release on this one. Speaking of Montgomery, the producer also recently worked with **Kathy Barnes**, another Handshake artist. The single, "In the Beat Of A Heart," should be released soon.

A RETURN ENGAGEMENT — Unfortunately, **Dolly Parton** has been forced to cancel the rest of her Riviera (Las Vegas) engagement on the advice of her physician. It seems she is suffering from a severe case of laryngitis, and, according to physician **Dr. Edward Kantor**, must have complete voice rest for the next two weeks. Parton has rescheduled her engagement for April 2-15.

Leon Everette, whose debut album for RCA shipped last week, recently completed a promotional tour of the West Coast.

STUDIO TRACKS — At **Pete's Place**, **Geoff Morgan** was producing an album by **Judy Eron**; **Ronnie Prophet** was working on new material, as was **Tommy Cash** and producer **Pete Drake**. **Carmel Taylor** and **Norro Wilson** were recently in the studio working on Taylor's project . . . In the Sound Emporium in Nashville, the **Marshall Tucker Band** was in Feb. 15-22 completing an album begun in November. Titled "Ride In Peace," the album is dedicated to the late **Tommy Caldwell**, the group's former bass player who died last May. The album was produced by **Tom Dowd** and engineered by **Kevin Herron** and **Gary Laney** . . . Also in Sound Emporium, **Boxcar Willie** was working on new album material with producer **Jim Martin** and engineer **Billy Sherrill**. Singer/songwriter **Sonja Yancey** completed work on an album with producer **Fred Foster** and engineer **Charlie Tallent** . . . In Quadrangle recently, **Steve Gibson** was producing **Don King**, with engineer **Rich Shimer** and **Jimmy Stroud** . . . **Stan Silver** was producing **Donna Fargo's** gospel album, with **Gene Eichelberger** and **Steve Goostree** engineering. **Grinderswitch** was in with producer **Bud Reaue** and engineer **Willie Peever**.

COUNTRY IN GUAM — People aren't kidding when they say country is spreading to the four corners of the world. Even Guam boasts its share of country singers, one of the most popular being **Frankle Sanchez**. The singer's first United States release, titled "Rock Me In Your Arms," shipped last week on the Charta label.

Jennifer bohrer



TAKING A BREAK OUTSIDE THE PALOMINO — Following a performance at the Palomino Club in Los Angeles, MCA artist **Ed Bruce** (c) took a break outside his tour bus with some of the label's local representatives. Pictured with Bruce are **Bob Schnieders**, MCA West Coast manager of promotion and marketing, Nashville division (l), and **John Jung**, MCA Distributing branch manager, Los Angeles.

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



RICH LANDERS (Ovation 1166)
Friday Night Feelin' (3:05) (Farce Music, Terrace Music Group — ASCAP) (R. Landers)
Steel guitar, thump-thump bass and gospel-textured backing vocals make Landers' debut on Ovation one to take note of. The hook is one everyone can relate to — weekend fever — and it's also one that should get those request lines humming. PDs, give this a good listen.

HITS OUT OF THE BOX

- THE KENDALLS** (Ovation OV-1169)
Heart Of The Matter (2:46) (Hawline Music — BMI/Writers Night Music — ASCAP) (J. Rushing, D. Schlitz)
REBA McENTIRE (Mercury 57046)
I Don't Think Love Ought To Be That Way (2:40) (Ray Stevens Music/Lucy's Boy Music — BMI (L. Martine, Jr., R. Maingra)
RAZZY BAILEY (RCA PB-12199)
Friends (3:24) (House of Gold Music — BMI) (J. Slate, D. Morrison)
PAYCHECK and HAGGARD (Epic 19-51012)
I Can't Hold Myself In Line (3:25) (Blue Book Music, Inc. — BMI) (M. Haggard)
RAY PRICE (Dimension DS-1018)
Getting Over You Again (3:47) (Millstone Music — ASCAP/Bary Music — BMI) (D. Kirby, W. Robb)

FEATURE PICKS

- MEL McDANIEL** (Capitol P-49883)
Louisiana Saturday Night (2:23) (Hall-Clement Music — BMI) (B. McDill)
JOHN ANDERSON (Warner Bros. WBS-49699)
I'm Just An Old Chunk Of Coal (But I'm Gonna Be A Diamond Someday) (2:55) (ATV Music — BMI) (B. J. Shaver)
LEONA WILLIAMS (Elektra E-47114)
I'm Almost Ready (3:20) (Vince Gill Music/Kentucky Wonder Music — BMI) (V. Gill)
STEPHANIE WINSLOW (Warner/Curb WBS-49693)
Hideaway Healing (2:15) (Paupke Music/House of Gold Music — BMI) (O. Solomon, S. Winslow)
NANA (Grand GS-8002)
Someone Is Looking For Someone Like You (3:20) (Beechwood Music/Dickerson Music/Sister John Music — BMI) (G. Davies)

ALBUM REVIEWS

CAT'S IN THE CRADLE — Rex Allen, Jr. — Warner Bros. BSK 3530 — Producers: Rex Allen, Jr. and Curtis Allen — List: 7.98
— Bar Coded
Allen's latest album recalls the days when cowboys like Roy Rogers and Gene Autry rode the range and were the heroes of the day. His deep voice tackles tunes as diverse as Neil Diamond's "Play Me" and his own "Just A Country Boy" with equal aplomb. Also included in the 10-song package is an excellent adaptation of Harry Chapin's "Cat's In The Cradle" and his duet with Margo Smith, "Cup Of Tea."

IF I KEEP ON GOING CRAZY — Leon Everette — RCA AH1-3315 — Producers: Ronnie Dean, Leon Everette, Jerry Foster and Bill Rice — List: 7.98 — Bar Coded

Everette's debut album for RCA is a solid country affair that includes a number of singles that were released on his former Orlando label, as well as some new tracks. Cuts that deserve special attention include "I Don't Want To Lose," "Giving Up Easy," "Over," "Champagne Dreams" and the bluegrass-tinged "Shadows Of My Mind." Everette's considerable popularity should literally bloom when this album hits the marketplace.
DAKOTA — Stephanie Winslow — Curb/Warner Bros. BSK 3529 — Producer: Ray Ruff — List: 7.98 — Bar Coded

As the cover art work suggests, Winslow's new waxing is a slick, sophisticated production that hovers somewhere between pure country and A/C. The contemporary country arrangements totally complement Winslow's light yet heavy vocals. The gram of the 10-song crop includes the two David Gates tunes, "Baby I'm A Want You" and "Everything I Own," as well as her own "I've Been A Fool." California country strikes another positive blow.

NO WAY TO DROWN A MEMORY — Stoney Edwards — Music America 10021 — Producer: Curtis Wayne — List: 7.98

Stoney Edwards is something of a cult hero within some country music circles, so this release should be greeted with much enthusiasm by those fans of the traditional. Edwards is a song stylist in the most hallowed tradition of such vocalists as Merle Haggard and Hank Williams and gives his special treatment to tunes like "Bigger Man Than Me," Haggard's "The Fightin' Side Of Me" and John Conlee's big hit, "Rose Colored Glasses."

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. I LOVED 'EM EVERY ONE — T.G. SHEPPARD — WARNER/CURB — 48 REPORTS.
2. HEY MOE (HEY JOE) — MOE BANDY AND JOE STAMPLEY — COLUMBIA — 46 REPORTS.
3. PRIDE — JANIE FRICKE — COLUMBIA — 39 REPORTS.
4. I DON'T THINK LOVE OUGHT TO BE THAT WAY — REBA MCENTINE — MERCURY — 25 REPORTS.
5. JUST A COUNTRY BOY — REX ALLEN, JR. — WARNER/CURB — 22 REPORTS.
6. GOLD — DANNY WOOD — RCA — 21 REPORTS.
7. MISTER SANDMAN — EMMYLOU HARRIS — WARNER BROS. — 20 REPORTS.
8. COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO) — TAMMY WYNETTE — EPIC — 19 REPORTS.
9. ROLL ON MISSISSIPPI — CHARLEY PRIDE — RCA — 17 REPORTS.
10. NO ACES — PATTI PAGE — PLANTATION — 15 REPORTS.

MOST ACTIVE COUNTRY SINGLES

1. OLD FLAME — ALABAMA — RCA — 65 REPORTS.
2. FALLING AGAIN — DON WILLIAMS — MCA — 64 REPORTS.
3. A HEADACHE TOMORROW (A HEARTACHE TONIGHT) — MICKY GILLEY — EPIC — 57 REPORTS.
4. LOVE IS FAIR/SOMEHINE, SOMEWHERE, SOMEHOW — BARBARA ANDRELL — MCA — 54 REPORTS.
5. HOOKED ON MUSIC — MAC DAVIS — CASABLANCA — 52 REPORTS.
6. REST YOUR LOVE ON ME/I AM THE DREAMER — CONWAY TWITTY — MCA — 50 REPORTS.
7. PICKIN' UP STRANGERS — JOHNNY LEE — FULL MOON/ASYLUM — 49 REPORTS.
8. IT DON'T GET NO BETTER THAN THIS — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 47 REPORTS.
9. LEONARD — MERLE HAGGARD — MCA — 46 REPORTS.
10. TAKE IT EASY — CRYSTAL GAYLE — COLUMBIA — 45 REPORTS.

Versatility Is The Key To Montgomery's Success

(continued from page 20)

country album. He told them, "Hell no, I'm just going down to cut an album." He said the album's not country; it doesn't even resemble country. He was even irritated that people assume just because you record in Nashville, the result will be country."

Though Montgomery's abilities and accomplishments are many, he said producing just might carry the edge over his other endeavors. "I enjoy publishing a lot, but I think most of all, I enjoy producing," he said. "I enjoy getting in there with an act I really dig and pulling a hit record out of him."

There was a time in the early '70s, however, when Montgomery gave up producing, because he said, "It just wasn't fun to cut country records anymore. The music had become somewhat limited, and it just was not what I wanted to do. Rather than do it, I just tried to concentrate on this company and try to get it going. I finally got back into producing because the company was going good and country music looked fun again."

From Texas and Buddy Holly to Nashville, and a little bit of everything, Montgomery has sampled it all.



ORION AT WDXE — Prior to his concert in Lawrenceburg, Tenn., Sun recording artist Orion stopped by the studios of the city's WDXE AM and FM for an on the air interview with air personality Keith Frazier. Pictured in the studio are (l-r): Frazier; Orion; Ron Fisher, WDXE; and Dan Hollander, WDXE PD.

Acts Set For Country Radio New Faces Show

NASHVILLE — Artists scheduled to appear at the Country Radio Seminar's New Faces Show, scheduled for March 14 at the Hyatt Regency Ballroom here, include Deborah Allen, Roger Bowling, Orion, the Capitols, Terri Gibbs, David Frazzell and Shelly West, Gary Morris, Sonny Curtis, Sheila Andrews and Steve Wariner. Charlie Monk will emcee the program, with Tony Migliore acting as musical director.

Gatlin, Wynette And Meredith To Host 'Hats'

LOS ANGELES — Hosts for the 16th annual American of Country Music Awards Special will be Larry Gatlin, Tammy Wynette (both previous winners of the Academy "Hat" award) and Don Meredith.

The special is scheduled to air live from the Shrine Auditorium in Los Angeles, April 30 at 9 p.m. EST, on NBC-TV. A product of the Dick Clark Co., the show will be produced by Al Schwartz and Gene Weed, who will also direct. The two-hour telecast will be simulcast over a network of radio stations throughout the U.S. and will be distributed by the Los Angeles-based Weedeck Corporation.

THE COUNTRY MIKE

HEAVY RADIO PARTICIPATION INDICATED IN 'STARSEARCH '81' — To date, 638 radio stations throughout the United States and Canada have indicated participation in "Ray Price's Country Starsearch '81." The country music talent contest will award \$50,000 in prize money, a record contract and national release on Dimension Records, and a booking agreement with the Shorty Lavender Talent Agency of Nashville, to the winner of the Oct. 7-9 national finals. For the past six weeks, radio stations have been organizing local talent competitions for contestants to compete in any one of six categories — singer, duo, trio, quartet, instrumentalist and country or bluegrass band. Winners of local competitions will advance to state contests, and 10 state finalists will then be videotaped for screening by national record companies. The state winners will advance to the national finals in October,



and the top 10 national finalists will be featured in a 90-minute television special starting in Price, the competition's sponsor. Commenting on the initial success of radio response to Starsearch '81, Price stated, "The way I look at it, country music radio stations have been supporting me for 30 years. I am proud to work with them now in our search for new country music talent."

PERSONALITY PROFILE — Ralph Emery began his broadcasting career handling both the early morning shift and 15-minute newscasts with WTPR/Paris, Tenn., an all purpose, block formatted station in 1951. After only two months, Emery moved to Nashville where he spent six years on the local radio circuit, broadcast. Nashville where he spent six years until 1964, when he took a two year hiatus, only to return to the show in '66 with co-jock Tex Ritter. By 1971, Emery had begun his syndicated radio show, which has presently been on the air for nearly 10 years. Another feature in his television cap came in 1974, when he became the host of the weekly program *Go Goes The Country*, a position which he held until last year. In recognition of his broadcasting achievements throughout the years, Emery has garnered a number of awards from a variety of music and broadcasting publications. In addition to his morning radio show with WSM, Emery is currently involved in the production of the first National Kidney Radiothon, scheduled to air on nearly 200 stations. This year Emery will be celebrating 30 years in broadcasting.

KINES PROMOTED AT PLOUGH — Gary Kines, former program director for WSUN/St. Petersburg, has been named national operations manager for the chain of Plough Broadcasting radio stations. Kines will make the move to Plough headquarters in Memphis, taking over the responsibilities formerly held by Craig Scott, who was recently promoted to vice president and general manager of Plough-owned WMPX and WHRK in Memphis. Kines joined Plough in 1975, serving as program director for affiliated Boston stations prior to his move to WSUN in 1976.

CHANGES AT WHK — Joel Raab, former program director of WEEP/Pittsburgh, has been appointed to the same position at WHK/Cleveland effective March 2. Raab replaces Rob Jones, who has been elevated to operations manager for the Cleveland country powerhouse.

WSM HOSTS SONGWRITERS — WSM/Nashville nighttime jock Chuck Morgan recently hosted some of Nashville's country songwriter elite at the WSM studios, prior to the Feb. 27-29 Songwriters Symposium held in Nashville. Joining Morgan were writers Dennis Morgan, Kye Fleming, Nat Stuckey, Aaron Wilburn, Chris Waters, Judy Harris and Bob Mather with April/Blackwood Publishing, and chairperson of the symposium committee, Ann Stuckey. The three-hour get-together centered around the objectives of the symposium, and listeners were treated to several self-penned tunes performed by the writers.

KTRN JOINS COUNTRY CLUB — After nearly two decades of adult contemporary programming, KTRN/Wichita Falls, Texas decided to take the country plunge, effective Feb. 7, 1981. Program director, Lance Bailey, announced the line-up, which runs as follows: Geoff Garner handles the morning slot from 6-10 a.m., from 10-2 p.m., Bailey, from 2-7 p.m., J.D. Stone, Bob Knight takes the 7 p.m.-midnight shift; Dan Jacobs does the all-nighters, from midnight to 6 a.m., and James Bond holds down the fort on weekends. Labels wishing to send product to the new country center should contact Lance Bailey at KTRN Radio, P.O. Box 5005, Wichita Falls, Texas 76707, or call (817) 855-3555.

WELCOME TO THE SEMINAR — Cash Box/Nashville would like to welcome those coming into Music City for what promises to be a most informative Country Radio Seminar. Please feel free to stop by the Nashville offices if time within your schedule permits. We are located at 21 Music Circle East, on Music Row.

country mike

PROGRAMMERS PICKS

Buddy Covington	KNUZ/Houston	The Baron — Johnny Cash — Columbia
Paul Thorne	KUGN/Eugene	Just A Country Boy — Rex Allen, Jr. — Warner Bros.
Johnny Steele	KVEG/Las Vegas	Roll On Mississippi — Charley Pride — RCA
Bobby Martin	WCOS/Columbia	I Loved 'Em, Every One — T.G. Sheppard — Warner Bros.
Jim Murphy	WDLW/Boston	Blue Collar Blues — Mundo Earwood — Excelsior
Steve Halbrook	WKSJ/Mobile	I Loved 'Em Every One — T.G. Sheppard — Warner Bros.
Tiny Hughes	WROZ/Evansville	Between This Time And The Next — Gene Watson — MCA
Country Joe Flint	KSOP/Salt Lake City	I Loved 'Em Every One — T.G. Sheppard — Warner Bros.
Rusty Rogers	WAXX/Eau Claire	Hey Joe (Hey Moe) — Moe Bandy and Joe Stampley — Columbia

CASHBOX 2

March 14, 1981



1981 COUNTRY RADIO DIRECTORY

THE LATEST TO JOIN THE GREATEST



ASCAP
WE'VE ALWAYS HAD THE GREATS

Get that Country Feelin'



AAL1-3931

Waylon & Jessi
Leather & Lace
The New Single:
Storms Never Last



AHL1-3916

Leon Everette
If I Keep On Going Crazy
The New Single:
If I Keep On Going Crazy



AAL 1-3932

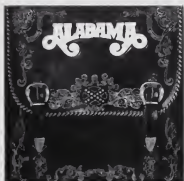
Ronnie Milsap
Out Where The Bright
Lights Are Glowing
The New Single:
Am I Losing You



DRIFTER

AHL1-3986

**Sylvia
Drifter**
The New Single:
Drifter



AHL1-3930

Alabama
Feels So Right
The New Single:
Old Flame



AHL1-3905

Charley Pride
Roll On Mississippi
The New Single:
Roll On Mississippi

RCA

Thank You Country Radio

RONNIE MILSAP

OUT WHERE THE BRIGHT LIGHTS ARE GLOWING



For Another Great Year!

RCA





Male Vocalist

1. Don Williams • MCA
2. Merle Haggard • MCA
3. Kenny Rogers • Liberty
4. George Jones • Epic
5. Willie Nelson • Columbia

Female Vocalist

1. Barbara Mandrell • MCA
2. Dolly Parton • RCA
3. Emmylou Harris • Warner Bros.
4. Crystal Gayle • Columbia
5. Lacy J. Dalton • Columbia

Vocal Group

1. Oak Ridge Boys • MCA
2. Alabama • RCA
3. Statler Brothers • Mercury
4. Charlie Daniels Band • Epic
5. Gatlin Brothers Band • Columbia

Vocal Duo

1. Conway Twitty/Loretta Lynn • MCA
2. Moe Bandy/Joe Stampley • Columbia
3. George Jones/Tammy Wynette • Epic
4. Willie Nelson/Ray Price • Columbia
5. Bellamy Brothers • Warner Bros.

Instrumentalist

1. Charlie McCoy • Monument
2. Chet Atkins • RCA
3. Roy Clark • MCA
4. Charlie Daniels Band • Epic
5. Floyd Cramer • RCA

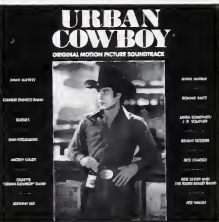
Single

1. I Believe In You • Don Williams • MCA
2. He Stopped Loving Her Today • George Jones • Epic
3. Lookin' For Love • Johnny Lee • Asylum/Full Moon
4. Drivin' My Life Away • Eddie Rabbitt • Elektra
5. Good Ol' Boys Like Me • Don Williams • MCA

Album

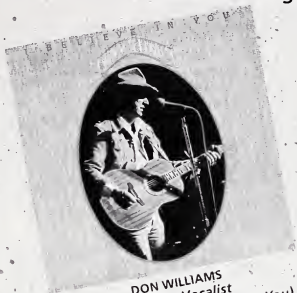
1. Urban Cowboy • Soundtrack • Asylum/Full Moon
2. I Believe In You • Don Williams • MCA
3. 9 To 5 And Odd Jobs • Dolly Parton • RCA
4. Roses In The Snow • Emmylou Harris • Warner Bros.
5. Back To The Barrooms • Merle Haggard • MCA

PROGRAMMERS CHOICE AWARDS



winners...

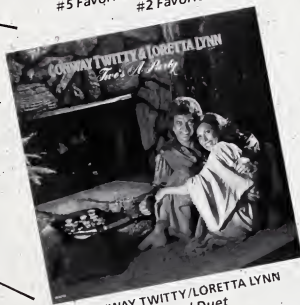
All of us at MCA Records would like to congratulate our winners in the 1981 Cashbox Programmer's Choice Awards...



DON WILLIAMS
#1 Male Vocalist
#1 Favorite Single (I Believe In You)
#5 Favorite Single (Good Ole Boys Like Me)
#2 Favorite Album



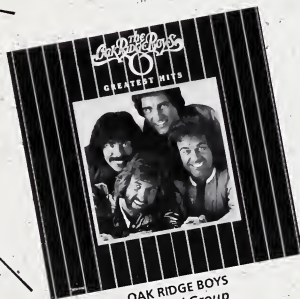
MERLE HAGGARD
#2 Male Vocalist
#5 Favorite Album



CONWAY TWITTY/LORETTA LYNN
#1 Vocal Duet



BARBARA MANDRELL
#1 Female Vocalist



OAK RIDGE BOYS
#1 Vocal Group



ROY CLARK
#3 Instrumentalist

MCA RECORDS

Thank you Country Radio for your support and welcome to the
12th Annual Country Radio Seminar



New Country Stations Challenge Veterans

(continued from page CRD-5)

audiences in the same age groups that we're going after. As it is now, WKHK is not a competitor in this market. They don't have any significant audience to worry about." He further added, "Our programming is totally affected by what the listeners want to hear and not affected by reaction to competition."

Building New Image

Brejt indicated that building the WKHK image would take some time. "We have a new general manager from WSUN in Tampa-St. Petersburg, Don Boyles, and we have a new program director coming in March, Bill Ford (formerly with WCXI/Detroit). We'll have people with experience in country music coming to work at the station, but New York's a big market. It takes a lot of 2x4s—if you understand the old mule analogy — to get everyone's attention. You gotta keep plugging away."

In Los Angeles, where, like New York, the figures are based on Quarterly Measurement, four new stations — KHJ, KZLA-AM, KZLA-FM and KORJ — emerged to challenge KLAC, previously the city's only full-time country outlet. KHJ and KORJ altered their formats during the book, so analysis of their numbers was irrelevant.

KLAC registered a 4.3 share in the Fall 1979 book, but the latest returns showed the total country market increasing to 6.6 in the Fall 1980 book.

Don Langford, PD at KLAC, commenting on his station's drop from 4.3 last Fall to 3.7, said, "When you start going into the analysis, you'll find that our trends normally are up-and-down. They have been with Arbitron for 10 years." He added that the presence of country competition would actually benefit the station. "With country competition, you are able to listen to your competition and do the fine-tuning it takes to be in competition. It's difficult to counter-program beautiful music and talk with a country music station, but we've been pretty successful. Now, with some direct competition, it, of course, helps us."

KZLA's AM and FM operations manager, Tom Casey, was quick to dismiss the idea that his station is following a trend. "The 'Urban Cowboy movement' is something that a lot of people are saying is going to be a short-term thing, pointing to disco as an example, but we're in it for the long run. If we were only in it for the 'fad-type thing,' we'd be making a mistake."

More Radio Diversity

Casey viewed the KZLA format as a unique package in the L.A. area. "What we offer is something that the other country outlets do not—a lot of country music without having to wade through a lot of other things to get to it. We keep the news to a minimum, we keep the number of commercials to a minimum, and the DJs don't even open the mike but every third record. That's a lot of music and very little talk."

In Oklahoma City, KOMA and KEBC-FM exemplified the two approaches used in country radio. Country mainstay KEBC strengthened its control of the area by ex-

tending its 11.9 share in Oct/Nov 1979; to 12.2 in the Oct./Nov. 1980 book. KOMA garnered a 6.1 figure, compared to a 4.2 showing under the previous top 40 format in April/May 1980 and 6.2 in Oct./Nov. 1979. Overall, the country market grew to a 20.9 share, up from 17.4 in Oct./Nov. 1979.

KEBC tried to create a full-service image, as attested to by Al Hamilton, who handles the station's MD chores. "We place a strong emphasis on personality-community involvement. The disc jockeys are not just giving time and temperature, artist and title; they are just about forced into giving information about the community and public affairs." Hamilton is a firm believer in jumping on new records. "As long as it's a good record, we'll play it—whether it's an established artist or not. We like the fresh, aggressive sound rather than waiting to be told what songs to play."

Greg Lindahl, PD at KOMA, indicated that his station is more music-oriented, but adds, "What they (KEBC) do, they do really well; what we do, we do really well. We both take a different approach to presenting the music, but I think there's room for both of us in the market."

Hamilton, expressing enthusiasm about the upcoming book, also said, "I see it as very exciting radio because KOMA is a formidable competitor. It's friendly competition at its finest, but I do emphasize competition."

In the Beaumont-Port Arthur-Orange market of southeast Texas, country enjoyed phenomenal growth, jumping from a 27.2 share of the market in Oct./Nov. 1979 to a whopping 39.7, with the top three stations — KLVJ (13.5), KYKR-FM (12.3) and newly converted KAYD-FM (10.8) — all boasting country formats.

"The current trend toward country has increased our listeners," stated Buddy Johnson of KLVJ. "It has brought out what we call the 'closest country music lovers' — people who listen to country music but don't tell anybody they listen to it." In the near future, KLVJ will be "adding more talk and gearing into the direction of personalities," according to Johnson. "We think personality radio is coming back. Fortunately, all our jocks are established — the youngest one we have on our staff has been here for seven years."

Bob Shannon, PD at KAYD-FM, gave little credit to *Urban Cowboy* for his station's abandonment of its A/C format in late July. "Beaumont has always been kind of a country market. I don't think *Urban Cowboy* affected us as much as somebody in Jersey. We changed formats because KTRM, which used to be a country station, went black and left a void in the market for another country station."

KAYD's ratings more than doubled since Oct./Nov. 1979, moving from 4.9 to 10.8. "I'm not complaining about our numbers right now, of course," said Shannon, "but there's pressure on us now to be #1, whereas, in the past, there wasn't that pressure."

All Arbitron figures are 12+ shares in the metro survey area, 6 a.m. to midnight, Monday through Sunday.

CASH BOX

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In The
WILD WEST
Every Shot
Counts

WILD WEST

The New Album*

From

**DOTTIE
WEST**



Introducing the
New Single

**“WHAT ARE WE
DOING IN LOVE”**

(WITH KENNY ROGERS)

*Produced by Brent Maher and Randy Goodrum
Management: Michael Brokaw/Kragen & Co.



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ARBITRON MARKET SURVEY

OCTOBER/NOVEMBER 1979
VS.
OCTOBER/NOVEMBER 1980

COUNTRY



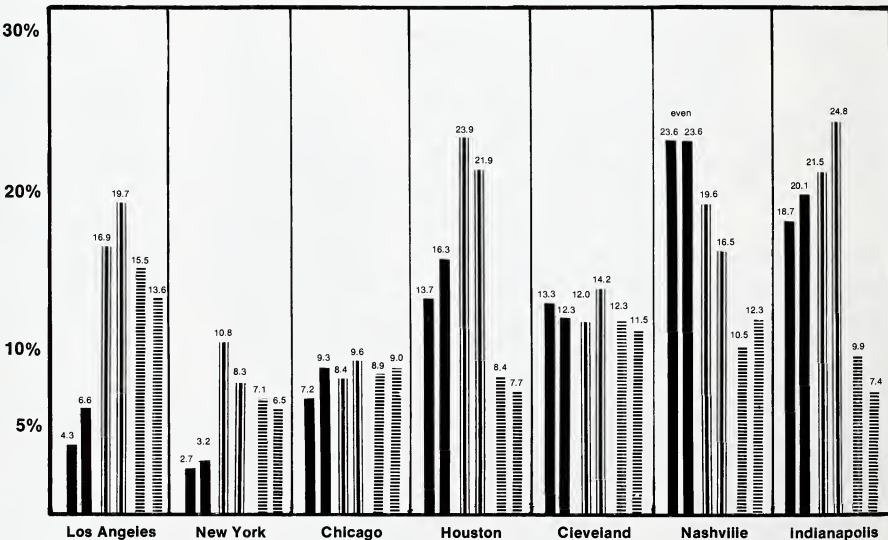
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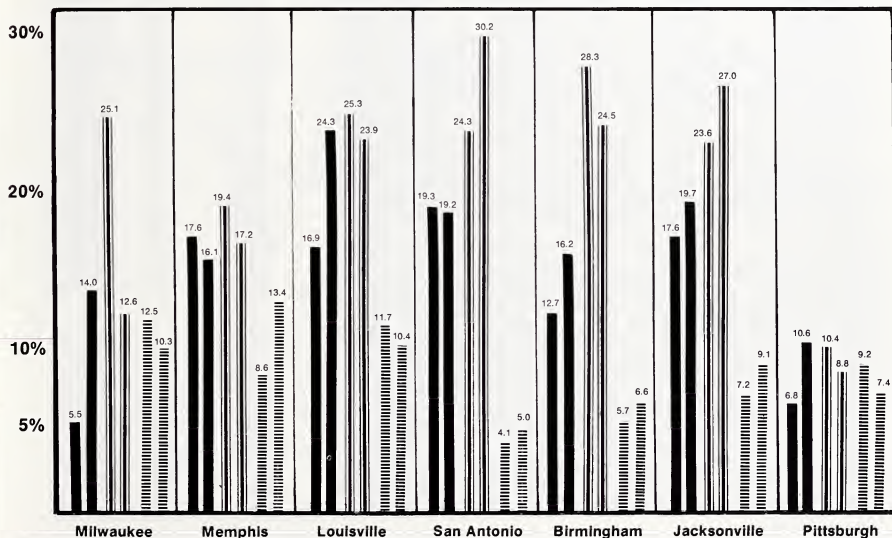
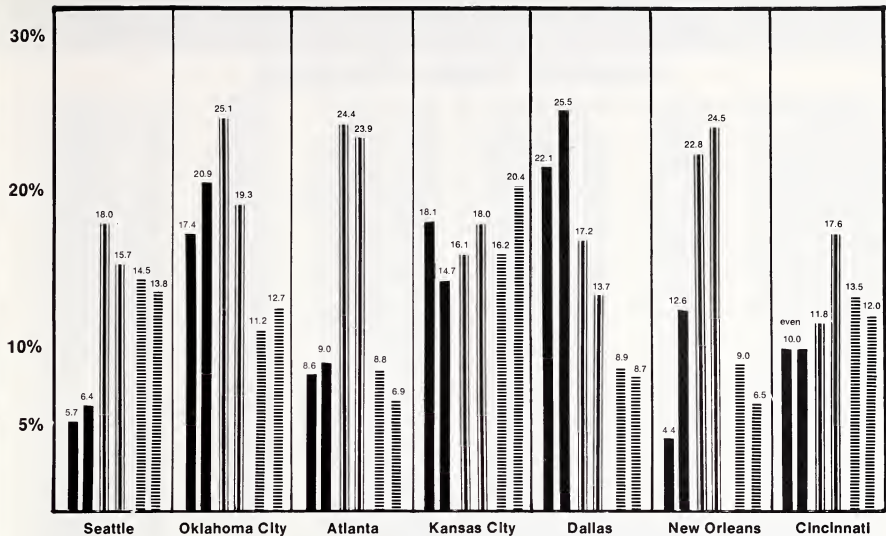


AOR



Arbitron Survey. Average quarter hour share; Metro Survey; percentile of total persons; 12+ Share. All Figures are male/female, audience 12+ — average quarter-hour, 6 a.m. to Midnight through Sunday. Arbitron, October/November, 1979 and (Fall) October/November, 1980.







Country Music Stations

STATION	ADDRESS	CITY	ZIP	PHONE					
ALABAMA									
WARI	P.O. Box 577	Abbeville	36310	(205) 585-2274	KFAY	P.O. Box 678	Fayetteville	72701	(501) 442-9859
WAVU	P.O. Box 190	Albertville	35950	(205) 875-3111	KTCOS	P.O. Box 1017	Fort Smith	72903	(501) 646-6151
WAAO	P.O. Box 287	Alexander City	35010	(205) 234-2528	KWVI	P.O. Box 5	Glenwood	71943	(501) 356-2151
WRAB	P.O. Drawer D	Andalus	36620	(205) 842-4266	KACQ-FM	P.O. Box 670	Horton	72342	(501) 386-4502
WVOK	P.O. Box 186	Arap	35016	(205) 856-4123	KCRI	P.O. Box 506	Helene	72342	(501) 338-8331
WKAC	P.O. Box 1083	Arens	35611	(205) 232-5911	KHAM	306 Church St.	Hot Springs	71901	(501) 670-5138
WZTV-FM	P.O. Box 386	Athens	35611	(205) 232-5911	KBHS	P.O. Box 2309	Hot Springs	71901	(501) 673-6661
WBFA	P.O. Box 426	Bay Minette	36507	(205) 368-2128	KWEGA	218 W. WEGA	Hot Springs	72401	(501) 720-0011
WYAM	P.O. Box 730	Bessemer	35020	(205) 367-5596	KLRA	1755 Union Nat'l Plaza	Little Rock	72203	(501) 375-2127
WVOK	P.O. Box 1926	Birmingham	35201	(205) 428-7153	KSN-FM	P.O. Box 96	Little Rock	72203	(501) 388-0200
WYDE	P.O. Box 3326-A	Birmingham	35205	(205) 322-4511	KPCA	P.O. Box 550	Marked Tree	72365	(501) 376-2291
WZZK-FM	530 Beacon Pkwy. W.	Birmingham	35209	(205) 942-7600	KNB	P.O. Box 8	Monette	72447	(501) 486-5694
WNNW-FM	P.O. Drawer 1	Birmingham	35201	(205) 867-4624	KNCB	1511 S. 4th St.	Newville	71852	(501) 845-3601
WAGC	P.O. Box 0	Centre	35960	(205) 927-5353	KBYB	P.O. Box 520	Newport	72112	(501) 523-5691
WBB	P.O. Box 217	Centerville	35042	(205) 926-6699	KDCE	P.O. Box 1380	N. Little Rock	72116	(501) 375-1380
WFLF	P.O. Box 110	Clanton	35045	(205) 755-0980	KXKB	207 N. Oak	Ozark	72949	(501) 687-7412
WKUL	P.O. Drawer 968	Cullman	35055	(205) 374-3171	KXCL	24 S. Express St.	Paris	72855	(501) 963-1300
WDRM-FM	P.O. Box 789	Decatur	35601	(205) 353-1810	KKPC	P.O. Box 458	Pocahontas	72455	(501) 892-5234
WVOS	P.O. Box 789	Decatur	35601	(205) 353-1810	KAMO	Rt. 1	Boyers	72736	(501) 636-4611
WAGF	P.O. Box 639	Dothan	36302	(205) 792-1101	KSAR-FM	P.O. Box 506	Salem	72576	(501) 895-2665
WTVY-FM	P.O. Box 1089	Dothan	36302	(205) 792-0048	KSER-FM	P.O. Box 1300	Sastry	72143	(501) 268-1123
WRIB	Rt. 5 Box 98-H	Enterprise	36330	(205) 347-8600	KRDA	P.O. Box 145 JBU	Sloam Springs	72781	(501) 524-3154
WTCB	P.O. Drawer 490	Floetown	36441	(205) 296-3366	KSPR	804 Quardt St.	Springdale	72784	(501) 766-7211
WHEP	P.O. Box 932	Florence	36323	(205) 687-7212	KAYR	Rt. 1	Trueman	72956	(501) 474-4324
WAAA	P.O. Box 570	Gadsden	36355	(205) 843-7131	KAYR-FM	Rt. 3	Van Buren	72956	(501) 474-4324
WJBY	P.O. Box 339	Genevieve	35922	(205) 843-9229	KRLW	P.O. Box 30	Weinrub Ridge	72476	(501) 896-6666
WGEA-FM	P.O. Box 588	Genevieve	36340	(205) 884-2771	KUNO	P.O. Box 1650	Althurs	96101	(916) 233-2714
WGVY	P.O. Box 588	Genevieve	36340	(205) 844-2271	KCZZ	P.O. Box 150	Althurs	96101	(916) 233-2714
WERH	P.O. Box 187	Hemilton	36037	(205) 382-5444	KCZZ-FM	1209 N. Chester Ave.	Bakersfield	93308	(805) 393-1500
WHRH	113 N. Sparkman St.	Hertsville	35640	(205) 373-2558	KRIP	P.O. Box 157	Biopark	93614	(714) 873-6324
WHPT	P.O. Box 547	Huntsville	35804	(205) 534-3521	P.O. Drawer K	P.O. Box 238	Brewley	92227	(714) 344-1300
WVOW	P.O. Box 518	Huntsville	35804	(205) 534-3521	KHSL	P.O. Box 489	Chicago	95927	(916) 342-0141
WTXN	P.O. Box 91	Lafayette	36862	(205) 864-8520	KKRF-FM	5640 S. Broadway	Eureka	95921	(916) 342-0141
WANL	P.O. Box 597	Lineville	36226	(205) 396-2172	KAMF	P.O. Box 4265	Fresno	93744	(209) 268-8801
WKSJ	3943 Airport Blvd.	Mobile	36608	(205) 344-9900	2005 E. Makay	KRAT	2005 E. Makay	95202	(408) 847-0220
WKSJ-FM	3943 Airport Blvd.	Mobile	36608	(205) 344-9900	KRAT-FM	P.O. Box 2033	Gilroy	95020	(408) 847-0220
WUNI	1257 Springhill Ave.	Mobile	36604	(205) 430-4310	KRAC	P.O. Box 49	Hanford	93322	(209) 582-0361
WBAW	P.O. Box 114	Montgomery	36111	(205) 848-0159	KRAC-FM	887 Washburn St.	Hanford	93322	(209) 582-0361
WLVI-FM	P.O. Box 4999	Montgomery	36101	(205) 264-7392	KKLC	5746 Sunbelt Blvd.	Hollywood	90029	(213) 462-5522
WHY	P.O. Box 307	Moulton	35650	(205) 974-0661	KZLA-FM-FM	P.O. Box 88	Kings Beach	95719	(916) 546-5936
WQDA	P.O. Box 211	Opelika	36868	(205) 843-6568	KZLA	5515 Main St.	Los Angeles	90019	(213) 466-1233
WPD	P.O. Box 227	Piedmont	36272	(205) 447-9096	KZLA-FM-FM	5700 Sunbelt Blvd.	Los Angeles	90029	(213) 466-1233
WJUM	P.O. Box 339	Reinville	36796	(205) 638-1137	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WJUM-FM	P.O. Box 1255	Reinville	36796	(205) 638-1137	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WLAY-FM	P.O. Box 220	Sheffield	35660	(205) 383-2525	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WMLL	P.O. Box 606	Sheffield	35660	(205) 383-2525	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WMLS	Motels 15696	Shelbyville	35150	(205) 245-5354	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WMLS-FM	Motels 15696	Shelbyville	35150	(205) 245-5354	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WVTV	P.O. Drawer E	Tallevast	35160	(205) 362-9041	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WVTV-FM	1702 Gilmer Ave.	Tallevast	36078	(205) 283-6565	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WACT	P.O. Box 126	Tuscaloosa	35402	(205) 349-3200	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WACT-FM	P.O. Box 126	Tuscaloosa	35402	(205) 349-3200	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WJRD	P.O. Drawer 4	Tuscaloosa	35401	(205) 339-3700	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WETU	P.O. Box 60	Wetumpka	36092	(205) 567-4351	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
WZQZ	P.O. Box 608	Winfield	35594	(205) 487-3261	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
ALASKA									
KANC	8845 Jewel Lake Rd.	Anchorage	99502	(907) 243-1300	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KYAK	2800E Dowling Rd.	Anchorage	99507	(907) 344-2522	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KIAX	P.O. Box 734 10	Fairbanks	99707	(907) 452-1931	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KOOK-FM	P.O. Box 1000	Fairbanks	99699	(907) 362-4408	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
ARIZONA									
KPIN	P.O. Box 499	Casa Grande	85222	(602) 836-7427	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KPKY	P.O. Box 100	Casa Grande	85222	(602) 725-5448	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KAPR	Rt. 1 Box 243	Douglas	85607	(602) 364-8203	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KALF	P.O. Box 1930	Fiegstad	85601	(602) 364-3431	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KULB	P.O. Box 544	Flagstaff	86001	(602) 726-9274	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KBCC-FM	P.O. Box 99	Phoenix	85001	(602) 257-9616	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KJLJ	631 N 1st Ave.	Phoenix	85001	(602) 254-7117	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KPIX	P.O. Box 5040	Phoenix	85006	(602) 966-6236	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KNIX-FM	P.O. Box 5040	Phoenix	85018	(602) 966-6236	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KTAN	2300 Busby Dr.	Scottsdale	85250	(602) 458-4310	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KRJB	P.O. Box 50066	Scottsdale	85203	(602) 887-1003	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KIKX	470 N Swan Rd.	Tucson	85703	(602) 299-9711	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KNDE-FM	P.O. Box 4009	Tucson	85703	(602) 734-3244	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KSWY	P.O. Box 170	Wilcox	85358	(602) 864-2162	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KHIL	W Pate Rd.	Wilcox	85643	(602) 384-4244	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
ARKANSAS									
KABK-FM	P.O. Box Z	Augusta	72006	(501) 268-8600	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KMCW	P.O. Box Z	Augusta	72006	(501) 268-8600	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KBTA	P.O. Box 2077	Beleville	72006	(501) 268-8600	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KRBA	P.O. Box 180	Benton	72015	(501) 778-2690	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KSCC-FM	P.O. Box 191	Berryville	72616	(501) 423-2147	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KAMC	P.O. Box 957	Berryville	72616	(501) 423-2147	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KLRF-FM	P.O. Box 188	Clerksville	72830	(501) 754-3092	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KVEE	P.O. Box 1266	Conway	72032	(501) 329-3819	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KAZT-FM	2525 West Ave.	El Dorado	71730	(501) 862-1051	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KDMS	P.O. Box 1565	El Dorado	71730	(501) 863-5121	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
CALIFORNIA									
KFBK	P.O. Box 1017	Fort Smith	72903	(501) 646-6151	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KWVI	P.O. Box 5	Glenwood	71943	(501) 356-2151	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KACQ-FM	P.O. Box 670	Horton	72342	(501) 386-4502	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KCRI	P.O. Box 506	Helene	72342	(501) 338-8331	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KHAM	306 Church St.	Hot Springs	71901	(501) 670-5138	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KBHS	P.O. Box 2309	Hot Springs	71901	(501) 673-6661	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KWEGA	218 W. WEGA	Hot Springs	72401	(501) 720-0011	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KLRA	1755 Union Nat'l Plaza	Little Rock	72203	(501) 375-2127	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KSN-FM	P.O. Box 96	Little Rock	72203	(501) 388-0200	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KPCA	P.O. Box 550	Marked Tree	72365	(501) 376-2291	KZLA-FM	P.O. Box 88	Los Angeles	90019	(213) 466-1233
KNB									



Country Music Stations

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WCTY-FM	P.O. Box 551		Nowich	CONNECTICUT	06360	(203) 887-1613
DELAWARE						
WDSJ-FM	P.O. Drawer B		Dover	DELAWARE	19901	(302) 734-5816
WAFJ-FM	P.O. Box 324		Milford	DELAWARE	19963	(302) 422-7575
FLORIDA						
WOKO-FM	P.O. Box 632		Arcadia	FLORIDA	33821	(813) 904-2525
WAPR	P.O. Box 1390		Avon Park	FLORIDA	33825	(813) 463-3139
WPUL	P.O. Box 1433		Bartow	FLORIDA	33830	(813) 533-2997
WBRW	P.O. Box 1038		Bradenton	FLORIDA	33506	(813) 746-2183
WWFL	P.O. Box 948		Clermont	FLORIDA	32711	(904) 294-2000
WOWR	P.O. Box 2078		Cocoa	FLORIDA	32922	(305) 636-4111
WAAZ-FM	P.O. Box 267		Crestview	FLORIDA	32536	(904) 682-3040
WJSB	P.O. Box 267		Crestview	FLORIDA	32536	(904) 682-3040
WGTO	P.O. Box 123		Cypress Gardens	FLORIDA	33880	(813) 324-5400
WLEL-FM	P.O. Drawer F		Deland	FLORIDA	32720	(904) 775-4611
WKKK	P.O. Box 727		Deland	FLORIDA	32720	(904) 736-3700
WLDQ	P.O. Box 1905		East Ft. Lauderdale	FLORIDA	33314	(305) 581-1580
WSRF	3000 SW 60th Ave.		Fort Myers	FLORIDA	33902	(813) 364-1350
WCAI	P.O. Box 2121		Fort Pierce	FLORIDA	33450	(305) 464-1330
WFTF	P.O. Box 1330		Gainesville	FLORIDA	32602	(904) 372-2528
WDVH	P.O. Box 1068		Hollywood	FLORIDA	33020	(305) 625-4000
WVOK	2741 N. 29th Ave.		Immokalee	FLORIDA	33934	(813) 657-3651
WKEM	P.O. Box 520		Jacksonville	FLORIDA	32073	(904) 264-4523
WAPF	P.O. Box 486		Jacksonville	FLORIDA	32205	(904) 356-1366
WQR	P.O. Box 6999		Jacksonville	FLORIDA	32205	(904) 356-1366
WOJK-FM	P.O. Box 6999		Jacksonville	FLORIDA	32205	(904) 356-1366
WQJQ	1438 Ellis Rd.		Jacksonville	FLORIDA	32205	(904) 356-1366
WFTF	P.O. Box 1570		Lake City	FLORIDA	32055	(904) 732-1340
WNEO-FM	P.O. Box 1570		Lake City	FLORIDA	32055	(904) 732-1340
WZST	P.O. Drawer K		Live Oak	FLORIDA	32060	(904) 363-1250
WOHL-FM	P.O. Box 1330		MacClenny	FLORIDA	32063	(904) 259-2292
WBCF-FM	336 W. McClochy Ave.		Marianna	FLORIDA	32350	(305) 745-8563
WTFG	P.O. Box 498		Melbourne	FLORIDA	32946	(904) 482-3046
WTOT	P.O. Box 569		Melbourne	FLORIDA	32935	(305) 254-1560
WTAI	P.O. Box 1560		Melbourne	FLORIDA	32901	(305) 723-1661
WYR-FM	2291 Front St.		Miami Beach	FLORIDA	33140	(305) 531-6657
WOAM	767 41st St.		Milton	FLORIDA	32570	(904) 994-7191
WABM-FM	P.O. Box 588		Ocala	FLORIDA	32670	(904) 732-2010
WMOF	P.O. Box 1136		Okeechobee	FLORIDA	33472	(813) 763-3181
WLMC-FM	P.O. Box 1246		Okeechobee	FLORIDA	33472	(813) 763-3181
WOGC	P.O. Box 1247		Okeechobee	FLORIDA	33472	(813) 763-3181
WVIV	P.O. Drawer 5519		Orlando	FLORIDA	32805	(305) 425-0623
WHOO	1 Whoop Rd.		Orlando	FLORIDA	32808	(305) 295-3990
WTD-FM	P.O. Box 640		Palatka	FLORIDA	32077	(904) 325-4556
WSUZ	P.O. Box 668		Palatka	FLORIDA	32077	(904) 328-1434
WPAP-FM	P.O. Box 2288		Panama City	FLORIDA	32401	(904) 769-1400
WVVO	P.O. Box 1430		Panama City	FLORIDA	32401	(904) 234-6592
WVWV	2070 N. Palatka St.		Pensacola	FLORIDA	32501	(904) 433-5666
WPFA	P.O. Box 8127		Pensacola	FLORIDA	32505	(904) 433-1141
WGRK	P.O. Box 310		Perrine	FLORIDA	32547	(904) 384-2072
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WDC	P.O. Box 1430		Saint Augustine	FLORIDA	32084	(404) 797-4444
WOYK-FM	P.O. Box 20087		Saint Petersburg	FLORIDA	33742	(813) 576-6055
WSUN	201 2nd Ave. N.		Saint Petersburg	FLORIDA	33701	(813) 821-6262
WYND	P.O. Box 3618		Sarasota	FLORIDA	33578	(813) 365-0700
WELE	P.O. Box 4010		South Daytona	FLORIDA	32021	(904) 767-1131
WKOE	P.O. Box 3168		Tallahassee	FLORIDA	32303	(904) 385-1156
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WHBO	11011 N. Florida Ave.		Tampa	FLORIDA	33612	(813) 535-3171
WFSH	P.O. Box 308		Velpasallo	FLORIDA	32580	(904) 678-2141
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WIRK-FM	P.O. Box 3828		West Palm Beach	FLORIDA	33402	(305) 965-9211
WPCV-FM	P.O. Box 9306		Winter Haven	FLORIDA	33880	(813) 294-5446
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WIAJ	P.O. Box 505		Albany	GEORGIA	31702	(912) 432-9181
WVCW-FM	P.O. Box W		Albany	GEORGIA	31702	(912) 433-9929
WISK	P.O. Box 727		Americus	GEORGIA	31709	(912) 924-6200
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WPLP	803 Peachtree St. NE		Atlanta	GEORGIA	30308	(404) 827-5851
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WGLB-FM	P.O. Box 1475		Augusta	GEORGIA	30903	(803) 279-1380
WACX	P.O. Box 746		Austell	GEORGIA	30001	(404) 941-8300
WMGR	P.O. Box 796		Bridgetree	GEORGIA	31717	(912) 246-1650
WBBK	P.O. Box 568		Blakely	GEORGIA	31723	(912) 723-6311
WCCW	P.O. Box 397		Bremen	GEORGIA	30110	(404) 537-3275
WGIG	801 Mansfield St.		Brunswick	GEORGIA	31520	(912) 265-3870
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WLBZ	P.O. Box 689	Bowling Green	42101	(502) 843-3212	WRUS	P.O. Box 110	Russellville	42276	(502) 726-2471
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WCAR-FM	P.O. Box 335	Cattlettsburg	41129	(606) 738-4113	WCND	P.O. Box 248	Shelbyville	40085	(502) 833-3814
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WAIN	P.O. Box 77	Columbia	42728	(502) 328-2135	WTKY	P.O. Box 208	Tompkinsville	40261	(502) 487-6119
WCTT	P.O. Box 916	Corbin	40701	(606) 528-4717	WKKS	1106 Fairlane	Vanceburg	41179	(606) 796-3031
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WAXU	P.O. Box 11845	Lexington	40329	(606) 254-8888	KFRA-FM	P.O. Box 1111	Franklin	70538	(318) 828-5372
WAXU-FM	P.O. Box 11845	Lexington	40329	(606) 254-8888	KLEB	P.O. Box 326	Golden Meadow	70387	(504) 475-5141
WTKC	614 W. Main St.	Lexington	40308	(606) 233-1515	WLSJ	P.O. Box 236	Gonzales	70737	(504) 644-2191
WWVY	P.O. Box 890	Louisia	41230	(606) 638-9491	WFPR	P.O. Box 1779	Hammond	70404	(504) 542-1400
- WAMZ-FM	P.O. Box 1084	Louisville	40201	(502) 582-7333	KCL-FM	P.O. Box 2068	Houma	70361	(318) 992-4155
WVNY	660 S. 3rd St.	Louisville	40202	(502) 385-6148	KCKW	P.O. Drawer KK	Jena	71342	(318) 992-4155
WTMT	201 W. York St.	Louisville	40203	(502) 583-6200	KJNA-FM	P.O. Drawer KK	Jena	71342	(318) 992-4155
WFMY	P.O. Box 338	Madisonville	42431	(502) 821-4096	KTOC	622 Hudson Ave.	Jonesboro	71251	(318) 259-4600
WNGO	Box 679	Mayfield	42066	(502) 247-5122	KKWW	P.O. Box 3067	Lafayette	70502	(318) 232-2630
WFTM	626 Foster Ave.	Maysville	41056	(606) 584-3361	KLCL	P.O. Box 231	Lake Charles	70601	(318) 433-1641
WFTM-FM	626 Foster Ave.	Maysville	41056	(606) 584-3361	KLPL	P.O. Box 231	Lake Providence	71254	(318) 556-1882
WMK	P.O. Box 608	Middlesboro	40965	(606) 248-5842	KLPL-FM	P.O. Box 231	Lake Providence	71254	(318) 556-1882
WFLW	P.O. Box 36	Monticello	42633	(606) 348-8427	KLIC	1700 Parkway Dr.	Morroe	71201	(318) 368-3000
WWSK	P.O. Box 369	Morganfield	42437	(502) 389-1550	KNOE	P.O. Box 4067	Morroe	71203	(318) 387-9900
WMSK-FM	P.O. Box 369	Morganfield	42437	(502) 389-1550	KOKI-FM	P.O. Box 847	Morgan City	70380	(504) 395-2853
WMSF	34 Broadway	Mount Sterling	40353	(606) 469-1150				70380	(504) 395-2853
WSPJ	P.O. Box 527	Murray	42071	(502) 753-2400					
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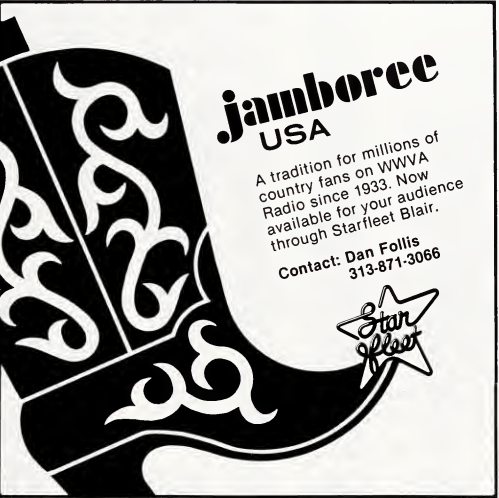
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KLTI	P.O. Box 188	Macon	63532	(816) 385-2191
KMMO	P.O. Box 128	Marshall	65340	(816) 886-7422
KMSB	P.O. Box 386	Marshall	65340	(816) 886-7422
KRES-FM	P.O. Box 430	Moberly	65270	(816) 263-1300
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KYRD	P.O. Box 280	Poplar Bluff	63901	(314) 785-0881
KZNN-FM	P.O. Box 727	Potosi	63873	(314) 373-5436
KWFO	P.O. Box 140	Rolla	65461	(314) 364-2525
KFEQ	P.O. Box 879	Saint Charles	63301	(314) 946-6000
KULN	2414 S Leonard Rd.	Saint Joseph	64502	(816) 233-8881
WFL	300N 12th Blvd.	Saint Joseph	64503	(816) 233-2577
WFL-FM	300N 12th Blvd.	Saint Louis	63101	(314) 436-1600
KSOH	P.O. Box 428	Saint Louis	63670	(314) 883-9980
KDRO	3106 W Broadway	Sedalia	65301	(816) 826-5005
KSTO-FM	P.O. Box 907	Stikeston	63801	(314) 471-1520
KTTT	P.O. Box 1806	Springfield	65802	(417) 865-6514
KTTT-FM	P.O. Box 1806	Springfield	65802	(417) 865-6514
KWTO	P.O. Box 4568GS	Springfield	65804	(417) 889-9000
KALM	P.O. Box 15	Thayer	64791	(417) 264-7211
KWRE	P.O. Box 220	Warrenton	63383	(314) 456-3311
KRBD	P.O. Box 383	Warrenton	63383	(314) 456-3311
KUPW	P.O. Box 518	Waynesville	65583	(314) 336-4913
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KANA	105 Main	Anaconda	59711	(406) 563-3473
KFLN	P.O. Box 790	Baker	59313	(406) 778-3381
KPWB	P.O. Box 1019	Billings	59102	(406) 252-4386
KIDJ-FM	P.O. Box 30198	Billings	59107	(406) 656-1410
KDYN	P.O. Box 919	Billings	59103	(406) 252-1777
KPWB	P.O. Box 1689	Bozeman	59715	(406) 587-5188
KIKC	P.O. Box 1250	Forsyth	59327	(406) 356-2711
KMON	7 Holiday Villages	Great Falls	59405	(406) 455-3236
P.O. Box 668	Hardin	59040	(406) 363-3010	
KHDN	P.O. Box 389	Hardin	59040	(406) 665-1230
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KGEZ	P.O. Box 600	Kalispell	59034	(406) 755-6060
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KYSS-FM	P.O. Box 150	Missoula	59801	(406) 728-9300
KERR	P.O. Box 1508	Polson	59860	(406) 252-2555
KCND-FM	P.O. Box 518	Scobey	59263	(406) 487-2293
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P.O. Box 931	Fairbury	68337	(308) 422-5545	
KGMT	P.O. Box 425	Fairbury	68332	(402) 729-3282
KRVN	104 W. 8th St.	Lexington	68850	(308) 324-2371
KCKB	P.O. Box 1506	Lincoln	68506	(402) 423-1530
KNCY	P.O. Box 278	Nebraska City	63410	(402) 873-3348
KNCY-FM	P.O. Box 278	Nebraska City	68410	(402) 873-3348
WJAG	P.O. Box 789	North Platte	68701	(402) 311-0780
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KYNN-FM	615 N. 90th	Omaha	68141	(402) 392-1490
P.O. Box 150	O'Neill	68763	(402) 336-1612	
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KYVZ	P.O. Box 129	Scottsbluff	68981	(308) 685-2321
KNEB-FM	P.O. Box 239	Scottsbluff	69361	(308) 632-7121
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KRAM	925 E. Desert Inn Rd.	Las Vegas	89109	(702) 732-1363

• KVGE	1555 E. Flamingo #435	Las Vegas	89109	(702) 732-1753
• KBBT	P.O. Box 11710	Reno	89510	(702) 322-7340
• KONE	P.O. Box 1928	Reno	89505	(702) 329-9261

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KDDQ	4103 Montgomery NE	Albuquerque	87109	(505) 881-5333
KRWE	P.O. Box 757	Albuquerque	87103	(505) 765-5400
KRZJ	P.O. Box 3280	Albuquerque	87190	(505) 884-5383
KSPV	317 W. Quay Ave.	Artesia	88210	(505) 746-2751
KCCC	101 W. Merrwood	Carlsbad	88220	(505) 887-5521
KICA	P.O. Drawer K	Clovis	88101	(505) 763-5511
KRWA	P.O. Box 1270	Clovis	88101	(505) 762-4411
KRBO-FM	P.O. Box 970	Espanola	87533	(505) 763-9201
KGAK	401 E. Coal Ave.	Galup	87301	(505) 863-4444
KRFR-FM	P.O. Box 276	Hobbs	88240	(505) 393-1551
KGRF	P.O. Box 968	La Cruces	88001	(505) 524-8588
KLEA	P.O. Box 877	Lovington	88260	(505) 396-2244
KLEA-FM	P.O. Box 877	Lovington	88260	(505) 396-2244
KENM	P.O. Box 886	Portales	88130	(505) 356-6681
KRSY	P.O. Box 1981	Roswell	88201	(505) 622-0290
KARF	P.O. Box 4097	Santa Fe	87502	(505) 471-2311
KNFT	Hwy. 180 E.	Silver City	88061	(505) 461-0522
KINM	P.O. Box 668	Tucuman	88401	(505) 468-1952
KTNN-FM	P.O. Box 668	Tucuman	88401	(505) 468-1952

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WABY	855 Central Ave.	Albany	12206	(518) 482-8614
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WOKO	1450 Western Ave.	Albany	12203	(518) 449-1460
WSEN	P.O. Box 1050	Baldwinsville	13027	(315) 635-3971
WSEF-FM	P.O. Box 1050	Baldwinsville	13027	(315) 635-3971
WBTF-FM	438 E. Main	Bath	14020	(716) 344-1490
WKHK-FM	41-3058th St.	Woodstock	11377	(212) 337-1700
WKOP	32 W. State St.	Binghamton	13902	(607) 722-3437
• WVOL	Hotel Lafayette	Buffalo	14203	(716) 854-1120
WVFL-FM	Hotel Lafayette	Buffalo	14203	(716) 854-1120
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WKRT	292 Tompkins St.	Cortland	13045	(607) 756-2828
WBLZ	15 Water St.	Fredonia	14623	(716) 672-2157
WOIX-FM	P.O. Box 288	Horseheads	14845	(607) 739-0771
WHJG-FM	P.O. Box 1199	Jamestown	14701	(716) 664-2313
W3WO-FM	5360 Willam St.	Lancaster	14608	(716) 681-1313
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WDLA-FM	P.O. Box 58	Walton	13856	(607) 865-4321
WNCM-FM	P.O. Box 63	Watertown	13601	(315) 788-2390

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WPMC-FM	P.O. Box 1119	Burlington	27215	(919) 584-0126
WPTL	P.O. Box 471	Canton	28616	(919) 286-2676

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Cash Box Chart Methodology

The Cash Box Top 100 Country Singles chart is based on a quantitative analysis of playlist reports from 162 country radio stations across the country. The purpose of the following is to describe the preparation of the most authoritative country music chart in the industry.

For a record to debut on the Top 100 Country chart it must receive at least 12 radio reports within a two-week period. This means that the stations must either add the single or jump it five or more points.

To debut with a bullet, a record has to garner at least 12 radio reports in a single week. The more reports, the higher the record will debut.

Once a record is on the chart, the number of reports needed to receive a bullet is determined by its position on the chart. The higher the chart position, the more reports it takes to bullet.

Taking this analysis a step further, a record that appears between positions 10 to 76 needs 12 reports for a bullet. For records between 75 and 81, 20 reports are required for a bullet. From 80 to 91, 25 reports; from 90 to 99, 30 reports; from 100 to 110, 35 reports; from 110 to 120, 40 reports; from 120 to 130, 45 reports; from 130 to 140, 50 reports; and records in the top 10 need 55 reports for a bullet.

The chart also reflects sales data reported to Cash Box from a broad cross-section of retailers, rack jobbers and one-stops. For example if a record falls short of the required number of radio reports for a bullet, but shows exceptionally strong sales support, the sales information in determining whether the record receives a bullet. Conversely, if a record in the top 30 shows ample radio support but lacks the sales reports corresponding to its chart position, we take that into consideration also.

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WISCONSIN	
WXCE	P.O. Box 1260
WATK	P.O. Box 310
WYNE	P.O. Box 1237
WXRO-FM	98 Slodard St.
WVBC	504 W. 4th Ave.
WDMP	P.O. Box 116
WDMP-FM	P.O. Box 116
WAXK-FM	P.O. Box 47
WJJK	P.O. Box 24
WVBC-FM	115 S. Jefferson St.
WEMP	11800 W. Grange Ave.
WLXR-FM	P.O. Box 2017
WIBL	P.O. Box 3336
-WTSO	P.O. Box 8030
WUCB	P.O. Box 99
WCLL	844 Pierce Ave.
WIGM	P.O. Box 59
WGM-FM	P.O. Box 59
WVNE	P.O. Box 1360
WBCS-FM	5407 W. McKinley Ave.
WVBC-FM	5407 W. McKinley Ave.
WEKZ-FM	P.O. Box 460
WCEN	Wisconsin Pavilion
WCCN-FM	Wisconsin Pavilion
WVTL	P.O. Box 1490
WGLB	P.O. Box 3437
WPRD	P.O. Box 1350
WVEG	2200 N. Greenbay Rd.

Amery	54001	(715) 268-7185
Amigo	54409	(715) 625-1924
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NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

ULLANDA McCULLOUGH (Atlantic 3804)
Bad Company (3:06) (Nick-O-Val Music Company — ASCAP) (N. Ashford, V. Simpson) (Producers: N. Ashford, V. Simpson)

An experienced session singer turned soloist, McCullough trades places with Ashford & Simpson (for whom she has regularly sung backup) on this delicious R&B/dancer from the prolific pair. As usual, Ashford & Simpson have come up with just the right string and horn arrangements to frame the singer's voice.



THE SCOOTERS (EMI America 8074)
Love Stealer (3:34) (Mysons Ltd./B. Feldman & Co., Ltd./Utopia Music Ltd., admin. by Glenwood Music Corp./Dejamus Inc. — ASCAP) (P. Wainman, R. Myhill) (Producer: P. Wainman)

L.A.'s Scooters sound more English with every outing, although the Beatles trappings which marked its last effort have been replaced by a more distinctively individual pop/rock style. A slightly sweet pop/rock hook sells it.



DENNIS BROWN (A&M 2313)
Foul Play (3:20) (Ivring Music, Inc./Joe Gibbs Music, Inc. — BMI) (J. Gibson) (Producer: J. Gibbs, C. Hunt)

Brown extends the parameters of reggae by fusing a roots approach with a more contemporary R&B style here in a manner that would make Stevie Wonder smile. Some of the top Jamaican notables, including Robbie Shakespeare and Sly Dunbar, assist in the proceedings.



LAKESIDE (Solar YB-12188)
Your Love Is On The One (4:01) (Spectrum VII/Circle Publishing — ASCAP) (S. Shockley, F. Alexander, Jr.) (Producer: Lakeside)

The fantastic R&B voyagers are back for an encore after their recent #1 B/C performance and the word is... don't sit down! More funky, yet highly melodic, groove matter here, with a staunch bass keeping things together behind a well-paced vocal workout. Look for extra heavy B/C and dance club play.

MARILEE (Spector Records Int'l. SRI-00098)
Stay The Night (3:15) (Cleveland Int'l. Music) (Dolph, Green) (Producers: R. Albert, H. Albert)

The ears of adult pop and A/C programmers should perk up upon hearing this first effort by Marilee, a songstress whose voice encompasses the girlish, upper reaches of an Olivia Newton-John, with the sonorous strength of an Anne Murray. Strings and a light rhythm touch provide just the right accents for this crossover powerhouse.



VISAGE (Polydor PD 2158)
Fade To Grey (3:58) (Control-PRS/Island Music-BMI) (Payne, M. Ure, B. Currie) (Producer: Visage, M. Ure)

Visage, the newest wave in electronic rock dance music, is largely the brainchild of colorful English Blitz impresario Steve Strange and assorted buddies from Ultravox (Midge Ure, Billy Currie). Heavy doses of synthesizer, layered vocals and a discotronic rhythm entrance the listener.



EMILY BINDIGER (Handshake WBS 70076)
Baby It's You (2:49) (Intersong Music — ASCAP) (Bachrach, David, Williams) (Producer: E. O'Loughlin)

After covering Sheena Easton's U.K. hit "Modern Girl," Emily tackles Smith's 1969 chart topper and gives it a first class rock treatment that is also extremely danceable. The former backup singer for Leonard Cohen packs a vocal wallop, striking hard 'n' fast, meshing perfectly with the instrumental.



BERNARD WRIGHT (Arista/GRP GS 2511)
Just Chillin' Out (3:44) (Sunset Burgundy, Inc. — ASCAP) (M. Miller, B. Wright, A. Flythe, B. Johnson) (Producers: D. Grusin, L. Rosen)

Sixteen-year-old pianist Bernard Wright first appeared on labelmate Tom Browne's solo debut, but the prodigious Wright showcases his own blend of jazz/R&B keyboard stylings on this grabbing rap-funker. You can take this one to the bank, as B/C stations should jump on this faster than you can say 'hit.'

FEATURE PICKS

HITS OUT OF THE BOX

POINT BLANK (MCA MCA-51083)
Let Me Stay With You Tonight (3:24) (Hamstein Music Co. — BMI) (Keith, Hamilton, Gruen, Burns, Davis, Randolph) (Producer: Bill Ham)

1981 should be the year that the new generation of southern boogie bands like 38 Special and Point Blank here, will come into its own. With a more melodic, sophisticated style and new lead singer Bubba Keith, P.B. is an odds on fave.

DIRE STRAITS (Warner Bros. WBS 49688)
Romeo And Juliet (4:12) (Stratjacket Songs Ltd., admin. by Rondor Music (London) Ltd. (PRS), controlled in the U.S. by Almo Music Corp. — ASCAP) (M. Knopfler) (Producers: J. Iovine, M. Knopfler)

Mark Knopfler, in his best Dylanesque voice, plays a modern minstrel in this cinematic updating of the old romantic tale. A beautiful return to form for the Straits.

WARREN ZEVOON (Asylum E-47118)
Lawyers, Guns And Money (3:48) (Zevon Music — BMI) (W. Zevon) (Producers: W. Zevon, G. Ladany)

Admirably backed by Boulder, Werewolf Zevon rips into a torrid reading of "L.G.A.M.," yelping for all his wits as David Landau flails out some hot lead guitar licks.

PAUL ANKA (RCA PB-12184)
Think I'm In Love Again (3:50) (Hall Clement Publications/Paul Anka Music Inc. — BMI) (P. Anka, B. McMill) (Producer: L. Butler)

With Larry Butler producing and Bob McMill co-writing, it's easy to imagine Anka's latest as a country tune. However, pop adult and A/C stations would more likely embrace this string laden love tune. Hit pop potential here, too.

BOBBY WINTON (Tapestry TR006)
Let Me Love You Goodbye (3:01) (Algee Music Corp.) (S. Davis, B. Sherrill) (Producers: J. Bielan, B. Winton)

Winton seems to have returned to his "Blue On Blue" days for this classic 'parting is such sweet sorrow' type of tune. The crooner is backed by heavy duty string orchestration and a chorus of backup singers. Right in the MOR pocket for A/C.

RAY, GOODMAN & BROWN (Polydor PD 2159)
Shoestrings (3:34) (Dark Cloud Music, Inc./H.A.B. Pub., Inc. — BMI) (H. Ray, A. Goodman, W. Brown, L. Walter) (Producer: V. Castellano)

A perfectly informal setting is provided for this trio of vocal harmony experts on this rapless version of "Shoestrings." Silky smooth sax, string and chime backing.

LIPPS, INC. (Casablanca NB 2326)
The Gossip Song (3:46) (Rick's Music, Inc./Steve Greenberg Music — BMI) (S. Greenberg) (Producer: S. Greenberg)

As usual, Lipps mastermind Greenberg has come up with something unusual, and "The Gossip Song" is just that. Cynthia Johnson's vocal versatility is tested on this modern rap. Breezy blend of music hall and R&B for dance, B/C action.

STEVE FORBERT (Nemperor Z56 70066)
Song For Katrina (3:33) (Rolling Tide Music — ASCAP) (S. Forbert) (Producer: P. Solley)

'Little Steve Orbits' earthy folk/pop makes this tune as innocently romantic as Tom Sawyer's crush on Becky. The lyrics, though, steal the show once again... as well as his harmonica playing.

CHAKA KHAN (Warner Bros. WBS 49692)
What 'Cha Gonna Do For Me (3:47) (Average Music, admin. in the U.S. by Ackeé Music Inc./Longdog Music — ASCAP) (H. Stuart, N. Doheny) (Producer: A. Mardin)

It's little bit out from Chaka's new LP bears the indelible instrumental mark of Average White Music, which is little wonder since Hamish Stuart co-wrote it. Sleek and soulful stuff for B/C, pop.

PET CLAMS (Handshake WBS 70070)
Riding In My Car (3:09) (Omflug Music, Inc. — BMI) (R. Gelstein, G. Applegate) (Producers: H. Kristal, G. Kolotin)

The impresario of N.Y.C. punk stronghold C.B.G.B.'s Hilly Kristal has come up with a group that can project the "young 'n' dumb" hard rock attitude with the best of 'em. Raunch rock for AOR, this could catch on with punkers and AC/DC fans alike.

HEART (Epic 19-51010)
Unchained Melody (3:59) (Frank Music Corp. — ASCAP) (H. Zaret, A. North) (Producers: Heart)

DR. HOOK (Casablanca NB 2325)
That Didn't Hurt Too Bad (2:50) (I've Got The Music Co. — ASCAP) (R. Byrne, T. Brasfield) (Producer: R. Haffkine)

RUSH (Mercury 76095)
Limelight (4:01) (Core Music Publishing — ASCAP) (Lee, Lifeson, Peart) (Producers: Rush, T. Brown)

DIANA ROSS (Motown M 1508F)
One More Chance (3:59) (Screen Gems — EMI Music, Inc. — BMI/Princestreet Music — ASCAP) (M. Masser, G. Goffin) (Producer: M. Masser)

ROBERTA FLACK AND PEAPO BRYSON (WB Music Corp./Peabo Music/Very Every Music — ASCAP) (R. Flack, P. Bryson) (Producers: R. Flack, P. Bryson)

HITS OUT OF THE BOX

HITS OUT OF THE BOX

GRAND SLAM — The Isley Brothers — T-Neck FZ 37080 — Producers: Various — List: 8.98

The brother team from T-Neck New Jersey has been doing it for 20 years, and no one has quite ever been able to capture the market on silky, sensual soul the way the Isleys have. Their melodic harmonies, as usual, are in top form here. There's a lot of spirited R&B funk on "Grand Slam," but the smoky, subdued opening tracks — "Tonight Is The Night (If I Had You)" and "Once Had Your Love (And I Can't Let Go)" — are the highlights here. The expected B/C smash.



DIFFICULT TO CURE — Rainbow — Polydor PD-1-6316 — Producer: Roger Glover — List: 8.98

AOR's fever for classic heavy metal is "Difficult To Cure," but Ritchie Blackmore's latest assemblage of Rainbow delivers the right serum on its newest LP. Led by bassist/producer Roger Glover and Deep Purple's noted blackbeard of guitar (Blackmore), the band leans into a collection filled with break-neck paced rockers topped by "Can't Happen Here" and "Spotlight Kid." Lead singer Joe Lynn Turner is perhaps the finest vocalist to stand with Blackmore since Ian Gillan. Heavy Metal blues can be heard in all its glory on "Midtown Tunnel Vision."



B.L.T. — Robin Trower — Chrysalis CHR 1324 — Producer: Robin Trower — List: 7.98 — Bar Coded

High decibel guitarist Robin Trower has joined up with drummer Bill Lordan and famed bass player/vocalist Jack Bruce to form the power trio B.L.T., and the combination is hard to resist. Lordan's deft stick work supplies a nice background for Bruce's finest vocal work since Cream and Trower's fiery leads. This is hard rock played by masters, and it deserves the proper attention from AOR programmers. Brilliant bass/lead guitarist interplay, gripping rhythms and a strong back beat make the LP an event. Top tracks are "Into Money" and "It's Too Late."



PARTY 'TIL YOU'RE BROKE — Rufus — MCA MCA-5159 — Producers: Rufus and John Stronach — List: 7.98

This top flight jazz/funk quintet has left Chaka at home this time around, but sounds as spirited and polished as ever on "Party 'Til You're Broke." Guitarist Tony Maiden, once again, proves that he is a dynamic vocalist on this LP as the band devotes most of its time to breezy uptempo ballads and EWF-like party time romps. Co-producer John Stronach puts just the right amount of gloss on the sound while this celebrated back-band puts its best foot forward and stands out front. "Hold On To A Friend" and "Can I Show You" pace this funky, jazz fused affair.

FEATURE PICKS

MY LIFE IN THE BUSH OF GHOSTS — Brian Eno and David Byrne — Sire SRK 6093 — Producers: Brian Eno and David Byrne — List: 7.98

It's got a good beat and is easy to dance to, but this ain't no "Joolin' around." These two avant garde masterminds have created a strange and wonderful work in "My Life In The Bush Of Ghosts," melding African polyrhythms with pulsing funk, swirling synthesizers, pre-recorded evangelistic radio broadcasts, cryptic chants and other ghostly delights. This is a disturbing and unforgettable work that will be talked about for months.



MUSTA NOTTA GOTTA LOTTA — Joe Ely — SouthCoast/MCA MCA-5183 — Producers: Michael Brovsky and Joe Ely — List: 7.98

The flash from Lubbock is back with another LP that walks the line between rock 'n' roll and country, and sounds a lot like Buddy Holly 1980. Filled with rockably rave ups and Cadillac cowboy cruising songs, it captures the essence of his 1950s Texas roots. There's a million roadhouse gigs, "Hey, Hey Good Looking" Saturday nights and Tequila-fused lost weekends in this album.

CONNECTIONS & DISCONNECTIONS — Funkadelic — LAX JW 37097 — Producers: Various — List: 7.98

The three principals of this band (Fuzzy Haskins, Calvin Simon and Gary Thomas) were members of the original Parliament/Funkadelic clan, but when Clinton moved on to Casablanca, a battle for the name ensued. Ownership for the title of king Funkadelic is still in the courts, but this talented threesome show that they still are "Phunkdorks." The slick, breezy brand of funk isn't as wild or cartoonish as Clinton's, but it is pleasant danceable fare that B/C radio will love.



THE WAY I AM — Billy Preston — Motown M8-941M1 — Producers: Preston, M. Paich, D. Paich — List: 8.98

In the company of the Paich brothers, Preston sounds more progressive and rocky than ever on "The Way I Am." The gospel and R&B overtones override the rock edge, but "Hope" and "Keep On Truckin'" are almost AOR material. Lots of techno keyboard tricks keep things interesting, but Preston still sounds best with spiritually fused material like "A Change Is Gonna Come." Hot for B/C and pop.

FROM BRANCH TO BRANCH — Leon Redbone — Emerald City EC 38-138 — Producers: Various — List: 7.98

That mysterious purveyor of '20s and '30s blues and ragtime is back with another collection of vintage novelty numbers on "From Branch To Branch." No one has figured out his age or what he really looks like, but the dobro brandishing Redbone mumbles his way through another bluesy, dixieland edged set in his usual charming way. New arrangements of great traditionalists like "Mama's Got A Baby Named To Na Na" and "A Hot Time In The Old Town Tonight" pace the LP.



NEW AND DEVELOPING ARTISTS

SILVER PLATINUM — Spector Records SW-7002 — Producers: Silver Platinum and Louis Pace — List: 7.98 — Bar Coded

This threesome from Miami might not attain the record sales its name implies, but its off to an excellent start. The single, "Dance," is already a smash, and there are at least three more singles that should eat up the B/C charts. Danceable and effervescent like The Jacksons and innovative like Jerry Knight, the band has pulled all the stops for this dynamic debut. Top tracks are "I Am" and "Funky Part."



ELECTRONIC EDEN — The Brains — Mercury SRM-1-4012 — Producer: Steve Lillywhite — List: 8.98

This high I.Q. quartet from Atlanta put out the FM hit of the year in 1980 with "Money Changes Everything," and their debut LP was chocked full of neurotic new rock classics such as "Raeline" and "In The Night." Hard rocking hooks, floating synthesizer swirls, haunting vocals and brilliant quartet interplay fuel this, their sophomore outing. Leader Brain Tom Gray's compositions are riveting tales of 21st century love lost and gained in 4/4 time, and this band is the best thing to come out of Atlanta since Hank Aaron.

FRANKE & THE KNOCKOUTS — Millennium BXL1-7755 — Producer: Steve Verroca — List: 7.98 — Bar Coded

Franke Previtte and his boys show themselves to be a crack power pop outfit on their debut for Millenium. They draw on a lot of influences — a tad of Bob, a taste of Bad Company and a dash of Toto — but the band's ultimate concoction is the perfect tonic for Top 40 radio. This five-piece from the East Coast has the finesse and talent to become a pop radio mainstay. Top tracks are "She's A Runner" and "You're My Girl."



WHAT A BLOW — Ian Gomm — Sire/Epic JE 36433 — Producer: Martin Rushent — List: 7.98 — Bar Coded

Gomm hit the Top 40 last year with his "Hold On" single, making him the Sire roster's most successful mid '80s Brit Pop revivalist. His refined Brinsley Schwarz meets The Everly Brothers sound is as infectious as they come on songs like "Here I Come Again" and the Jack Tempchin remake "Slow Dance." Gomm can rock passionately as well. Songs such as the title track and "Nobody's Fool" prove that Gomm and producer Martin Rushent are a volatile pop combination.

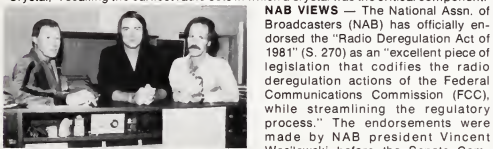
CELEBRATE THE BULLET — The Selector — Chrysalis CHR 1306 — Producers: Roger Lomas and The Selector — List: 7.98 — Bar Coded

A dynamic live show and The Selector's unique brand of revived up ska garnered them a substantial U.S. following last year. But the Coventry-based band left their 2 Tone label and was also beset with personnel changes after a triumphant U.S. debut. Now, they are back and stronger than ever on "Celebrate the Bullet." Producer Roger Lomas and a bold new lineup gives this inventive dance band a more diverse rock and R&B edge. A winner.



AIR PLAY

ROCK AWARD WINNERS — In contrast to this year's Grammy awards, which primarily focused attention on, and honored, MOR or adult contemporary acts, DiP's recently announced Radio Awards appear to more closely reflect the music that dominates the AOR and Top 40 airwaves, as well as the national retail reports. The third annual Rock Radio Awards had eight "favorite" categories and a ninth award, "The Tom Donahue Memorial Award," the winners of which were selected by radio station personnel from 300 stations across the country. A special two-hour awards show was broadcast March 7 over the ABC-FM network. Hosting the presentations were **Patrick Simmons** of the **Doobie Brothers** and **WFLA** New York personality **Carole Miller**. The pre-recorded show featured in-concert music by all of the winners as well as acceptance speeches. The categories and the winners were: Favorite Male Singer — **Bruce Springsteen**; Favorite Female Singer — **Pat Benatar**; Favorite All-Time Album — "Dark Side of the Moon," by **Pink Floyd**; Favorite Debut Album — "Christopher Cross," by **Christopher Cross**; Favorite Group — **Eagles**; Favorite Concert Act — **Bruce Springsteen**; Favorite Single — "Another Brick in the Wall," by **Pink Floyd**; and Favorite Album — "The Wall," by **Pink Floyd**. The Tom Donahue Memorial Award, which is awarded each year for significant contributions to the medium of FM radio, was given to **John Lennon**. Chosen by decision of the board of governors of the Rock Radio Awards, Lennon was cited for his "infinite influence on the FM medium." Commenting on the show, DiP co-principal **Bob Meyrowitz** said, "The pre-recorded format allows us to present all the winners performing as part of the program. In effect, what has happened is that radio has programmed the perfect two-hour show for itself. This awards format is far better for music acts than shows like the Grammys." Each winner received a Baccarat Crystal obelisk designed by Tiffany & Company. The award was nicknamed the "Crystal," recalling the earliest radio sets in which a crystal was used.



HISTORICAL MOMENT — The final touches have been completed on *Drake-Chenault's Silver Anniversary* edition of *The History of Rock and Roll*, which is scheduled to air nationally on *Listen*. Hosting to the final playback are (l-r): **Bill Watson**, producer; **Bill Drake**, executive producer; and **Mark Ford**, technical producer.

However, Wasilewski asked that "language more clearly forbidding the Commission from imposing limitations on the number of commercials or amount of commercial time be added." In other NAB news, the association has filed with the FCC to set forth a single, clear technical standard and conclude its long-standing proceeding for AM stereo broadcasting. In its filing, the NAB said that in a recent survey, broadcasters and manufacturers "overwhelmingly showed a preference for a single system." The NAB observed that once a clear technical standard is chosen by the FCC, competitive free market forces would take control in terms of the marketing of transmitting equipment, radio programming and receiving equipment. . . . Finally, William Carlisle, former vice president of government relations for the NAB, was named recipient of the 1981 *Grover C. Cobb Memorial Award*, which will be presented on April 15 during the Association's 50th annual convention in Las Vegas.

DO IT YOURSELF — The consulting firm of Jeff Pollack Communications, Inc., has completed the "Do-It-Yourself" guide, which client stations can use to develop extensive research and achieve better ratings results without excessive research costs. The Do-It-Yourself plan calls for various forms of research, including call-outs, focus groups and store surveys. The guide is designed to determine lifestyle, music preferences, radio listening habits and consumer buying trends of the target 15-34 year old urban rock audience. The Do-It-Yourself guide is specifically tailored for each station individually and on a market-by-market basis. For more information, contact **Jeff Pollack** at (213) 459-4995.

FOR YOUR INFORMATION — National radio syndicators Westwood One has set the weekend of March 27 for an "Off The Record" special featuring **Styx**. Hosted by **KMET**/Los Angeles personality **Mary Turner**, the **Styx** special is the fourth in a series of six two-hour shows hosted by Turner each year. The special is being distributed on a barter basis. For further information, contact **Judy Gold**, vice president of sales for Westwood One, at (213) 204-5000. . . . Eight months ago, the I.R.S. label started a subscription service with college radio stations and the list of participating stations is now numbers 110. For \$25 a year, a college station becomes an I.R.S. agent and is entitled to all new releases, promotional material, artist itinerary and catalog product. The stations work directly with the record company and I.R.S. says the plan has been excellent in getting in touch with the album buying college audience.

NEW JOBS — **Tim Logan**, formerly from **WBHP**/Huntsville, has become the assistant PD and MD at **WGAD**/Gadsden, Ala. He will also serve as music director at **WGAD**'s sister station **WBHP**/Huntsville. . . . **Ralph Perry** was named to the position of vice president of network sales and market plans at **WAAF**/Worcester. . . . **David Bernstein** has been named program director at **WAAF**/Worcester. . . . **The Lobster** has become **KLIV**/San Jose's associate program director and will work with **Empire Broadcasting's** programming and promotions director **John McLeod**, who was **KLIV**'s program director. **Lobster** will continue his afternoon drive weeknight shows as well as his 6 p.m.-midnight weekend show. . . . **Bruce Kelly**, former **96X**/Miami program director, is now handling the afternoon drive program at **W100**/Miami. . . . **Alan Sells** is the new evening man at **W05**/Boston between 8 p.m.-midnight weekdays. **David Brundage** is now hosting a talk show at **WRKO**/Boston between 8 p.m.-midnight weekdays.

Budget, Personnel Cuts Force FCC To Reevaluate Functions

by Mark Albert

LOS ANGELES — A number of operations and functions of the Federal Communications Commission (FCC) will be streamlined or eliminated by a proposed budget of \$100 million for 1982. However, the regulatory agency will make any necessary adjustments and continue to proceed with business as usual, according to acting chairman Robert E. Lee. "The budget cut will certainly affect how we do things, but it won't put us out of business," Lee said. "What we are going to have to do is set priorities and consolidate certain areas and eliminate others that are more burdensome." Two areas that Lee said could greatly relieve the Commission of cumbersome work and costs were license terms for radio stations and CB radios.

"Radio deregulation will certainly free us from much unnecessary work," Lee commented. "The bill currently before the Senate calls for indefinite licensing. The elimination of public hearings and paperwork associated with license renewals would save us quite a few jobs." (Budget reductions at the FCC will reduce the number of necessary steps by the agency by 169, according to Lee). Lee felt, however, that the term "indefinite" may cause some problems and that a compromise of 10-year licenses would probably be more acceptable. He also said that he would prefer to eliminate the procedure of CB licensing, but that legislation would be necessary to change that, according to FCC attorneys.

AM Stereo Delayed

Lee said that the reality of AM stereo may be delayed because of the budget cuts. It is necessary for the FCC to give permission for stereo broadcasting on the AM band because of a number of legalities, such as station interferences, but due to the budget cuts, AM stereo was not a priority and the case was "put on the back burner" and not currently being worked on.

Personnel changes in the Commission, with a shift from Democrat to Republican control, is also expected to affect the agency's rule-making policies. Lee explained that the next year alone would see five new appointees, four by June 30. **TM Signed To Program Airline Entertainment** **LOS ANGELES** — **TM** Programming, the Dallas-based radio consulting and programming firm, has signed an agreement with **Trans Com**, a unit of **Sunstrand Corp.**, to supply on-board airline programming for over 40 national and international airlines. **Trans Com** is the world's largest supplier of entertainment for the airline industry.

Lee Bayley, vice president and general manager of **TM** Programming, said that **TM** has created a new airline services department to program and produce material in all music areas from rock, beautiful music and country to classical, opera, comedy and kids shows.

Brian Langevad, general manager of entertainment programming for **Trans Com**, commented, "We selected **TM** Programming because of their vast knowledge of music programming and exclusive interviews. They offer, such as producing commercials, short musical signatures and special shows. We'll always be able to have something new and exciting for the airline passenger."

A few of the airlines that will be using **TM**'s programming include **Alm**, **British** Airways, **SAS**, **Am. Alitalia**, **Laker**, **Hawaiian Air** and **AeroMexico**.

mally, Lee said, that process would take two or three years.

Although Lee was elected acting chairman by his fellow commissioners and endorsed by President Reagan, current FCC chair **William French Smith** and his staff will remain at that post until his planned retirement from government on April 10. Ferris' term has three years remaining, but the chairman has chosen to retire and has also removed himself from any FCC rulemaking until April 10. Lee has already announced his retirement when his term ends on June 30 and former commissioner **Tyrene Brown** already resigned to pursue a law career. In addition, commissioner **Abbot Washburn** will retire from the FCC when his term expires June 30, 1982. **James Quelo**, whose term expired last June, can remain on the Commission until a successor is appointed, but it is expected that he will be reappointed.

Overall, Lee anticipates an exciting period of time for the FCC and the broadcasting industry, noting that despite occurring changes within the agency, its "hands were not tied" and they would "not tolerate any individual requests that they refer to the rulemaking pending the appointment of a new chairman."

"We've put a lot of the big issues behind us," Lee stated. "One big issue facing radio that still remains, and one that is more of a public policy question, is direct broadcasting from satellites. While there are no technical problems, broadcasters are opposed to this because they fear it will eliminate the need for radio stations, particularly on a local basis.

"This is the age of deregulation and deregulation," Lee continued. "We weren't cut as badly as some of the other agencies, but we definitely are giving closer inspection and evaluation of all of our functions. If we are going to dispense with certain procedures, this is the best time to do it, because cutting back is the current mood of the country. They expect it, and we will have to set our priorities like everybody else."

Weedek To Simulcast Country Music Awards

LOS ANGELES — The Dick Clark Co. has given the Weedek Corp. exclusive rights to radio simulcast the NBC television special, *The Academy of Country Music Awards* show to be aired on April 30.

Awards will be given in 11 categories, with the five finalists in each, and will feature one week prior to the television program. Ron Martin, who is host of *Weedek's Country Report* and *Country Report Countdown*, will serve as host for the three-hour special.

Both the awards show and the three-hour special are being offered to one radio station per metro market at no charge, with featured music and exclusive interviews. In addition, there will also be three special Academy Board of Directors awards, including *The Pioneer Award*, *The Jim Reeves Award* and *The Special Achievement Award*.

As part of the package, Weedek will also produce a three-hour radio special, to feature music and exclusive interviews. *Country Report Countdown*, will serve as host for the three-hour special.

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LP Chart Position

11 AC/DC • BACK IN BLACK • ATLANTIC
 ADDS: None. **HOTS:** WBAB, WBLM, KZEW, WAAF, WLIR, WBGN, KPBI, KROQ, KWST, KMGN, KMET. **MEDIUMS:** WCOZ, WMMs, WCCC, WKDF. **PREFERRED TRACKS:** Shoot, Money, Title, Shock, Belis.
SALES: Good to moderate in all regions.

7 MOST ACTIVE

29 APRIL WINE • THE NATURE OF THE BEAST • CAPITOL
 ADDS: None. **HOTS:** WLVO, KMGn, WAAL, KSHE, WBAX, KNCC, KROQ, KSJO, WKDF, WBAB, WWWW, WYDD, WCOZ, WLIR, WMMs, KL0L, WGR0, KPBI, WOUR, WCCC, KEZY, WSHF. **PREFERRED TRACKS:** Just Between, Future, City, Queen.
SALES: Moderate in all regions; strongest in Midwest.

2 MOST ADDED

B.L.T. • CHRYSALIS



ADDS: WLVO, KMGn, WHFS, WAAL, KMEL, KSHE, KNCC, KROQ, KSJO, WNEW, WIBZ, KEZY, WCCC, WOUR, WMMs, WLIR, KZEL, WCOZ, WWWW, KZEW, WBLM, WBAB. **HOTS:** WCCC, WLIR, WBAB. **MEDIUMS:** WLVO. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

5 MOST ADDED

BADFINGER • SAY NO MORE • RADIO RECORDS/ATLANTIC



ADDS: WAAL, KSHE, KNAC, KZEL, KOME, WBLM, KZOK, KZEL: WCOZ, WIBZ. **MEDIUMS:** KSHE, WWWW, WSHF, WKDF. **PREFERRED TRACKS:** Hold On, I Got You.
SALES: Just shipped.

6 PAT BENATAR • CRIMES OF PASSION • CHRYSALIS
 ADDS: None. **HOTS:** WBAB, WBLM, KZEW, WMMs, WBGN, KSJO, WIOQ, KWST, KMGn, KMET. **MEDIUMS:** WCOZ, WLIR, WBAX. **PREFERRED TRACKS:** Treat, Best Shot.
SALES: Good to moderate in all regions.

7 BLONDIE • AUTOAMERICAN • CHRYSALIS
 ADDS: None. **HOTS:** KOME, KZEL, WMMs, WBGN, KSJO, KNAC, KROQ, KNCC, KMEL. **MEDIUMS:** KPBI, KEZY, WKDF. **PREFERRED TRACKS:** Rapture, Walk, Dark.
SALES: Good to moderate in all regions.

96 THE BOOMTOWN RATS • MONDO BONGO • COLUMBIA
 ADDS: None. **HOTS:** KNAC, KROQ. **MEDIUMS:** WBAB, WWWW, WLIR, WGR0, WCCC, WHFS, KMGn. **PREFERRED TRACKS:** Up All Night, Go Man, Banana.
SALES: Weak in South; fair in all others.

THE BRAINS • ELECTRONIC EDEN • MERCURY/POLYGRAM
 ADDS: KSJO, KZEL, WBAB. **HOTS:** None. **MEDIUMS:** WBGN, WCCC, KNCC. **PREFERRED TRACKS:** Open.
SALES: Initial breakout in South.

34 JIMMY BUFFETT • COCONUT TELEGRAPH • MCA
 ADDS: None. **HOTS:** WWWW, WMMs, KNX, KNCC. **MEDIUMS:** KZAM, KZOK, WBLM, KOME, WYDD, KPBI, KEZY, WSHF, WKDF, KSJO, WAAL, KINK. **PREFERRED TRACKS:** My Job, Growing Older, Title.
SALES: Moderate to fair in all regions; weakest in Midwest.

140 J.J. CALE • SHADES • SHELTER/MCA
 ADDS: WIBZ, WCCC. **HOTS:** KNX. **MEDIUMS:** KZAM, KZOK, WBLM, KOME, WOUR. **PREFERRED TRACKS:** Dungeon, Pack.
SALES: Fair in West and South; weak in others.

115 THE JIM CARROLL BAND • CATHOLIC BOY • ATCO
 ADDS: None. **HOTS:** KZEW, WAAF, WBGN, WGR0. **MEDIUMS:** KZEW, KNAC, WHFS, KMGn. **PREFERRED TRACKS:** Too Late, People.
SALES: Weak in Midwest; fair in all others.

LP Chart Position

1 MOST ADDED



ERIC CLAPTON • ANOTHER TICKET • RSO
 ADDS: KMET, WLVO, KMGn, WHFS, WAAL, KWST, KSHE, KNCC, KROQ, WIOQ, KSJO, WNEW, KNX, WKDF, WSHF, KEZY, WCCC, WOLIR, KPBI, WBAB, KZOK, WBLM, KOME, KZEW, WWWW, WYDD, WCOZ, KZEL, WAAF, WLIR, WMMs, KL0L, WBGN, WGR0. **HOTS:** WLVO, WAAL, WNEW, WSHF, WCCC, KPBI, WBAB, WLIR, KL0L, WBGN. **MEDIUMS:** WKDF.
PREFERRED TRACKS: I Can't.
SALES: Just shipped.

32 THE CLASH • SANDINISTA • EPIC
 ADDS: None. **HOTS:** WHFS, WOUR, WBAB, KOME, WLIR, WMMs, WBGN, WGR0, KZEW, WNEW, KNAC, KROQ. **MEDIUMS:** KMET, KMGn, WAAL, WBLM, KZEW, WWWW, WYDD, KZEL, WAAF, WKDF, KNCC. **PREFERRED TRACKS:** Hitsville, Police, Washington, Magnificent.
SALES: Moderate in East and West; fair in others.

92 PHIL COLLINS • FACE VALUE • ATLANTIC
 ADDS: KROQ, WSHF, KPBI, KOME. **HOTS:** WBAB, WMMs, KZEL, WLIR, WMMs, WBGN, WNEW, WIOQ. **MEDIUMS:** WHFS, KWST, KZOK, WBLM, WAAF, KL0L, WGR0, WCCC, KEZY, KSJO, KMEL. **PREFERRED TRACKS:** In The Air, I Missed.
SALES: Major breakouts in all regions; weakest in South.

9 MOST ACTIVE

27 ELVIS COSTELLO & THE ATTRAXIONS • TRUST • COLUMBIA
 ADDS: WKDF, KZOK. **HOTS:** WHFS, KSHE, KNCC, KROQ, KNAC, WBAB, KOME, KZEL, WLIR, WMMs, WBGN, WGR0, WCCC, WSHF, WNEW, KSJO, WIOQ. **MEDIUMS:** KMET, WLVO, WAAL, WBLM, WWWW, KL0L, WOUR, KEZY. **PREFERRED TRACKS:** Watch Your, Clubland, Whisper.
SALES: Moderate to fair in all regions; weakest in South.

35 DIRE STRAITS • MAKING MOVIES • WARNER BROS.
 ADDS: None. **HOTS:** WBAB, WBLM, KOME, KZEW, WWWW, WMMs, KPBI, WNEW, WIOQ, KNCC. **MEDIUMS:** KMET, KZOK, WCOZ, WBGN, WCCC, KEZY, KNAC, KMGn. **PREFERRED TRACKS:** Skateaway, Tunnel, Romeo, Expresso.
SALES: Moderate to fair in all regions; strongest in West.

DOC HOLLIDAY • A&M
 ADDS: KL0L. **HOTS:** WCOZ, WCCC. **MEDIUMS:** KL0L, WBLM, KMGn. **PREFERRED TRACKS:** I'm A Rocker.
SALES: Initial breakouts in West and South.

154 FIREBALL • CLOUDS ACROSS THE SUN • ATLANTIC
 ADDS: None. **HOTS:** WYDD, KEZY. **MEDIUMS:** WWWW, KPBI, WSHF, KNX. **PREFERRED TRACKS:** Dreamers, No Class.
SALES: Weak in all regions.

70 FLEETWOOD MAC • LIVE • WARNER BROS.
 ADDS: None. **HOTS:** WBLM, KOME, KEZY, KSJO, KNCC, KMEL, KMET. **MEDIUMS:** WCCC, KMGn. **PREFERRED TRACKS:** Fireflies, Atrial, Well.
SALES: Fair in East; weak in others.

8 MOST ADDED

ELLEN FOLEY • THE SPIRIT OF ST. LOUIS • CLEVELAND INTL/EPIC
 ADDS: WHFS, WNEW, WOUR, WLIR, WWWW, WBAB. **HOTS:** None. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Torchlight, M.P.H.
SALES: Just shipped.

194 THE POOLS • HEAVY MENTAL • EMI-AMERICA
 ADDS: KMGn, WSHF, WLIR, WCOZ. **HOTS:** WBGN. **MEDIUMS:** WBLM, WWWW, WMMs, WOUR, WCCC. **KSJO. PREFERRED TRACKS:** Aibi.
SALES: Initial breakouts in East and South.

7 MOST ADDED

FRANKE & THE KNOCKOUTS • MILLENNIUM/RCA
 ADDS: KSHE, KNCC, WIOQ, WLIR, WCOZ, WYDD, WBLM. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Sweetheart.
SALES: Just shipped.

LP Chart Position

6 MOST ADDED

IAN GOMM • WHAT A BLOW • STIFF/EPIC
 ADDS: WHFS, WAAL, WMMs, WLIR, KZEL, WWWW, WBAB. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

136 PEARL HARBOUR • DON'T FOLLOW ME, I'M LOST TOO • WARNER BROS.
 ADDS: None. **HOTS:** None. **MEDIUMS:** KOME, WWWW, KZEL, WLIR, WMMs, WBGN, KNAC, WHFS. **PREFERRED TRACKS:** Open.
SALES: Fair in South; weak in all others.

38 EMMYLOU HARRIS • EVANGELINE • WARNER BROS.
 ADDS: None. **HOTS:** KZAM, KNX, WHFS. **MEDIUMS:** WMMs, KNCC, KINK. **PREFERRED TRACKS:** Mister Sandman.
SALES: Moderate to fair in all regions; weakest in East.

9 MOST ADDED

HAWKS • COLUMBIA
 ADDS: WNEW, WLIR, KZEL, WWWW, KZEW, WBAB. **HOTS:** None. **MEDIUMS:** KSHE. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

69 DONNIE IRIS • BACK ON THE STREETS • CAPOUSEL/MCA
 ADDS: None. **HOTS:** KOME, KZEW, WAF, WMMs, KL0L, WGR0, KPBI, KSJO, WLVO. **MEDIUMS:** KZOK, WBGN, WOUR, WCCC, WKDF, KMEL, KMGn. **PREFERRED TRACKS:** Ah! Leah!, Agnes, Hear You, Title.
SALES: Fair in all regions.

86 THE JAM • SOUND AFFECTS • POLYDOR
 ADDS: WAAL. **HOTS:** WBGN, KNAC, WHFS. **MEDIUMS:** WBAB, WBLM, WWWW, WLIR, WOUR, KROQ. **PREFERRED TRACKS:** Start!, Different, Mondo, Pretty Green.
SALES: Fair in East and West; weak in others.

146 GARLAND JEFFREYS • ESCAPE ARTIST • EPIC
 ADDS: WLVO, KWST, WBAX, KZEW, KOME. **HOTS:** WWWW, KZEL, WLIR, WMMs, WBGN, WGR0, WSHF, WNEW, WMMs, WLVO, WHFS, KNCC, WBAB, KZOK, WBLM, WAAF, KL0L, WKDF, KNAC, KROQ. **PREFERRED TRACKS:** 96 Years.
SALES: Good initial response in all regions.

170 JOAN JETT & THE BLACKHEARTS • BAD REPUTATION • BOARDWALK
 ADDS: None. **HOTS:** WLIR, KNAC. **MEDIUMS:** WBAB, WBLM, KZEL, WBGN, WSHF, KSJO, WHFS. **PREFERRED TRACKS:** Touch Me, Own Me, Jezebel.
SALES: Fair in East and South; weak in others.

6 MOST ACTIVE

9 JOURNEY • CAPTURED • COLUMBIA
 ADDS: None. **HOTS:** KMET, WLVO, KMGn, WAAL, KWST, KSHE, KNCC, KSJO, WBAB, WBLM, KOME, WWWW, WYDD, WCOZ, KZEL, WAAF, WMMs, KL0L, WGR0, KPBI, WOUR, WCCC, KEZY, WSHF. **MEDIUMS:** KMEL, WBAX, KROQ, WKDF, WLIR, WBGN. **PREFERRED TRACKS:** Party's, Hiway, Stay.
SALES: Good in all regions; strongest in West.

91 NICOLETTE LARSON • RADIOLAND • WARNER BROS.
 ADDS: None. **HOTS:** KZAM, KNX, KINK. **MEDIUMS:** KOME, WWWW, KPBI, KEZY, KNCC. **PREFERRED TRACKS:** Ooo-eee.
SALES: Fair in West; weak in all others.

5 MOST ACTIVE

2 JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFFEN
 ADDS: None. **HOTS:** KMET, KINK, WAAL, KWST, KMEL, KNCC, KROQ, WIOQ, KSJO, KNX, WBAB, KZAM, KZOK, WBLM, KOME, KZEW, WWWW, WYDD, WLIR, WMMs, WBGN, WGR0, WOUR, KEZY, WKDF. **MEDIUMS:** KMGn, KSHE, WBAX, WCOZ, KZEL. **PREFERRED TRACKS:** Wheels, Women, Losing You, Starting Over.
SALES: Good in all regions.

LP Chart Position

54 LOVERBOY • COLUMBIA
ADDS: None. HOTS: KZEW, WAAF, WMMS, KLQJ, WGRQ, KBPI, WCCC, WSHE, KSHE. MEDIUMS: WBLM, KOME, WWWW, WYDD, WKDF, KROQ, KNKN, KMEL, KMGN.
PREFERRED TRACKS: Turn Me Loose.
SALES: Moderate in all regions; strongest in West.

89 MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.
ADDS: None. HOTS: KSHE, KROQ, KEZY, WBLM, KOME, WWWW, WYDD, KZEL, WAAF, WOUR. MEDIUMS: WLVO, WAAL, WABX, WKDF, WSHE, WAAA, WBLM, KZOK, KZEW, WCOZ, WLIR, WMMS, WBCN, WGRQ, KBPI, WCCC. PREFERRED TRACKS: For You, Stranded, Lies.
SALES: Weak in South, fair in all others.

138 RANDY MEISNER • ONE MORE SONG • EPIC
ADDS: None. HOTS: KZAM, KZOK, WWWW, WMMS, KBCN, KEZY, WSHE, WAAL, WLVO, KINK. MEDIUMS: WBLM, WOUR, WKDF, KNKN, WABX, KMEL.
PREFERRED TRACKS: Hearts, Whiteshoes.
SALES: Fair in South and Midwest, weak in others.

83 NAZARETH • THE FOOL CIRCLE • A&M
ADDS: None. HOTS: None. MEDIUMS: WBAB, KOME, WWWW, KZEL, WMMS, WGRQ, WCCC, KEZY, KNKN, KSHE, WLVO, KMET. PREFERRED TRACKS: Another Year, Dream.
SALES: Fair in all regions.

NIGHT • LONG DISTANCE • PLANET/ELEKTRA
ADDS: None. HOTS: None. MEDIUMS: KOME, WYDD, WCOZ, KLQJ, KBPI, KEZY, WAAL. PREFERRED TRACKS: Airwaves.
SALES: Weak in all regions.

3 MOST ADDED

— TED NUGENT • INTENSITIES IN 10 CITIES • EPIC
ADDS: None. HOTS: KMET, WLVO, KMGN, KWST, KSHE, WABX, WBAB, WBLM, KZEW, WWWW, KZEL, WAAF, WLIR, WMMS, KLQJ, WBCN, WGRQ, KBPI, WCCC, WIBZ, WSHE, WNEW. HOTS: WLVO. MEDIUMS: KLQJ, WCCC. PREFERRED TRACKS: Open.
SALES: Just shipped.

33 OUTLAWS • GHOST RIDERS • ARISTA
ADDS: None. HOTS: KMET, WLVO, WBAB, WBLM, KOME, WYDD, WCOZ, WLIR, WMMS, WCCC, WSHE, KSJO, KWST, KMGN. MEDIUMS: KZEW, WWWW, KBPI, WKDF. PREFERRED TRACKS: Riders, Angels, Horses.
SALES: Moderate in all regions.

17 THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA
ADDS: None. HOTS: WLVO, WBAB, KZOK, KOME, WWWW, WKDF, KNK, KSJO, WABX. MEDIUMS: KMGN, KZAM, KZEW, WMMS, KLQJ, KBPI, WOUR, KEZY, KROQ. PREFERRED TRACKS: Games, Price.
SALES: Good to moderate in all regions.

171 THE PLIMSBOULS • PLANET/ELEKTRA
ADDS: KSJO, WSHE, WIBZ, KOME, WBLM, HOTS: KNAC, KROQ, KNKN. MEDIUMS: WLVO, KMEL, WKDF. PREFERRED TRACKS: Hush, Now, When You Say.
SALES: Breakouts in West and Midwest.

8 MOST ACTIVE

10 THE POLICE • ZENYATTA MONDATT • A&M
ADDS: WAAL, HOTS: KMET, KMGN, WHFS, KWST, WABX, WBAB, KOME, KZEW, WWWW, KZEL, WLIR, WMMS, WBCN, KBPI, WOUR, KEZY, WNEW, KSJO, KNAC, KROQ, KNKN. MEDIUMS: WLVO, KMEL, WKDF. PREFERRED TRACKS: Don't Stand, De Do Do, Driven, Canisy.
SALES: Good to moderate in all regions.

73 RAINBOW • DIFFICULT TO CURE • POLYDOR/POLYGRAM
ADDS: WLVO, KROQ, HOTS: KMGN, WBAB, WCOZ, WLIR, KLQJ, WCCC. MEDIUMS: KMET, WLVO, WAAL, KOME, WWWW, KZEL, WAAL, WMMS, WGRQ, WSHE, KSJO, KNKN, KSHE, KWST. PREFERRED TRACKS: I Surrender.
SALES: Moderate in all regions.

LP Chart Position

2 MOST ACTIVE



SALES: Good in all regions.

134 THE RINGS • MCA
ADDS: None. HOTS: WBLM, WCOZ, WAAF, WBCN. MEDIUMS: KOME, WOUR, KWST, WAAL, KMGN. PREFERRED TRACKS: Let Her Go.
SALES: Fair in East and Midwest; weak in others.

— ROCKPILE • SECONDS OF PLEASURE • COLUMBIA
ADDS: None. HOTS: WBAB, KSJO, KNAC. KROQ. MEDIUMS: KOME, WLIR, WBCN, KMET. PREFERRED TRACKS: Pet You, Book, Teacher.
SALES: Weak in all regions.

59 TODD RUNDGREN • HEALING • BEARSVILLE
ADDS: KSJO, HOTS: WWWW, WLIR, WMMS, WCCC, WAAL. MEDIUMS: WBAB, KZAM, WBLM, WYDD, KZEL, WBCN, WGRQ, KEZY, KNKN, WHFS, WLVO. PREFERRED TRACKS: Healer, Compassion, Healing 3.
SALES: Fair in all regions; strongest in Midwest.

#10 MOST ACTIVE

19 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: KMET, HOTS: WLVO, KMGN, KWST, KSHE, KNKN, WBAB, KZEW, WWWW, WCOZ, WAAF, WLIR, WMMS, KLQJ, WBCN, WGRQ, WCCC, WSHE. MEDIUMS: KMET, WAAL, WABX, KROQ, WBLM, KOME, KZEL, WKDF, KSJO. PREFERRED TRACKS: Limelight, Tom Sawyer, Signs.
SALES: Good to moderate in all regions.

#10 MOST ADDED

— THE SEARCHERS • LOVE'S MELODIES • SIRE
ADDS: WHFS, KSJO, WNEW, WBCN, WLIR, WBAB. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Melody.
SALES: Just shipped.

149 PHIL SEYMOUR • BOARDWALK
ADDS: None. HOTS: WMMS, WOUR. MEDIUMS: KMET, WAAL, KROQ, WBAB, KZOK, WBLM, KOME, WWWW, WCOZ, KZEL, WLIR, WBCN, WAAL, KMGN, KEZY, KSJO, KNAC. PREFERRED TRACKS: Precious, Let Her, Baby It's You.
SALES: Fair in all regions; strongest in West.

158 SHERBS • THE SKILL • ATCO
ADDS: KMET, HOTS: WWWW, WGRQ, WOUR, KSHE. MEDIUMS: WBAB, WAAF, WMMS, KLQJ, KBPI, WCCC, WSHE, KSJO, WNEW, WABX, WCCC, KEZY, KSJO. PREFERRED TRACKS: Cindy, Crazy, The Skill.
SALES: Moderate in Midwest, fair to weak in all others.

65 GRACE SLICK • WELCOME TO THE WRECKING BALL • RCA
ADDS: None. HOTS: WBLM, KZEL, WLIR, KSJO. MEDIUMS: KOME, KZEW, WLVO, WCOZ, WGRQ, WOUR, KEZY, KROQ, KNKN, KSHE, KMGN, KMET. PREFERRED TRACKS: Sea, Wrecking Ball, Mistrater.
SALES: Fair in East and Midwest; weak in others.

— RICK SPRINGFIELD • WORKING CLASS DOG • RCA
ADDS: None. HOTS: KZEL, WOUR, KNX. MEDIUMS: WWWW, WCOZ, WLIR, KBPI, WCCC, WSHE, WLVO. PREFERRED TRACKS: Jessie's Girl, I've Done.
SALES: Fair in East and West, weak in others.

3 MOST ACTIVE

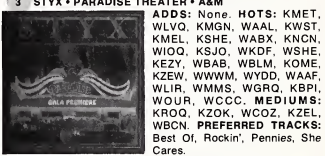
23 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA
ADDS: None. HOTS: KMET, WLVO, KMGN, WAAL, KWST, KMEL, KNKN, KROQ, WIOO, KSJO, WNEW, WKDF, WSHE, KEZY, WOUR, WBAB, KZAM, WBLM, KOME, KZEW, WWWW, WCOZ, WAAF, WLIR, WMMS, KLQJ, WBCN, WGRQ. MEDIUMS: PSHE, WCCC, ZEL, KBPI. PREFERRED TRACKS: Fade Away, Point Blank, Cadillac, Ties, Ramrod, Title.
SALES: Good to moderate in all regions.

LP Chart Position

12 STEELY DAN • GAUCHO • MCA
ADDS: None. HOTS: KINK, KWST, KMEL, WBAB, KZAM, KZOK, WBLM, KOME, KZEW, WWWW, WWWW, WKDF, KNX, WIOO, KNKN. MEDIUMS: KMGN, WBCN, KROQ, WABX. PREFERRED TRACKS: Nineteen, Time, Title, Babylon.
SALES: Good to moderate in all regions.

28 ROD STEWART • FOOLISH BEHAVIOUR • WARNER BROS.
ADDS: None. HOTS: KZAM, WBLM, KOME, KZEW, WOUR, KROQ, KMEL, KWST, KMET. MEDIUMS: WBAB, WWWW, WOUR, KEZY, KNKN, WCCC. PREFERRED TRACKS: Passion, Gimme Wings, Dead.
SALES: Moderate in all regions; strongest in South.

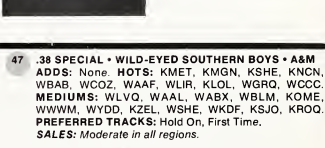
4 MOST ACTIVE



SALES: Good in all regions.

4 MOST ADDED

— JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA
ADDS: KSHE, WIOO, WNEW, KMEL, KSHE, WABX, KNKN, WIOO, KSJO, WKDF, WSHE, KEZY, WBAB, WBLM, KOME, WWWW, WYDD, WAAF, WLIR, WBCN, WGRQ, KBPI, WOUR, WCCC. MEDIUMS: KROQ, KZOK, WCOZ, ZEL, WBCN. PREFERRED TRACKS: Best Of, Rockin', Pennies, She Cares.
SALES: Moderate initial breakouts in all regions.



SALES: Fair in all regions.

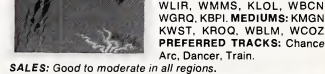
47 .38 SPECIAL • WILD-WEED SOUTHERN BOYS • A&M
ADDS: None. HOTS: KMET, KMGN, KSHE, KNKN, WABX, WCOZ, WAAF, WLIR, WBCN, WGRQ, WCCC. MEDIUMS: WLVO, WAAL, WABX, WBLM, KOME, WWWW, WYDD, KZEL, WSHE, WKDF, KSJO, KROQ. PREFERRED TRACKS: Hold On, First Time.
SALES: Moderate in all regions.

44 TOTO • TURN BACK • COLUMBIA
ADDS: None. HOTS: KMGN, WAAL, KNKN, WCOZ, KEZY. MEDIUMS: KROQ, KSJO, WBAB, KZAM, WBLM, KOME, KZEW, WWWW, WYDD, KZEL, WLIR, WMMS, WGRQ, WOUR, WCCC, WSHE, KNX. PREFERRED TRACKS: Elenore, Gift, Love For.
SALES: Fair in all regions; strongest in West.

174 UFO • THE WILD THE WILLING AND THE INNOCENT • CHRYSALIS
ADDS: None. HOTS: KOME, WCOZ, WMMS, KMGN. MEDIUMS: WBLM, WYDD, WGRQ, WOUR, WCCC, WSHE, KSJO, KROQ, KNKN, KSHE, KWST, KMET. PREFERRED TRACKS: Chains, Long Gone, Get It Right.
SALES: Fair in all regions.

1 MOST ACTIVE

142 U2 • BOY • ISLAND
ADDS: WGRQ, HOTS: WBCN, WHFS. MEDIUMS: WWWW, WCCC, WSHE, KNAC. KROQ. PREFERRED TRACKS: I Will Follow, Out Of Control.
SALES: Fair in all regions; strongest in East.



SALES: Good to moderate in all regions.

87 XTC • BLACK SEA • VIRGIN/RSO
ADDS: WCCC, HOTS: WLIR, KNAC, KROQ, WHFS. MEDIUMS: WCCC, WABX, WBLM, KOME, WWWW, WCOZ, WMMS, WBCN, WGRQ, KBPI, WABX. PREFERRED TRACKS: Generals.
SALES: Weak in South; fair in all others.

TOP 100 SINGLES

March 14, 1981

LAST WEEK	THIS WEEK		WEEKS ON CHART
3	1	WOMAN	JOHN LENNON 9
1	2	KEEP ON LOVING YOU REO SPEEDWAGON 16	
3	9	TO 5	DOLLY PARTON 15
7	4	RAPTURE	BLONDIE 7
6	5	THE BEST OF TIMES	STYX 8
5	6	CELEBRATION	KOOL & THE GANG 20
4	7	I LOVE A RAINY NIGHT	EDDIE RABBITT 19
9	8	CRYING	DON McLEAN 8
12	9	HELLO AGAIN (LOVE THEME FROM "THE JAZZ SINGER")	NEIL DIAMOND 7
11	10	TREAT ME RIGHT	PAT BENATAR 9
8	11	THE TIDE IS HIGH	BLONDIE 18
14	12	THE WINNER TAKES IT ALL	ABBA 17
17	13	KISS ON MY LIST	DARYL HALL & JOHN OATES 8
14	14	I AIN'T GONNA STAND FOR IT	STEVIE WONDER 14
15	15	A LITTLE IN LOVE	CLIFF RICHARD 14
21	16	WHAT KIND OF FOOL	BARBRA STREISAND & BARRY GIBB 7
19	17	HEARTS ON FIRE	RANDY MEISNER 8
18	18	GAMES PEOPLE PLAY	THE ALAN PARSONS PROJECT 15
22	19	DON'T STAND SO CLOSE TO ME	THE POLICE 6
28	20	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON 5
27	21	WHILE YOU SEE A CHANCE	STEVE WINWOOD 6
24	22	FADE AWAY	BRUCE SPRINGSTEEN 6
25	23	AHI LEAHI	DONNIE IRIS 14
26	24	LIVING IN A FANTASY	LEO SAYER 8
30	25	JUST THE TWO OF US	GROVER WASHINGTON, JR. 6
23	26	SMOKY MOUNTAIN RAIN	RONNIE MILSAP 16
31	27	SOMEBODY'S KNOCKIN'	TERRI GIBBS 9
10	28	SAME OLD LANG SYNE	DAN FOGELBERG 14
34	29	ANGEL OF THE MORNING	JUICE NEWTON 4
32	30	GUITAR MAN	ELVIS PRESLEY 8

LAST WEEK	THIS WEEK		WEEKS ON CHART
35	31	PRECIOUS TO ME	PHIL SEYMOUR HOURS 9
16	13	WANS	WANS 29
20	14	WIKKO	WIKKO 24
25	15	WDRP	WDRP 29
28	16	WFCM	WFCM 28
30	17	WFLB	WFLB 24
32	18	WFSW	WFSW 24
34	19	WFTS	WFTS 24
36	20	WFTL	WFTL 24
38	21	WFTS	WFTS 24
40	22	WFTS	WFTS 24
42	23	WFTS	WFTS 24
44	24	WFTS	WFTS 24
46	25	WFTS	WFTS 24
48	26	WFTS	WFTS 24
50	27	WFTS	WFTS 24
52	28	WFTS	WFTS 24
54	29	WFTS	WFTS 24
56	30	WFTS	WFTS 24
58	31	WFTS	WFTS 24
60	32	WFTS	WFTS 24
62	33	WFTS	WFTS 24
64	34	WFTS	WFTS 24
66	35	WFTS	WFTS 24
68	36	WFTS	WFTS 24
70	37	WFTS	WFTS 24
72	38	WFTS	WFTS 24
74	39	WFTS	WFTS 24
76	40	WFTS	WFTS 24
78	41	WFTS	WFTS 24
80	42	WFTS	WFTS 24
82	43	WFTS	WFTS 24
84	44	WFTS	WFTS 24
86	45	WFTS	WFTS 24
88	46	WFTS	WFTS 24
90	47	WFTS	WFTS 24
92	48	WFTS	WFTS 24
94	49	WFTS	WFTS 24
96	50	WFTS	WFTS 24
98	51	WFTS	WFTS 24
100	52	WFTS	WFTS 24

LAST WEEK	THIS WEEK		WEEKS ON CHART
16	32	GIVING IT UP FOR YOUR LOVE	DELBERT McCLINTON 15
38	33	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES 7
44	34	I CAN'T STAND IT	ERIC CLAPTON 3
48	35	JUST BETWEEN YOU AND ME	APRIL VINCE 6

LAST WEEK	THIS WEEK		WEEKS ON CHART
35	36	BEING WITH YOU	SMOKEY ROBINSON 4
20	37	(JUST LIKE) STARTING OVER	JOHN LENNON 20
29	38	HEY NINETEEN	STEELEY DAN 16

LAST WEEK	THIS WEEK		WEEKS ON CHART
39	40	TOO TIGHT	CON FUNK SHUN 8
46	41	AIN'T EVEN DONE WITH THE NIGHT	JOHN COUGAR 7
49	42	STAYING WITH IT	FIREFALL 8
36	43	(GHOST) RIDERS IN THE SKY	OUTLAWS 9
39	44	BACK IN BLACK	AC/DC 14
33	45	HEARTBREAK HOTEL	THE JACKSONS 15
58	46	HOW 'BOUT US	CHAMPAIGN 5
41	47	SEVEN BRIDGES ROAD	EAGLES 12
56	48	I LOVE YOU	CLIMAX BLUES BAND 5
42	49	LOVE ON THE ROCKS	NEIL DIAMOND 20
47	50	TOGETHER	TIERRA 19

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56	48	I LOVE YOU	CLIMAX BLUES BAND 5
42	49	LOVE ON THE ROCKS	NEIL DIAMOND 20
47	50	TOGETHER	TIERRA 19

ACADEMY AWARD NOMINEE • BEST ORIGINAL SONG

"LOVE THEME" (PEOPLE ALONE)

From The Original Soundtrack
"THE COMPETITION"

Instrumental, Lalo Schifrin • Vocal, Randy Crawford
For Your Consideration

MCA RECORDS

MCA-5185

MUSIC FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK



ORIGINAL MUSIC BY LALO SCHIFRIN MCA

RADIO CHART

TOP 100 SINGLES

March 14, 1981

LAST THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	WEEKS ON CHART
63	51	WHO DO YOU THINK YOU'RE FOOLIN'	4
		ADD: DONNA SUMMER ADD: KFMD-27, WTRY, WDRO, WANS, WSEZ-35, KYXX, KVIL, KERN-30. JUMPS: KOPA 26 To 22, WICC 30 To 27, WCVB 23 To 20, WRFC 30 To 26, WGSV Ex To 25, WBFM-FM 34 To 30, Y103 35 To 31, KRQ 22 To 18, WKBW Ex To 27, KRAY Ex To 24, WSGA 31 To 28, WFIL Ex To 30, BJ105 30 To 24.	
48	52	HIT ME WITH YOUR BEST SHOT	24
		PAT BENATAR	
67	53	IT'S A LOVE THING	4
		ADD: WHISPERS ADD: CKLW, KC101-29, Q105-22, KRTH-28, WGCL 293, KVIL, Day-Part Y103. JUMPS: KFRC 32 To 28, WFIL Ex To 30. SALES: Moderate in the West and East. Fair in the South.	
55	54	AND LOVE GOES ON	6
		EARTH, WIND & FIRE ADD: WZZR, JUMPS: JB 105 27 To 22, KCPX 30 To 26, BJ105 38 To KENO 22 To 17.	
61	55	TURN ME LOOSE	6
		LOVERBOY ADD: KBEO-24, WRGX. JUMPS: O102 28 To 25, 136 Ex To 24, WKX 27 Ex To 35, KRBE 23 To 20, KJRB 27 To 21, WGCL Ex 28, KENO Ex To 28. SALES: Fair in the Midwest and South. Weak in the East and West.	
57	56	FANTASTIC VOYAGE	7
		LAKESIDE ADD: Y100-22. SALES: Fair in all regions.	
50	57	LADY	24
		KENNY ROGERS	
45	58	PASSION	17
		ROD STEWART	

CASH SMASH

79	59	WALKING ON THIN ICE	3
		YOKO ONO SALES: Good in all regions.	
—	60	TIME OUT OF MIND	1
		STEELY DAN ADD: KOPA, KFMD, WRFC, WRVQ, WDRQ-28, WANS, WZZR, KRAY, WFIL, WFL, WICF-29, 293, WMC-FM-24. JUMPS: WSPT 29 To 26, 96X 17 To 14, WBFM-FM 37 To 34, KYXX Ex To 30, KRBE Ex To 29, 103 37 To 34, KRQ 24 To 21, 940 27 To 21, WWXX Ex To 29, WKXX Ex To 30, ON: WCAO, WNCL, KERN, WGSV, 92Q, KTLK, WABC. SALES: Just shipped.	
68	61	WASN'T THAT A PARTY	4
		THE ROVERS ADD: WkBW, WGCL-22, Day-Part WNCL. JUMPS: WSPT 22 To 18, WBFM-FM 17 To 11, CKLW 17 To 9, Q105 21 To 17, WRKO Ex To 25. SALES: Good in the Midwest.	
74	62	MISTER SANDMAN	2
		EMMYLOU HARRIS ADD: KFMD, WTRY, WAKY-31, KRAY, WBDQ-30, WICC, WWXX, WFLB. JUMPS: WGSV Ex To 30, WSGN Ex To 23, WRJZ Ex To 27, KJRB 24 To 20, KCPX Ex To 24, WFLB 30 To 27, KRTH Ex To 30, WQXI Ex To 25, 940 Ex To 29. SALES: Breakouts in the Midwest.	
69	63	MEDLEY: YESTERDAY ONCE MORE/ NOTHING REMAINS THE SAME	4
		THE SAMPLINERS ADD: KSLO, KVIL, JUMPS: WCAO 23 To 20, WRFC 26 To 23, WICC 29 To 23, WFLB 29 To 24.	
54	64	ANOTHER ONE BITES THE DUST	31
		QUEEN	

77	65	SWEETHEART	2
		FRANKE & THE KNOCKOUTS ADD: WTRY, WHYY, WRVQ, WBFM-FM-39, WANS, WIKS, WISM, WSGN, KEEL, WFIL, Z93. JUMPS: 94Q 30 To 25.	
75	66	THE PARTY'S OVER (HOPELESSLY IN LOVE)	3
		JOURNEY ADD: WSPT, KJKB-FM, WNCL, WBDQ, WRGX, WKXX, Day-Part WOW. JUMPS: WDRQ 16 To 12, WBFM-FM 40 To 33, WIKS 27 To 20, CKLW 26 To 20, KBEO Ex To 30. SALES: Fair in the Midwest.	
52	67	FLASH'S THEME AKA FLASH	9
		QUEEN	
49	68	MISS SUN	16
		BOZ SCAGGS	
76	69	IT'S MY JOB	5
		JIMMY BUFFETT ADD: WAYS, KEEL, KCPX, WAXY. JUMPS: Y103 34 To 30, WRJZ 29 To 20, WQXI 21 To 17, 940 18 To 14, WFLB 35 To 31, WKXX 26 To 20.	
81	70	RUNNING SCARED	2
		THE FOOLS ADD: KOPA, Y103, WSGN, KRAY, WFIL, JUMPS: JB105 35 To 31, KCPX Ex To 39, WGH Ex To 23, WFLB Ex To 33.	
78	71	CH CH CHERIE	3
		THE JOHNNY AVERAGE BAND ADD: WBFM-FM-38, WGCL, JUMPS: KEEL Ex To 35, JB105 Ex To 35, WGH Ex To 24.	
73	72	KEEP THIS TRAIN A ROLLIN'	4
		THE DOOBIE BROTHERS JUMPS: WHYY 27 To 24, WBFM-FM 33 To 29, Y103 Ex To 39, XKOK 29 To 23, WFLB Ex To 32.	
60	73	SHINE ON	18
		L.T.D.	
88	74	HOLD ON LOOSELY	2
		38 SPECIAL ADD: 96X, WANS, KERN, 94Q, WFL, KBEO-19, KTLK, WRGX, Day-Part WAYS, 92Q. JUMPS: WSPT Ex To 30, WRVQ Ex To 23, Y103 40 To 36, BJ105 38 To 32, WKXX 30 To 26.	
82	75	HOLD ON	3
		BADFINGER ADD: KRBE, KCPX, WRGX.	
65	76	LIPSTICK	7
		SUZI QUATRO	
72	77	GUILTY	20
		BARBRA STREISAND & BARRY GIBB	
89	78	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	2
		RAY PARKER JR. & RAYDIO ADD: KOPA, WRFC, WGSV, WDRQ, WANS, WAYS, WSGN, WWXX, 92Q. JUMPS: KJRB Ex To 30, WSGA 34 To 27, Q105 24 To 19.	
53	79	EVERY WOMAN IN THE WORLD	21
		AIR SUPPLY	
87	80	SUKIYAKI	3
		TASTE OF HONEY ADD: WGSV, KFI, JUMPS: WCAO Ex To 30, KCPX Ex To 30, KRTH Ex To 21, WFLB 31 To 27.	
66	81	DE DO DO DE DA DA DA	21
		THE POLICE	
90	82	LOVERS AFTER ALL	2
		MELISSA MANCHESTER & PEAPO BRYSON ADD: KEEL, WFIL, WZUJ, JUMPS: 96X Ex To 32, WAXY Ex To 27, WWXX Ex To 26, 92Q 25 To 20.	

—	83	ME (WITHOUT YOU)	1
		ANDY GIBB ADD: SBWEN-FM, KYXX, WSGN, KEEL, JB105, KCPX, BJ105-37, WFL, WWXX, WBBQ, WGH, JUMPS: Y103 Ex To 40.	
85	84	LET ME GO	4
		THE RINGS JUMPS: WPRO-FM 24 To 21.	
59	85	TIME IS TIME	17
		ANDY GIBB	
—	86	LIMELIGHT	1
		RUSH ADD: KFMD, WDRQ, KCPX, WGH, WRGX. JUMPS: WIKS Ex To 34, ON: KRBE, CKLW.	
62	87	HUNGRY HEART	19
		BRUCE SPRINGSTEEN	
—	88	I MISSED AGAIN	1
		PHIL COLLINS ADD: WSPT, 96X, WRJZ, CKLW, WICC, KBEO-27, WKXX.	
—	89	LONELY TOGETHER	1
		BARRY MANLOW ADD: WAYS, KYXX, KVIL, XKOK-30, WFLB, KDWB-22, KCPX, WBBQ.	
91	90	BURN RUBBER	4
		GAP BAND SALES: Fair in the West and South.	
70	91	FIREFLIES	6
		FLEETWOOD MAC	
94	92	GAMES	2
		PHOEBE SNOW Day-Part 92Q. JUMPS: WHYY Ex To 30, WICC Ex To 26, KBEO Ex To 18.	
64	93	HE CAN'T LOVE YOU	18
		MICHAEL STANLEY BAND	
84	94	WHIP IT	29
		DEVO	
96	95	BON BON VIE (GIMME THE GOOD) LIFE	2
		T.S. MONK SALES: Fair in the West.	
92	96	OOO-EEE	5
		NICOLETTE LARSON	
86	97	DON'T YOU KNOW WHAT LOVE	7
		TOUCH	
—	98	WHERE'S YOUR ANGEL	1
		LANI HALL ADD: WFIL. JUMPS: WCAO Ex To 29.	
—	99	I HAVE THE SKILL	1
		SHERBS JUMPS: WSEZ 35 To 29, ON: WHYY, KFMD, KTLK, WSPT, WBBQ.	
71	100	IT'S MY TURN	21
		DIANA ROSS	

LOOKING AHEAD

I LOVED 'EM EVERY ONE	T.G. SHEPPARD
ADD: WRKO, BJ105, WGSV, ON: WBBQ.	
HOOKED ON MUSIC	MAC DAVID
ADD: WFLB. JUMPS: WHYY Ex To 27, WGSV 30 To 27.	
LET ME LOVE YOU GOODBYE	BOBBY VINTON
ADD: KFI.	

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

(GEF 49683)

WALKING ON THIN ICE

FOR JOHN

YOKO ONO



CLASSICAL

CLASSICAL CLIPS

LOS ANGELES — Although several community philharmonic and symphony events may be threatened by proposed cutbacks in National Endowment for the Arts (NEA) funding, some arts cable sackerager Bravo still sees its role as a supplement, or alternative, to live orchestra performances. According to programmer/publisher Erica Gruen, the six-month-old program packager will continue to focus on the goal of "stimulating people's interest in live classical performance." Gruen said that despite the predicted cutbacks in NEA funding for some community classical music presentations, "I don't think people will use Bravo as a 100% placebo to live shows. They're two different performance situations." She said that in some instances they would like to see a performance on television, but on other occasions, "people could become more interested in going to see a local symphony after seeing a Bravo presentation of 'Figaro.' Hopefully, they'll be encouraged to see a performance of 'Figaro' the next time it's performed locally."

Gruen said that before public funding of classical music presentations becomes so scarce that symphonies have to curtail more than five percent of their shows, "many would raise ticket prices" and that many state, local governments and corporations would pick up the slack created by local NEA funding. "Before NEA was established, there was a tremendous amount of art activity in this country. There are an infinite number of events that take place in this country. If anything, the funding cuts represent more of a psychological than real effect. It says a lot about what this government thinks of the arts," Gruen said.

Horowitz recently released albums on RCA/Red Seal. Rubenstein performs works from **Schumann's** "Symphonic Etudes as Anubasseu" extracted during a 1961 Carnegie Hall recital. Also included are **Ravel's** "Forlane," recorded at the American Academy of Arts & Letters in 1961, Ravel's "La Plus Que Lente," recorded in RCA's RomeStudio A and **Albeniz's** "Navarra" from the 1961 Carnegie Hall recital. The Horowitz work consists of Schumann's "Fantasietucke," opus 111; and Nachtstucke, opus 23, Nos. 3 and 4; **Mendelssohn's** "Scherzo a capriccio," and a new version of **Rachmaninoff's** Sonata No. 2, opus 36.

Pianist **Daniel Varsano** recently debuted in the U.S. The **Bach** "Goldberg Variations" and the **Beethoven's** "Diabelli Variations" on CBS Masterworks. Varsano has already recorded the **Bach/Beethoven** works, as well as music of the **Satie**, for CBS Disques of France.

First Lady **Nancy Reagan** was recently named honorary chairman of Carnegie Hall's 90th anniversary celebration. Also serving as honorary chairmen during the event are New York Governor **Hugh Carey**, **Gordon Davis** and **Henry Goldzhaar**, commissioner of the N.Y.C. Department of Cultural Affairs.

Tenor **Luciano Pavarotti**, who is set to make his film debut for MGM this summer, is to sing and also present an Oscar award during the 53rd annual presentation of the Academy of Motion Picture Arts and Sciences Awards. The awards presentation is scheduled to air on ABC-TV, March 30 from the Dorothy Chandler Pavilion of the Los Angeles Music Center.

michael martinez

CLASSICAL ALBUM REVIEWS

ROBERT SCHUMANN, CLARA SCHUMANN AND FELIX MENDELSSOHN: SONATA IN A MINOR, SONATA IN F MAJOR AND THREE ROMANCES. Sergiu Luca, violin; Anne Epperson, piano — Nonesuch D-7907 — Producer: Judith Sherman — List: 8.98 — Digital

With a delicate emphasis on melody and beautiful instrumental harmonies, Luca and Epperson manage to coalesce the diverse spirits that created this music. The clarity of form, in R. Schumann's case, speaks to the conservative gesticulations marking his later music. C. Schumann's romantic music deftly languishes in lament. Mendelssohn relies more on vibrant counterpoint to create an emotional range of peaks and valleys.

A DIFFERENT KIND OF BLUES — **Andre Previn and Itzhak Perlman** — Angel/EMI DS-37780 — Producer: Suvil Raj Grubb — List: 9.98 — Digital

Several respected composers and performers have drawn parallels between classicism and jazz language. Put together a quintet of classical and jazz stalwarts who understand the unique demands of each genre, and you have a distinct blend of compositional luster and improvisational vibrance. Perlman and Shelly Manne interface well on "Look At Him Go," and on the remainder of the Previn tunes, bassist Red Mitchell and guitarist Joe Hall help to contribute to some funky chamber music.

STRAVINSKY'S "LES SACRES DU PRINTEMPS": The Cleveland Orchestra, Pierre Boulez, conductor. CBS Masterworks HM 47293 — Producer: Thomas Z. Shepard — List: 14.98 — Bar Coded — Half-speed Mastered

An event all by itself, "Le Sacre" has offered bits and pieces of its whole to film scorers and free jazz extrapolators for some time now. Stravinsky's music here relies as much on form as substance; atonal and tonal counterpoint; slices as much as slashes. Drama does not lack in this rendering, and the adroit fluctuations between the music's distinct elements is hard to botch. A crystal clear rendering.

TCHAIKOVSKY'S VIOLIN CONCERTO, SERENADE MELANCO-LIQUE: Berlin Philharmonic; Gidon Kremer, violin; Lorin Maazel, conductor. Deutsche Grammophon 2532 001 — Producer: Gunther Beest — List: 8.98 — Digital

Articulate violin solos by Kremer invite the listener to laugh and cry, but mostly to listen with wonder at the uncluttered classical work. Dynamic range provided by digital reproduction beckons the listener to close his eyes and imagine the orchestra in the listening room. If there is a failing on this vinyl, it is that neither orchestra, soloist nor Maazel can overcome the gaping abyss between orchestral flourish and solo melody.



TOP 40 ALBUMS

Weeks On
2/14 Chart

1	PAVARTOTTI'S GREATEST HITS London PAV 2003-4 (15.99/2 LPs)	1	38
2	BOLLING: Suite For Flute And Jazz Piano Rampal, Boling/Columbia M33233 (7.99/1 LP)	2	118
3	PAVARTOTTI: Verismo Arias London LDR 10020 (8.99/1 LP)	10	212
4	JAMES GALWAY: Annie's Song RCA ARL 3051 (8.99/1 LP)	4	102
5	PACHELBEL: Canon: Two Suites FASCH: Two Sinfonias and Chamber Concerto in D For Trumpet Ancre, Pirotet, Chambon, Paillard/Concerto Orchestra (Paillard) RCA FRL 1-5468 (8.99/1 LP)	3	220
6	MOZART: The Magic Flute Karajan DG 2741001 (25.99/3 LPs)	6	12
7	ITZHAK PERLMAN AND ANDRE PREVIN: A Different Kind of Blues Angel DS 37780 (8.99/1 LP)	—	4
8	MOZART: Symphonies, Vol. IV Hogwood, L'Oiseau Lyrie D170D3 (25.99/3 LPs)	11	12
9	MOZART: The Symphonies-Volume 3 Academy of Ancient Music (Hogwood) L'Oiseau Lyrie D169D3 (29.94/3 LPs)	9	36
10	SAINT-SAENS: Symphony #3 "Organ" Philadelphia Orch. (Ormandy) Telarc Digital 10051 (17.99/1 LP)	12	32
11	BOLLING: Suite Rampal Boling Columbia M35864 (7.99/1 LP)	15	218
12	TCHAIKOVSKY: 1812 Overture Cincinnati Symphony Orch. (Kunzel) Telarc Digital DG 10041 (17.99/1 LP)	8	58
13	VLADIMIR HOROWITZ: 1979-80 Concerts RCA ARL 1-3775 (8.99/1 LP)	—	4
14	CLEO LAINE AND JAMES GALWAY: Sometimes When We Touch RCA ARL 1-3628 (8.99/1 LP)	33	30
15	BOLLING: Concerto for Classic Guitar and Jazz Piano Romero, Shearing Angel Digital DS 37927 (9.99/1 LP)	18	40
16	VERDI: La Traviata Callas, Angel ZBX 3910	34	18
17	VERDI: Stiffelio Sass, Carreras, Manuguerra, Ganzorri ORF Orchestra (Garofali) Philips 6789-039	22	18
18	BERG, STRAVINSKY: Violin Concertos Perlman, Boston Symphony Orchestra (Ozawa) Deutsche Grammophon 2531 110 (9.99/1 LP)	19	42
19	PAVARTOTTI: O Sole Mio London DS 26560 (8.99/1 LP)	7	68
20	CANADIAN BRASS PLAYS BAROQUE MUSIC: Pachelbel Canon RCA ARL 1-3554 (8.99/1 LP)	31	44
21	BEEHOVEN: Nine Symphonies Vienna Philharmonic (Bernstein) Deutsche Grammophon 2740 216-10 (71.84/8 LPs)	16	36
22	STRAUSS: Four Last Songs London Symphony Orchestra (Davis) Columbia M 25140 (8.99/1 LP)	23	26
23	ENCORES: Itzhak Perlman Angel SZ-37560	24	22
24	SHOSTAKOVICH: Symphony #5 New York Philharmonic (Bernstein) Columbia IM 35854 (14.98/1 LP)	17	32
25	VERDI: Falstaff Taddei, Paterali, Karajan Philips Digital 6769060 (32.99/3 LPs)	—	4
26	TCHAIKOVSKY: Violin Concerto Perlman, Philadelphia Orchestra (Ormandy) Angel SZ-37640 (8.99/1 LP)	26	26
27	DEBUSSY: Images Pour Orchestra London Symphony Orchestra (Previn) Angel Digital DS 37674 (10.99/1 LP)	13	46
28	BEVERLY SILLS — A Farewell Angel SZCX 3011 (24.99/3 LPs)	30	12
29	BRAVO PAVARTOTTI: Pavarotti London PAV 2001 (15.99/2 LPs)	20	26
30	JAMES GALWAY: FIVE FRENCH FLUTE CONCERTOS RCA ARL 37777 (9.99/1 LP)	32	12
31	HANDEL: Messiah Academy Of Ancient Music (Hogwood), L'Oiseau-Lyre D 180D 3 (25.99/3 LPs)	5	12
32	SHOSTAKOVICH: Symphony #7 London Philharmonic (Hallmark) London Digital LDR 10015 (8.99/1 LP)	—	4
33	HITS FROM LINCOLN CENTER: Pavarotti London OS 26577 (8.99/1 LP)	21	26
34	VERDI AIDA: Herbeys VS. Frenjaan Angel SZCX-3888 (25.99/3 LPs)	27	18
35	JAMES GALWAY: Song of the Seashore and Other Melodies RCA ARL 1-3534 (8.99/1 LP)	14	102
36	ITZHAK PERLMAN AND PINCHAS ZUCKERMAN PLAY MUSIC FOR TWO VIOLINS Angel SZ 37668 (8.99/1 LP)	38	34
37	PERLMAN: The Spanish Album Angel SZ 37690 (8.99/1 LP)	37	34
38	BEEHOVEN: Violin Concerto Chung, Kondrashin London Digital LDR 10010 (8.99/1 LP)	39	28
39	RAMPAL: Japanese Melodios for Flute & Harp Rampal & Laskine, Columbia M-34568 (7.99/1 LP)	28	22
40	DVORAK: "New World" Symphony Vienna Philharmonic (Kondrashin) London Digital LDR 10011 (8.99/1 LP)	35	28

BACK ON TOP

TOP 75 ALBUMS



IN HARMONY — Elektra/Asylum recording artist Grover Washington, Jr., who is riding the crest of success with his current LP, "Wineflight," and his single from the album, "Just The Two Of Us," was recently guest of honor at the Harmony Hut retail outlet in his hometown, Philadelphia. About 150 fans gathered at the store during Washington's visit. Pictured (l-r): Frank Kraus, the store's sales representative; Earl P. Jr.; David Bishop, Harmony Hut manager; Larry Paul, regional district manager; Washington; Ray Wright, E/A special markets promotion rep; and Rick Alden, E/A East Coast regional promotion manager.

THE RHYTHM SECTION

POLICE COVER — The ageless adage that imitation is the most sincere form of flattery may apply to Common Sense's B/C Records cover of The Police's cut, "Voices Inside My Head," from the group's "Zenyatta Mondatta" LP. But it is only a flattering gesture because Common Sense producer **Began Cekan**, president of the Brooklyn-based label, knows a hit when he hears one. The Police 12" single, released by A&M Records as a promotional item to black radio stations, has found its way into the rotation of black stations in some major markets like New York, Detroit and Los Angeles. The single, however, was not released to retail. In steps B/C Records, which has already made a title noise with artist **Sugar Daddy's** (Sugar Who?) rap version of Queen's reverse crossover smash, "Another One Bites the Dust." According to **Chuck Rush**, national promotion director for the tiny label, when the inner city clubs of New York began to play The Police version of "Voices," and it was apparent that no single would be released to retail, Common Sense was sent to the studio to cut a rendition of the song (which is #93 on the Cash Box B/C Singles chart) for release to retail and to stations that had not yet added the original. Rush said the philosophy of B/C Records is that there is still a healthy market for 12" singles and that record labels should not ignore "the power of black clubs to sell records." A&M's 12" single release of "Voices Inside My Head," which features The Police in a progressive funk mode to complement their renderings of other ethnic musics like reggae and African sounds, was an effort to develop the group's name in the black marketplace. But the Common Sense version, which is decidedly more danceable and has more immediate appeal for black clubs, was released to capitalize on the immediate consumer market created by airplay of the original version. Rush said that future work by Common Sense and other artists on B/C Records will probably feature original material, but also that the label would not forget how to flatter.

MAGNIFICENT RAP — Some of the more popular and successful styles of black music that germinated during the disco era have spawned a new epoch where groups ordinarily known for their rock/pop stylings — i.e. Queen and **Blondie** — are employing ideas made good and platinum by black artists. There was Queen's "Another One Bites the Dust," then Blondie's "Rapture," a funk dance number and a funky rap opus, respectively, and now there is **Clay A. Kopp's** "Magnificent Seven." Kopp, a producer manager for Epic, said the street buzz in New York, Atlanta, Washington, D.C. has been "real good" and that the label recently made a commitment to release a remixed 12" single of "Magnificent Seven" as a consumer item. The single will also include a remixed version of "Sandinista" cut "The Call Up" and dub versions of each song. The current "Sandinista" single in pop release is titled "Hitsville U.K." and features music reminiscent of the '60s Tamala/Motown sound. Flattery seems to go a long way these days.

CONCLAVE — Upper echelon officials of the Black Music Assn. (BMA) met in Los Angeles at the Century Plaza Hotel to plan activities for the upcoming third annual BMA Convention to be held at the Century Plaza from May 23-27. A spokesman for the BMA said that a series of private meetings with members from various segments of the industry, particularly in radio, were held to prepare for the confab. The spokesman said that a particular emphasis would be on radio during this convention, although issues pertaining to all areas of the industry will be addressed.

THE CRUSADE — MCA Records is mounting a substantial marketing and advertising campaign for March to highlight recent product released by recording group **The Crusaders** and solo product by the band's members. Titled "The Many Faces of the Crusaders," the program will feature "Street Life," "Rhapsody And Blues" and "The Best Off...," by the Crusaders, **Slit Hoopers**' "The World Within," "Inherit The Wind" by **Wilton Felder** and "Voices In The Rain" by **Joe Sample**. Major print campaigns will be unleashed in a dozen major urban-area publications, as well as advertising in college press and alternative media periodicals. Several 60-second radio spots are planned for AOR and R&B formats nationally. To coincide with "The Many Faces..." campaign, MCA is also waging an additional campaign for **Sample's** current solo venture, which will include a special "Voices In The Rain" consumer prize package containing jackets tied to the album's title, the album and material about **Sample**. Point-of-purchase display material, including posters and counter displays for each album, are also featured in the campaign.

PLEASED TO MEET YOU — Elektra/Asylum artist **Grover Washington, Jr.** is scheduled to appear at New York's Town Hall, April 25, with fellow saxophonist **Sonny Rollins** of Fantasy Records. Washington is appearing at the request of **Rollins**, although the duo have never met. In other Washington news, the reedman, who is riding a wave of success with his "Wineflight" LP, recently performed at Philadelphia's Afro-American Museum in support of Black History Week.

ARMY VETS — National Assn. of black-Owned Broadcasters (NABOB) recently named **Andrew Longston** president of the organization. Longston, who is chairman of the board of Monroe Broadcasting Co., a general manager at radio station WDKX, succeeds outgoing president **Ragan Henry**. . . **Pam Wells**, formerly music director at KMJQ/Houston, has moved to WBMMX/Chicago, where she will handle the same chores. **Wells** replaces **Don Rashied**, who now handles night-mike chores at WVON. **SHORT CUTS** — **Kermit Chandler**, lead guitarist for '60s doo-wop group **The Shepards**, died recently in Chicago. He was 37. Chandler was only 13 years old when he joined the Shepards, which recently had an album of its work re-released by Solid Smoke Records. **Bob Marley** and **Wu** won two awards in the second round of the black Music Awards, which are sponsored by Toronto's **Cher Magazine**. Marley's "Uprising" LP won Top Reggae Album honors, while Marley took Top Roots Artist kudos. **michael martinez**

	Weeks On Chart	3/7	Weeks On Chart	3/7
1	GAP BAND III GAP BAND (Mercury/PolyGram SRM-1-4003)	1	12	
2	THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	2	9	
3	HOTTER THAN JULY THE WONDERS (Tamla/Motown 18-373M1)	3	19	
4	IMAGINATION THE WHISPERS (Solar/RCA BZL-1-3578)	4	9	
5	STONE JAM SLAVE (Columbia/A&M SD 5224)	6	22	
6	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BZL-1-3720)	5	16	
7	IN OUR LIFETIME MARVIN GAYE (Tamla/Motown 18-374M1)	7	7	
8	WINELIGHT GROVER WASHINGTON, JR. (Elektra GE-305)	10	18	
9	CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	8	22	
10	THREE FOR LOVE SHALAMAR (Solar/RCA BZL-1-3577)	11	9	
11	LIVE AND MORE ROBERTA FLACK and PEABO BRYSON (Atlantic SD-2-7004)	9	13	
12	TOUCH FUNK JUN SHUN (Mercury/PolyGram SRM-1-4002)	12	14	
13	AS ONE THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	13	14	
14	SKYYPORT SKYY (Salsoul/RCA SA-8537)	16	12	
15	TRIUMPH THE JACKSONS (Epic FE 36424)	15	14	
16	MAGIC TOM BROWNE (GRP/Arista 5503)	20	4	
17	CITY NIGHTS GERRA (Epic/RCA WF 36955)	18	12	
18	HOUSE OF MUSIC T.S. MONK (A&M/Epic Atlantic WTG 19291)	21	8	
19	ARETHA FRANKLIN (Arista AL 9538)	17	21	
20	FACES ARTHY, WIND & FIRE (ARC/Columbia KC 36795)	14	17	
21	ALL AMERICAN GIRLS SISTER SLEDGE (Columbia/A&M SD 16027)	26	3	
22	AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Intl./CBS JZ 36767)	19	22	
23	JERMAINE JERMAINE JACKSON (Motown M8-1499F)	22	15	
24	GAUCHO STEELY DAN (MCA-6102)	23	6	
25	AUTOAMERICAN BLONDE (Cristy/Chiswick CHE 1275)	30	4	
26	LET'S BURN CLARENCE CARTER (Vanguard VL 1005)	27	13	
27	I HAD TO SAY IT MILLIE JACKSON (Spring/PolyGram SP-1-6730)	26	9	
28	VOICES IN THE RAIN THE SAMBAs (MCA-572)	25	7	
29	TURN THE HANDS OF TIME PEABO BRYSON (Capitol JZ-12138)	37	3	
30	BEING WITH YOU SNOKEY ROBINSON (Tamla/Motown 18-375M1)	40	2	
31	FEEL ME CAMELO (Chocolate City/ PolyGram CCLP 2016)	24	20	
32	SHADES OF BLUE LDU RAWLS (Phila. Intl./CBS JZ 36774)	31	9	
33	TO LOVE AGAIN DIANA ROSS (MCA-5162)	50	2	
34	POSH PATRICE RUSHEN (Elektra GE-302)	34	16	
35	GOLDEN TOUCH ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	38	6	
36	THERE MUST BE A BETTER WORLD SOMEWHERE B.B. KING (MCA-5162)	42	4	
37	KANO (Emergency EMLP-7505)	33	13	
38	THIS IS MY DREAM SUNNY (Mercury/ARC BZL-999M1)	28	18	
39	LICENSE TO DREAM KLEENER (Atlantic SD 19288)	47	5	
40	THE DRAMATIC WAY THE DRAMATICS (MCA-5146)	36	17	
41	DIRTY MIND MANNATTANS (Warner Bros. BSK 3478)	32	20	
42	IRONS IN THE FIRE TEENA MARIE (Gordy/Motown GS-999M1)	39	28	
43	LOVE IS... ONE WAY ONE WAY (MCA-5163)	52	3	
44	GREATEST HITS MANNATTANS (Columbia JC 36661)	35	13	
45	GRAND SLAM THE SLEBY BROTHERS (Columbia FZ 37085)	—	1	
46	LOISE LAWS (Liberty LT-1063)	46	7	
47	INHERIT THE WIND WILTON FELDER (MCA-5144)	45	21	
48	EVERYTHING IS COOL T-CONNECTION (Capitol ST-12126)	56	2	
49	GIVE ME THE NIGHT GEORGE BENSON (Owen/Warner Bros. HS 3453)	44	32	
50	RADIANT ATLANTIC STARR (AM SP-4833)	59	2	
51	SWEET VIBRATIONS BOBBY "BLUE" BLAND (MCA-5145)	51	16	
52	TROMBIPULATION PARLIAMENT (Columbia/PolyGram NBLP 7240)	43	13	
53	ALL AROUND THE TOWN BOB JAMES (Tappan/Zee/Columbia C2K 36786)	57	3	
54	TP TEDDY PENDERGAST (Phila. Intl./CBS JZ 36745)	41	31	
55	THE DOYS ARE BACK STONE CITY BAND (Globe/Globe HQ-1001M1)	55	5	
56	CANDLES HEATWAVE (Epic FE 36873)	48	14	
57	LIKE WHAT YOU'RE DO- ING TO ME! YOUNG AND COMPANY (Brunswick BL 754224)	58	6	
58	CARNIVAL SPINNAKERS (MCA-5149)	54	18	
59	BETTER DAYS THE BLACKBYRDS (Fania F-9622)	53	12	
60	ZAPP (Warner Bros. BSK 3463)	60	26	
61	SHINE ON L.T.D./AM SP 4819	49	28	
62	IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	—	1	
63	JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)	62	33	
64	DIANA DIANA ROSS (Motown MB-936)	64	40	
65	VERY SPECIAL DEBRA LAWS (Elektra GE-300)	—	1	
66	DEE DEE DEE SHARP GAMBLE (Phila. Intl./CBS JZ 36370)	67	7	
67	SWEET SENSATION STEPHANIE MILLIS (Scepter/Forefront F-603)	66	46	
68	THE AWAKENING THE REDDINGS (Bellevue In A Dream/CBS JZ 36875)	63	18	
69	ULTRA WAVE BOOTSIEY (Warner Bros. BSK-3433)	68	15	
70	PORTRAIT OF CARRIE CARRIE JACOBS (Solar/RCA BXL-1-3579)	65	8	
71	TWENNYNINE WITH LENNY WHITE (Epic/RS-304)	71	21	
72	HEROES COMMODORES (Motown MB-993M1)	69	38	
73	HURRY UP THIS WAY AGAIN THE STYLISTICS (TSOP/CBS JZ 36470)	61	23	
74	SHARON REDD (Phila. Intl./CBS JZ 36774)	—	1	
75	SEAWIND (AM SP-4824)	70	21	

Weeks On Chart	Chart
1	1 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085)
2	2 BURN RUBBER GAP BAND (Mercury/PolyGram 76091)
3	3 IT'S A LOVE THING THE WHISPERS (Solar/RCA VY-12154)
4	4 FANTASTIC VOYAGE LAKEDEE (Solar/RCA VY-12128)
5	5 WATCHING YOU SLAVE (Cotillion/Atlantic 46006)
6	6 I AIN'T GONNA STAND FOR IT STEVE WOOD (Tama/Motown T 54320F)
7	7 ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic 46007)
8	8 THIGHS HIGH (GRIP YOUR HIPS AND MOVE) TOM BROWNE (GRP/Arista GS 2510)
9	9 I JUST LOVE THE MAN THE JONES GALS (Phila. Int'l./CBS Z56 3121)
10	10 HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)
11	11 TOGETHER TIERRA (Boardwalk W58-5702)
12	12 BOOGIE BODY LAND BOY-TROUPE (Mercury/PolyGram 76088)
13	13 BON BON VIE (GIMME THE GOOD LIFE) T.S. MONK (Mirage/Atlantic TWG 3780)
14	14 JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra 4-7103)
15	15 TOO TIGHT DON FUNK SHUN (Mercury/PolyGram 76089)
16	16 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DE 807)
17	17 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)
18	18 8TH WONDER THE SUGARHILL GANG (Sugar Hill SH-753)
19	19 AND LOVE GOES ON THE JONATHAN WINKLES (Columbia 11-11434)
20	20 MAKE THE WORLD STAND STILL ROBERTA FLACK AND PEABO BRYSON (Atlantic 3775)
21	21 PERFECT FIT JERRY KNIGHT (A&M 2304)
22	22 LOVE OVER AND OVER AGAIN SWITCH (Gordy/Motown G 7198F)
23	23 FULL OF FIRE SHALAMAR (Solar/RCA VY-12152)
24	24 I HEAR MUSIC IN THE STREETS UNLIMITED TOUCH (Prelude PRJ 8023)
25	25 MUSIC MAN ROBERT WINTERS & FALL (Buddah/Arista BDA 624)
26	26 BEING WITH YOU SMOKEY ROBINSON (Tama/Motown T 54321F)
27	27 EVERYTHING IS COOL TEEN CONNECTION (Capitol P-4968)
28	28 FANCY DANCER TWINENYNINE with LENNY WHITE (Elektra 4-70787)
29	29 WHO SAID? THE ISLEY BROTHERS (T-Neck/CBS Z56 2293)
30	30 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)
31	31 LOVE'S CALLING MONGARA (Wheel WHI 5001)
32	32 I AM CORRIDIA QUINCY JAMES (A&M 2309)
33	33 YOU'RE TOO LATE ANTASTY (Avillion/CBS Z56 6407)
34	34 WHAT A FOOL BELIEVES ARETHA FRANKLIN (Arista AS 0591)

35	LOVERS AFTER ALL MELISSA MANCHESTER and PEABO BRYSON (Arista AS 0587)
36	TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram DE 810)
37	YOU'RE THE BEST THING IN MY LIFE THE DRAMATICS (MCA 51041)
38	HERE TO YOU SKYY (Salsoul/RCA ST 51232)
39	RAPTURE BLONDE (Chrysalis CHS 2485)
40	FEEL ME CAMEO (Chocolate City/Casablanca/PolyGram CC 3222)
41	I'M READY KANO (Emergency EMS-4504)
42	UNITED TOGETHER RODNEY FRANKLIN (Arista AS 0569)
43	WHEN LOVE CALLS ATLANTIC STARR (A&M 2312)
44	GET TIGHT KLEER (Atlantic 3788)
45	BE YOURSELF DEBRA LAWS (Elektra E-47084)
46	NEVER LIKE THIS THE TWINKLETONS (Fantasy/Honey 906)
47	MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME SPINNERS (Atlantic 3798)
48	WHAT TWO CAN DO DENICE WILLIAMS (ARC/Columbia 11-80504)
49	NEVER GONNA GIVE YOU UP PATRICIA RUSHEN (Elektra E-47113)
50	PRaise MARVIN GAYE (Tama/Motown T 54322F)
51	DANCE SILVER PLATINUM (Sector Record Int'l. SRI-00096)
52	YOU LIKE ME DON'T YOU JERMAINE JACKSON (Motown M 1503F)
53	MELANCHOLY FIRE GORDIAN GONONS (Arista AS 0581)
54	ONE-WAY LOVE AFFAIR SADANE (Warner Bros. WBS 49663)
55	A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)
56	GLAD YOU CAME MY WAY JOE SIMON (Posse POS 5005)
57	BE ALRIGHT ZAPP (Warner Bros. WBS 49623)
58	TRY A LITTLE TENDRESS THE ONE FIVEYS (Boardwalk W58 5708)
59	I WANT IT THE REDDINGS (Believe In A Dream/CBS Z56 5602)
60	F-ENCOUNTER DUSTY (Warner Bros. WBS 49661)
61	HAVE YOU SEEN HER THE CHI-LITEs featuring GENE RECORD (20th Century Fox/RCA TC-2481)
62	DON'T BE ASHAMED TO CALL MY NAME BOHANNAN (Phase II W58-5654)
63	WHERE DID I GO WRONG HEAT WAVE (Epic 19-51005)
64	YOUNG LOVE TEENA MARIE (Gordy/Motown G 7194F)
65	MAKE THAT LOVE SHALAMAR (Solar/RCA VY-12192)
66	TURN OUT THE LAMP LIGHT GEORGE BENSON (Quest/Warner Bros. WBS 49637)

Weeks On Chart	Chart
67	KEEP ON IT STARTPOINT (Chocolate City/Casablanca/PolyGram CC 3223)
68	MOCHOUT OF WEAKNESS ENCHANTMENT (RCA PB-12163)
69	MY LADY ON CHAY (MCA 51054)
70	YOU'RE LYING LINX (CHRISTY CHS 2461)
71	WIND ME UP R.U.'S LATEST ARRIVAL (Buddah/Arista BDA 625)
72	LONG LINES TAVARES (Capitol 4969)
73	CAN YOU HANDLE IT SHARON REDDY (Prelude PRJ 8024)
74	BIRTHDAY PARTY GRANDMASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-555)
75	SHINE ON L.T.D. (A&M 2283)
76	DOUBLE DUTCH BUS FRANCIE SMITH (WMOT W58 5356)
77	TONIGHT WE LOVE RUFUS (MCA 51070)
78	ANGEL FATBACK (Spring/Polymark SP 3016)
79	AGONY OF DEFEAT PARLIAMENT (Casablanca/PolyGram NB 2317)
80	CALL IT WHAT YOU WANT BILL SUMMERS AND SUMMERS HEAT (MCA 51073)
81	IN LOVE'S TIME DELIGHTION (Mercury/PolyGram 45-76084)
82	AND I'LL SEE YOU NO MORE THE STYLITICS (TSP/CBS Z56 4798)
83	GOLDEN TOUCH ROSE ROBY (Whitfield/Warner Bros. WHI 49681)
84	MEDLEY: WAITIN' ON A LETTER FROM STAN THE ORIGINALS (Phase II WBS 5653)
85	FEELIN' CAMERON (Salsoul/RCA ST 57 2134)
86	BABY DON'T STOP ME LEON WAVE (Elektra 4-7093)
87	DIDN'T WE MAKE IT HAPPEN, BABY BARRY WHITE & GLOEDNE WHITE (Whitfield/CBS Z56 7064)
88	SURRENDER PEACHES & HERBY (Polar PD 2157)
89	LET'S DO IT CONVERSION (Sam 81-5107)
90	FEEL IT REVELATION (Handshake WBS 5305)
91	YOU'D BE A MILLIONAIRE BOBBY 'BLUE' BLAND (MCA 51068)
92	YOU ARE NITELYTE (Arista/Arista OS-814)
93	VOICES INSIDE MY HEAD COMMISSIONER SERGE (BC 4006)
94	SOMETHING TO REMEMBER DYNASTY (Solar/RCA VY-12180)
95	CONNECTIONS AND DISCONNECTIONS FUNKYLOOSE (LAX/WBS 70055)
96	WHAT WE HAVE IS RIGHT BLACKCYPHERS (Fantasy F-904)
97	GET OUT YOUR HANDEKHEIFER ASHFORD & SIMPSON (Warner Bros. WBS 49656)
98	I'LL NEVER FIND ANOTHER (FIND ANOTHER LIKE YOU) MANHATTANS (Columbia 11-11398)
99	LITTLE GIRL IN YOUR TOWER JERRY THE JACKSONS (MCA 5819)
100	THE TWO OF US SEAWIND (A&M 2302)

A Woman Needs (Raydola - ASCAP)		BPM)		(Including Publishers and Licensees)	
2	Agony Of DeFeat (Malibu - BMI)	76	Little Girl (Jobette - ASCAP/Boots Bay - BMI)	79	The Two Of Us (Seawind/Black Bandana - BMI)
3	I Am Corridia (Hearthwave/Lazy Lizard - Interscope - ASCAP)	78	2B Evolving In Cool (T-Conn Admin) by Irving - BMI	80	Thighs High (Thomas Browne/Roaring Fort - BMI)
4	All American (Waldeen/Graduate Sky - ASCAP/Firing/Kepoc - BMI)	18	Loneliness (Robinson/Bogan's - ASCAP)	72	Together (Mighty Three - BMI)
5	And In She You (Asstared/Sue) - 82	60	Love Over (Jobette - ASCAP)	22	Tonight We Love (Overdue - ASCAP)
6	Be Alright (Rubber Band - BMI)	90	Lovers After All (Africanian Pickleworks - BMI)	77	Too Tight (Van-Joe - BMI)
7	Be Yourself (Hulaw - BMI/New East - ASCAP)	4	Leons Ave (Rumanjan - ASCAP)	15	Try It (Call-Jobette, Connolly/Jobette - ASCAP)
8	Being With You (Asstared/Sue) - 82	90	Love's Calling (Phonogram Ear - BMI)	58	Turn Out (Rondor (London)
9	Body Party (Sugar Hill - BMI)	40	Magical Man (Almo/Ray Jay/Similar/Lucky Break - ASCAP)	25	Admin. by Almo - ASCAP)
10	Bon Bon (Unichappell/Featherbed/Larball - BMI)	35	Make That Move (Spectrum VII/Mykinda - ASCAPs)	25	United Through (Jays Enters/Baby Love/Chappell/Phivins International - ASCAP)
11	Boogie Body (Bar Kay/Warner-Tamerlane - BMI)	23	Make The World (Wib/Peabo/Very/Every - ASCAP20)	53	Voices Inside (Chappell - ASCAP)
12	Burn Rubber (Total Experience - BMI)	2	Melancholy Fire (Arba - ASCAP)	92	What's In (Intersong/April Bonhannon - ASCAP)
13	Call It What (Blisum - BMI)	6	Moment of Weakness (Groovesville/Forgotten - BMI)	84	Watching You (Slave song/Cotillon - BMI)
14	Can You (Diamond In The Rough/Tama - BMI)	56	Never Gonna Give (Baby Fingers - ASCAP)	34	What A Fool (Sing/Milk Money - ASCAP)
15	Celebration (Delightful/Fresh Start - BMI)	83	Never Gonna Give (Baby Fingers - ASCAP)	69	What You (Bobby/Kee-Drop - BMI)
16	Connections And Disconnections (Milwaukee & Key - BMI)	61	One Way Love (Frozen Butterfly - BMI)	49	When We Have (First Down/Newbark/Audio - ASCAP)
17	Dance (Bayard - BMI)	80	OneWay Love (Frozen Butterfly - BMI)	71	When Love (Jobette - ASCAP)
18	Didn't We Make (Esa-Vette/Sin/Contentis - BMI/M/My Kinda/Word Sound - ASCAP)	59	Rapture (Rare Blue/Monster Island - ASCAP)	29	Who Said? (Bovina - ASCAP)
19	Don't Be (Intersong/April Bonhannon - ASCAP)	44	Rise On (Phonogram Ear - BMI)	43	Wind Me Up (Big Seven/Arrival - BMI)
20	Don't Stop (Total X - BMI)	55	Something To Remember (Spectrum VII/Mykinda - ASCAP)	46	You're In Love (Jobette - ASCAP)
21	Double Dutch (WIMOT/Frasyon/Supermarket	41	Sukiakay (Beechwood - BMI)	50	You're (Special Agent/Ally) by Alvert - BMI
22		87	Surrender (But Pen - BMI)	92	You're Lying (LSD/RSM/Martin Cooper/MCCA - ASCAP)
23		59	Take It (Delightful/Fresh Start - BMI)	37	You're The Best (Groovesville/Supercloud/Arthus II - BMI)
24		50		70	You're Too Late (Righteous/Pavillon/Itali - BMI)

BLACK RADIO 19

MOST ADDED SINGLES

- 1 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) — RAY PARKER, JR. & RAYDO —** AR15, WBPD, WK100, WPAL, W DAS, WNHC, WDDM, WLLC, KDKO, KPRS, WGRF-FM, WISN
- 2 MAKE THAT MOVE — SHALAMAR — SOLAR/RCA** WENZ, KATZ, WJMO, WILD, WEDR, WTLG, CO100, WPAL, V103, WLLC, WGVJ, WDAO
- 3 WHEN LOVE CALLS — ATLANTIC STARR — A&M** WKND, WYLD, WJMO, WRBD, KDAY, WPAL, V103, WATV
- 4 BE YOURSELF — DEBRA LAWS — ELEKTRA** W103, WRBD, WKND, WYLD, WJMO, WLSA, WQCI, LFM
- 5 WHAT TWO CAN DO — DENICE WILLIAMS — ARC/COLUMBIA** WAWA, WJLB, WRBD, WDLA, WATV, KDKO
- 6 ONE WAY LOVE AFFAIR — SADANE — WARNER BROS.** WAWA, WJLB, WRBD, WQCI, CO100, WKND, WYLD
- 7 HOW 'BOUT THAT — CHAMPAIGN — COLUMBIA** WJMO, WWIN, WLLC, KDKO, WGRF-FM
- 8 NEVER Gonna GIVE YOU UP — PATRICE RUSSIN — ELEKTRA** WKND, WYLD, KGJF, KOKA, QK100

MOST ADDED ALBUMS

- 1 BEING WITH YOU — SMOKEY ROBINSON — TAMLA/MOTOWN** WWIN, WQCI, WATV, WIP, WYLD, WBXK, WMMQ, WOKB, WLLC, KDKO, WGVJ, W103, WLD-FM, WYLD, WWRV, WGRF-FM, WAWA, WDAO, WDAQ
- 2 GRAND SLAM — THE ISLEY BROTHERS — T-NECK/CBS** WLD, KDAY, V103, W DAS, WAOK, KPRS, WGVJ, WAWA, KATZ, WYLD-FM, WGRF-FM
- 3 EVERYTHING IS COOL — T-CONNECTION — CAPITOL** WTLG, WBXK, W DAS, WNHC, WDDM, WATV, KDKO, WJLB, WSOX, WWRV

UP AND COMING

RESERVATION FOR ONE — ALICIA MEYERS — MCA
 FROG TO MAKE IT BETTER — MYSTIC MERLIN — CAPITOL
 WHAT ARE YOU GOING TO DO WITH IT — BETTY WRIGHT — EPIC
 DO YOU REALLY MEAN GOODBYE? — MANHATTANS — COLUMBIA
 BAD COMPANY — UNDAUNTED McCULLOUGH — ATLANTIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD
 HTS: S. Robinson, S. Wonder, G. Washington, Yarborough & Peoples, Whispers, T.S. Monk, Taste of Honey, Earth, Wind & Fire, Sister Sedgwick, Tom Browne, Gap Band, O. Jones, T-Connection, Champaign, ADDS: Barry & Godeen White, Rose Royce, Fern Kinney, Atlantic Starr, LP ADDS: Webster Lewis, D. Laws, Sadane, Champaign, Isley Bros., D. LaSalle, Bohannon.

WAOK — ATLANTA — CARL CONNORS, PD
 HTS: Honey, Prince, J. Knight, M. Manchester, P. Bryson, Tom Tons, Taste of Honey, Earth, Wind & Fire, T.S. Monk, S. Redd, R. Writers, F. Fall, Shamalar, Fantasy, T-Connection, Champaign, M. Henderson, O. Jones, Tavares, G. Washington, L. Williams, Blind, Chi-Lites, Lulu, Bohannon, Atlantic Starr, Heatsave, ADDS: B. Wright, Spinners, B. Blouie, Revelation, Dynasty, LP ADDS: Isley Brothers, Winwin.

WWIN — BALTIMORE — CURTIS ANDERSON, PD
 HTS: Atlantic Starr, Whispers, Conversion, Slave, E. Birdsong, Unlimited Touch, T. Browne, S. Robinson, Grandmasta Flash, Funkadelic, S. Redd, R. Writers, F. Fall, Shamalar, Fantasy, T-Connection, Champaign, D. Laws, Lahl Hall, Rose Royce, B. Thurston, Niteflyte, A. Meyers, Bohannon, Originals, Al Hudson, D. Summer, Fantasy, Champaign, LP ADDS: B. Thurston, Walker Family, S. Robinson.

WATV — BIRMINGHAM — BILL GROVER, PD
 HTS: Lakeside, Sugarhill Gang, Jones Girls, Gap Band, Taste of Honey, T-Connection, Ashford/Simpson, Yarborough & Peoples, Dynasty, Seawind, One Way, Originals, Zapp, J. Jackson, Bootsy, P. Rushen, S. Robinson, M. Gaye, S. Wonder, Chi-Lites, Henderson, Dramatics, R. Flack/P. Bryson, Sylvestra, R. Writers, F. Fall, Manchester, W. Pickett, M. Henderson, R. Writers, F. Fall, Manchester, Sister Sedgwick, J. Knight, Shamalar, Whispers, Switch, T. Marie, V. Pickett, ADDS: Manhattans, Dynasty, D. Williams, Delegation, Atlantic Starr, Pointer Sisters, Coffee, Sweet Back, Starpoint, LP ADDS: P. Bryson, T-Connection.

WILD — BOSTON — BUTTERBALL, JR. PD
 JUMPS: 22 To 14 — Enchantment, 21 To 13 — R. Writers & Fall, 18 To 11 — Funky 4 Plus 1, 16 To 10 — S. Redd, 15 To 6 — Sister Sedgwick, 10 To 4 — Yarborough & Peoples, 23 To 15 — D. Laws, 21 To 16 — Free Express, 24 To 10 — Champaign, 19 To 18 — J. Knight, 27 To 19 — Fantasy, 28 To 20 — T-Connection, 29 To 21 — Cameo, 30 To 22 — A. Franklin, 31 To 23 — Grandmaster Flash, 32 To 24 — S. Robinson, 33 To 25 — T. Marie, 35 To 28 — Conversion, ADDS: Rufus, Leda Grace, Bill Summers, G. Washington, R&G, Webster Lewis, R. G. Dennis, Rufus, Champaign, Delegation, Miller-Jackson, S. Robinson, D. Laws.

WPAL — CHARLESTON — THERON SNYDE, PD
 HTS: Sister Sedgwick, A. Franklin, Prince, L. White, J.R. Funk, T. Browne, J. Jackson, S. Robinson, Rusten, P. Rushen, J. Knight, J. Knight, T. Browne, S. Robinson, Whispers, Earth, Wind & Fire, O. Jones, Sadane, Champaign, ADDS: Starpoint, Atlantic Starr, Shamalar, Raygor, Leda Grace, LP ADDS: Maurice Starr, S. Robinson, Tom Browne.

WOY — CHARLOTTE — JOANN GRAHAM, PD
 HTS: Earth, Wind & Fire, Jones Girls, Whispers, Champaign, R.J.'s Latest Arrival, Silver Platinum, J. Knight, J. Bristol, L. White, Sister Sedgwick, T. Browne, L. Clifford, Taste of Honey, Midnight Blue, Fantasy, Delegation, ADDS: Kool & Gang, Ohio Players, Kleeber, Bobby King, Heatsave, R. Writers & Fall, Shamalar, Common Sense, Grandmasta Flash, LP ADDS: Isley Bros., D. Ross, S. Robinson, D. LaSalle.

WGCI — CHICAGO — BARRY MAYO, PD
 HTS: Gap Band, Lakeside, Honey, T.S. Monk, Jones Girls, Whispers, S. Robinson, B. Streisand/B. Gibb, Cameo, ADDS: Sugarhill Gang, Ornli, L. Rawls, Gap Band, D. Laws, LP ADDS: Alphonse Mouzon, S. Robinson, Tom Scott, Stone City Band, Dave Grusin.

WBXK — CHICAGO — PAM WELLES, MD
 HTS: Yarborough & Peoples, Kano, Gap Band, T.S. Monk, Heatsave, T. Browne, G. Washington, Atlantic Starr, J. Jackson, Cameo, Delis, A. Franklin, Dazz Band, S. Robinson, Kool & Gang, Zingara, Cameron, L. White, D. Laws, Biondie, R. Royce, D. Williams, ADDS: Kleeber, Ohio Players, Quincy Jones, J. Jackson, J. Knight, Lakeside, Judy Roberts, Whispers, Atlantic Starr, T-Connection.

WCIN — CINCINNATI — MIKE ROBERTS, MD
 HTS: Slave, Sugarhill Gang, Isley Bros., Zapp, Jones Girls, S. Wonder, JUMPS: 15 To 9 — Isley Bros., 17 To 12 — Slave, 18 To 14 — Dramatics, 19 To 15 — Sister Sedgwick, 22 To 16 — R. Writers & Fall, 20 To 17 — Sugarhill Gang, 28 To 22 — Champaign, 29 To 19 — Earth, Wind & Fire, 26 To 20 — Zapp, 25 To 21 — G. Benson, 27 To 21 — Cameo, 28 To 23 — Unlimited Touch, 29 To 24 — S. Robinson, 30 To 22 — L. White, ADDS: Delis, T.S. Monk, R.J.'s Latest Arrival, R. Writers & Fall, Rufus.

WJMO — CLEVELAND — BERNIE MOODY, PD
 HTS: 27 To 8 — Cameo, 29 To 12 — Cameo, 16 To 11 — Cameo, 16 To 11 — T. Browne, 20 To 13 — Unlimited Touch, 18 To 14 — M. Gaye, 25 To 15 — T.S. Monk, 21 To 16 — S. Robinson, 28 To 17 — Taste of Honey, 20 To 18 — A. Franklin, 23 To 19 — L. White, 26 To 20 — D. Williams, 29 To 21 — J. Knight, 32 To 22 — D. Laws, 33 To 25 — P. Bryson, 37 To 30 — Champaign, 38 To 31 — Atlantic Starr, 27 To 23 — Dazz Band, 35 To 28 — Zingara, ADDS: Barry & Godeen White, Washington, Champaign, R.J.'s Latest Arrival, Atlantic Starr, LP ADDS: M. Gaye.

WJLB — DETROIT — TOM COLLINS, PD
 HTS: 15 To 11 — Unlimited Touch, 17 To 13 — Manchester/Bryson, 19 To 14 To 11 — Unlimited Touch, 20 To 15 — J. Knight, 21 To 16 — Sister Sedgwick, 22 To 17 — L. Rawls, 23 To 18 — Tavares, 25 To 19 — D. Laws, 26 To 20 — L. Clifford, 28 To 21 — Fatback, 29 To 22 — A. Franklin, 30 To 24 — J. Knight, 31 To 24 — Sylvestra, 32 To 25 — Cameo, 33 To 28 — Earth, Wind & Fire, 34 To 27 — Kleeber, 35 To 28 — McCrarys, 36 To 29 — T-Connection, 37 To 30 — Champaign, 38 To 31 — Atlantic Starr, 39 To 32 — G. Washington, 40 To 33 — M. Henderson, LP To 34 — Streisand/Gibb, LP To 35 — Gap Band, LP To 36 — Rushen, LP To 37 — J. Jackson, LP To 38 — D. Sharp, LP To 39 — A. Meyers, LP To 40 — L. White, ADDS: Barry & Godeen White, Rose Royce, Reddings, Chi-Lites, Dynasty, D. Williams, Sadane, LP ADDS: T-Connection, B. Mason, Mystic Merlin, S. Winwood, Streisand/Gibb, N. Larson, Jones Girls, Atlantic Starr, T. Browne, Fleetwood Mac, Two Tons, Steely Dan.

WKND — DETROIT — GEORGE WHITE, JR. PD — R.J.'S LATEST ARRIVAL
 HTS: Bar-Kays, S. Wonder, Cook, Shalamar, R. Flack/P. Bryson, Yarborough & Peoples, T. Browne, Tierra, G.S. Heron, L. White, W. Felder, D. Ross, Zingara, Enchantment, Unlimited Touch, J. Bristol, Switch, Isley Bros., Blackbys, 20 To 20, Sugarhill Gang, Night, Slave, Ornli, Sky, Sister Sedgwick, ADDS: Champaign, G. Dennis, R. G. Dennis, R. G. Dennis, J. Cutler, G. Dennis, R. G. Dennis, R. G. Dennis, LP ADDS: Shamalar, D. Ross, Isley, S. Robinson.

KMJO — HOUSTON — BILL TRAVIS, PD
 HTS: Franklin, Lakeside, Earth, Tierra, Gap Band, T. Browne, Jones Girls, Con Funk Shun, R. Stewart, D. Rogers, G. Washington, Whispers, S. Wonder, A. Franklin, Switch, Bar-Kays, Cameo, ADDS: S. Robinson, T-Connection.

WTLG — INDIANAPOLIS — ROGER HOLLOWAY, MD
 HTS: Kleeber, G. Washington, S. Robinson, Grandmaster Flash, E. Birdsong, Slave, J. Jackson, Atlantic Starr, Funkadelic, Sugarhill Gang, Manchester/Bryson, Earth, Wind & Fire, O. Jones, M. Gaye, T-Connection, Champaign, J. Knight, J. Knight, J. Knight, P. Rushen, ADDS: Chi-Lites, Dynasty, B. Wright, Sun, Pointer Sisters, Frankie Smith, Shamalar, LP ADDS: Debra Laws, S. Robinson, T-Connection, Wilson Pickett, Sky/Winwood, L. Ware, B. Preston, D. Ross, P. Bryson, S. Redd, D. Browne, J. Knight, Alicia Meyers, Delegation, R. G. Dennis, Rufus, Champaign, Delegation, Miller-Jackson, S. Robinson, D. Laws.

KDAY — LOS ANGELES — JON BAUDEAX, MD
 HTS: Taste of Honey, Sister Sedgwick, Earth, Wind & Fire, J. Knight, S. Robinson, O. Jones, T.S. Monk, Champaign, R. Writers & Fall, ADDS: C. Cisei, Debra Laws, Atlantic Starr, Cameo, LP ADDS: Isley Bros., One Way, Bryson.

KGJF — LOS ANGELES — J.B. SONE, MD
 HTS: Whispers, Lakeside, Gap Band, Yarborough & Peoples, T.S. Monk, Slave, Con Funk Shun, Taste of Honey, L.T.D., Champaign, ADDS: Tierra, Frankie Smith, P. Rushen, Kleeber, Enchantment, LP ADDS: P. Snow, Barry & Godeen White, Rose Royce, Fern Kinney, Delegation, Miller-Jackson, S. Robinson, D. Laws.

WDIA — MEMPHIS — MARK CHRISTIAN, MD
 HTS: Yarborough & Peoples, Gap Band, S. Robinson, T. Browne, Taste of Honey, Kool & Gang, A. Franklin, Champaign, B. Wright, Washington, R. Writers & Fall, J. Jackson, J. Knight, Zapp, Whispers, Slave, Cameo, Sky, W. Pickett, Manchester/Bryson, ADDS: D. Williams, Earth, Wind & Fire, Leda Grace, Rose Royce, Spinners, T.S. Monk, L. White, LP ADDS: Alphonse Mouzon, Champaign, Isley Bros., One Way, Bryson.

WEDR — MIAMI — GEORGE JONES, MD
 JUMPS: 27 To 7 — Staples, 15 To 10 — Jacksons, 14 To 6 — Lakeside, 8 To 3 — Mamatapae, Ex To 30 — Two Tons, Ex To 27 — L. Thomas, Ex To 24 — Dramatics, Ex To 23 — Slave, Ex To 22 — M. Connors, Ex To 21 — Jones Girls, Ex To 19 — King Tutt, ADDS: Firefly, James Brown, Cameo, Starpoint, S. Brown, G. Gearhart, R. G. Dennis, R. G. Dennis, R. G. Dennis, R. G. Dennis, LP ADDS: Atlantic Starr, B. Wright, J. Knight.

WLUM — MILWAUKEE — BILLY YOUNG, PD
 HTS: Earth, Wind & Fire, Zapp, Bootsy, Baby Dan, Kleeber, Gap Band, Kool & Gang, D. Laws, Shamalar, Sister Sedgwick, ADDS: G. Dunlap, Chi-Lites, Quincy Jones, Dramatics, Hiroshima, G. Washington, Reddings, Kool & Gang, Earth, Wind & Fire, R&G, Shamalar, LP ADDS: Alphonse Mouzon, Earth, Wind & Fire, S. Robinson, B. Mason, Bernard Wright, D. Ross, Steely Dan, L. Ware, D. Laws.

WYLD-FM — NEW ORLEANS — RON ASH, MD
 HTS: A. Franklin, Earth, Wind & Fire, T.S. Monk, Kool & Gang, Whispers, Shamalar, Slave, R. Flack/P. Bryson, J. Jackson, ADDS: Quincy Jones, D. Williams, Manchester/Bryson, Champaign, Atlantic Starr, LP ADDS: Champaign, S. Robinson, Isley Bros.

WYRL — NEW YORK — LINDA HAYNES, MD
 HTS: Kool & Gang, Whispers, M. Gaye, Earth, Wind & Fire, Taste of Honey, S. Wonder, Zapp, Zapp, J. Knight, S. Robinson, Dramatics, ADDS: Enchantment, T. Pendergrass, Reddings, Sadane, Zingara, Quincy Jones, LP ADDS: D. Laws, Alphonse Mouzon, Markley Band, Mystic Merlin, S. Robinson, D. Ross, Sadane, T-Connection, Lenor Ware.

WOKB — ORLANDO — BRETT LEWIS, PD
 HTS: T. Browne, Grandmasta Flash, Yarborough & Peoples, T.S. Monk, Whispers, Midnight Blue, S. Robinson, Sister Sedgwick, J. Knight, Taste of Honey, T-Connection, Cameo, Earth, Wind & Fire, Shamalar, Mamatapae, Spinners, Champaign, Unlimited Touch, Reddings, J. Jackson, Manhattans, Atlantic Starr, Bill Summers, Ono Players, Rufus, Quincy Jones, D. Williams, A. Franklin, Kool & Gang, Starpoint, ADDS: Barry & Godeen White — Wanda Walden, T. Marie, Excuse, Bootsy, Trickertation, LP ADDS: D. Laws, Dennis Brown, Mystic Merlin, S. Robinson, B. Preston.

WYMM — PHOENIX — PHILIPPA — JOE T. AMURGO, PD
 HTS: Gap Band, S. Wonder, Whispers, Slave, T. Browne, Sky, Tierra, S. Robinson, Taste of Honey, L. White, Zingara, Earth, Wind & Fire, T.S. Monk, Sister Sedgwick, M. Gaye, G. Washington, R. Writers & Fall, Conversion, O. Jones, D.D. Sharp, T-Connection, Enchantment, T. Marie, Spinners, Joe Simon, Lynx, Champaign, Dramatics, Signe, A. Laws, Rufus, D. Williams, S. Snow, Delegation, ADDS: Rufus, Raydio, B. White, Unilante McCullough, Holt 45, Lattimore, LP ADDS: Diana Ross, S. Robinson, Isley Bros., Mystic Merlin, T.S. Monk, Tom Tons, T-Connection, Atlantic Starr, Unlimited Touch, F. Hooker & The Love People, L. Ware, Champaign, Phibes.

WMO — PITTSBURGH — KEN ALLEN, PD
 JUMPS: 8 To 3 — T. Browne, 10 To 5 — Zapp, 11 To 7 — Taste of Honey, 14 To 9 — Kleeber, 13 To 10 — S. Robinson, 17 To 13 — Jackson, 18 To 14 — Sister Sedgwick, 19 To 16 — T. Marie, 23 To 17 — Cameo, 24 To 18 — Cameron, 25 To 19 — Two Tons, 25 To 22 — T-Connection, 30 To 23 — A. Franklin, 28 To 24 — Starport, 28 To 25 — J. Knight, 34 To 27 — Unlimited Touch, 35 To 28 — Manchester/Bryson, 32 To 29 — Champaign, 39 To 32 — Common Sense, 36 To 33 — Atlantic Starr, 37 To 34 — Enchantment, 38 To 35 — One Way, LP To 36 — Pigo, LP To 37 — ADDS: Grandmaster Flash, Kool & Gang, Sadane, Raydio, LP ADDS: S. Robinson, P. Bryson, B. Wright.

WENZ — RICHMOND — PAUL CHILDS, MD
 HTS: 15 To 11 — Unlimited Touch, 17 To 12 — Earth, Williams, 19 To 15 — Dramatics, 22 To 17 To 11 — Unlimited Touch, 29 To 21 — T-Connection, 28 To 20 — J.R. Funk, 29 To 26 — Reddings, HB To 27 — M. Gaye, HB To 29 — J. Jackson, HB To 30 — Quincy Jones, ADDS: D. Summer, Zingara, Grandmaster Flash, One Way, Mystic Merlin, L. Ware, Champaign, Phibes & Company, F. Hooker & Positive People.

WYLD — RICHMOND — FRANKIE J. JEFFRIES, MD
 JUMPS: 10 To 5 — Sister Sedgwick, 12 To 8 — Taste of Honey, 14 To 10 — T.S. Monk, 16 To 12 — R. Writers & Fall, 17 To 13 — Earth, Wind & Fire, 23 To 15 — G. Washington, 20 To 17 — T-Connection, 24 To 19 — J. Knight, 25 To 19 — Robinson, 26 To 17 — Two Tons, Cameo, M. Gaye, LP ADDS: Kool & Gang, S. Redd, P. Rushen, Kleeber, T. Marie, One Way.

KATZ — ST. LOUIS — EARL PERNELL, MD
 HTS: 19 To 12 — Unlimited Touch, 25 To 10 — G. Washington, 22 To 12 — Whispers, 28 To 11 — Taste of Honey, 21 To 13 — Sister Sedgwick, 30 To 18 — Grandmaster Flash, 30 To 19 — Earth, Wind & Fire, 38 To 28 — Bootsy, HB To 24 — Champaign, HB To 26 — Kool & Gang, 30 To 28 — R. Flack, HB To 30 — Heatsave, 35 To 30 — Sky, HB To 40 — J. Knight, HB To 40 — Earth, Wind & Fire, HB To 36 — L. White, HB To 38 — S. Robinson, HB To 39 — Atlantic Starr, HB To 40 — Raydio, ADDS: Conversion, Side Effect, Niteflyte, Shamalar, LP ADDS: Isley Bros., Champaign.

OK100 — WASHINGTON — DWIGHT LANGLAY, MD
 HTS: Sister Sedgwick, M. Gaye, Gap Band, Slave, G. Washington, Fantasy, Atlantic Starr, L. White, Champaign, Taste of Honey, Kool & Gang, T. Browne, ADDS: Shamalar, P. Rushen, Spinners, Raydio, Sadane, Kleeber, LP ADDS: Earth, Wind & Fire

INTERNATIONAL



ROLL AROUND THE WORLD — The Rollers, formerly known as the Bay City Rollers, recently pacted with CBS Records International (CRI) for a worldwide agreement, excluding the U.S. and Canada. The group is now preparing its new LP, "Ricochet." Pictured standing at the signing are (l-r): David Sonenberg and Al Dellentash, co-managers; Steve Pritchard, director of product management; CRI's David Benjamin, director of business affairs; CRI's Ira Sherman, product manager; CRI's Alan Longmuir of the group; Richard Thomas, director of A&R; CRI's Stuart "Woody" Wood of the group; Joe Senkiewicz, vice president of promotion and international artist development; CRI's and Duncan Faure of the group. Pictured seated are (l-r): Eric Faulkner of the group; Allen Davis, president of CRI; and Derec Longmuir of the group.

Rising Cassette Sales Offset Drop In Discs, 8-tracks In Argentina In 1980

by Miguel Smirnoff

BUENOS AIRES — For the second consecutive year, sales of pre-recorded cassettes doubled in volume in Argentina, accounting for 12.5 million units in 1980 compared to 5.5 million units in 1979 and 2.4 million units in 1978, according to figures released by the Chamber of Record Producers.

At the same time, sales of singles, albums and 8-track tapes declined significantly in 1980. Nevertheless, the jump in cassette sales caused an increase of approximately 15% in overall unit sales and a much greater hike in sales revenues. The increase in revenues was the result of the government's policy on the strength of the dollar, which has caused the price of LPs and tapes to level off at approximately \$21.

Sales of singles during 1980 totalled 3.8 million units, down 50% from 7.6 million units in 1979. The drop in sales was attributed primarily to a lack of strong product by pop stars, both local and international, which was serious enough to offset a promotional campaign and general lowering of prices in August. Nevertheless, the decline in sales was not overly alarming to the industry since here, as in the rest of the world, singles are not a profitable item.

The drop in album sales, down 27% to 5.9 million units in 1980 from 8.1 million units in 1979, was due primarily to the increasing popularity of cassettes. One of the main reasons for the switch in popularity was the hardware situation, with quality cassette players currently available for a minimum of \$150, compared to a minimum

investment of \$600 for record players of acceptable quality.

The most dismal showing of the year, however, was the decline in 8-track tape sales — down 79% to 45,000 units in 1980 from 214,000 units in 1979. The drastic drop in 8-track sales mirrored a similar decrease from 518,000 units sold in 1978 to the 214,000 units in 1979.

The growing strength of cassettes was aided in 1980 by strong sales of budget items, and it is anticipated that sales in the area of cassettes will grow by 15-25% again in 1981.

BPI Acts To Halt 'Hype'

(continued from page 7)

"Practices have included the supply of promotional material unconnected with the artist who is the subject of the promotion," and that "the control of the volume of product available to salesmen has been lax" (Cash Box, Nov. 1, 1980).

On the *World In Action* and *Newsnight* programs, former sales representatives of WEA alleged that they and employees of other record companies tried to influence the way retailers reported to the British Market Research Bureau (the independent company contracted by the BPI to compile its charts) by giving them albums, clothing, drink and other gifts. Retailers, it was alleged on the shows, were able to receive up to 10,000 copies (\$21,400) in goods annually.

On the subject of independent pluggers, the BPI investigative committee felt there was no doubt they had "transgressed the Code of Conduct."

INTERNATIONAL DATALINE

Canada

TORONTO — The Wintario Half-Back program, which was exceedingly successful as it applied to the purchase of Canadian record albums, will now apply to Canadian music performances. Under the program, Wintario lottery tickets that have been used can be redeemed for 50 cents each to a maximum four tickets toward the purchase of a concert ticket for a Canadian performer. The program has been expected, but the forthcoming provincial election in Ontario stirred the machinery to enact the Ontario program... The far-reaching government inquiry into the Canadian music industry begins in earnest in April, it was announced recently... Good to see **Card Lewis**, guitarist with **Teengame Head**, back in the saddle again, after a NASA-developed operation cured his broken back and returned him to the stage after a little more than four months. A third album is in the works for the group, which had its initial foray into the U.S. scotched as a result of Lewis' car accident last year... I'm sure that the success of **Andy Kim**, but call him **Baron Longfellow** these days, and don't try to label his audience as succinctly. Ready to sign a U.S. deal for his Ice Records label, which spawned an across-the-board revitalization in Canada (he's from Montreal, but lives in Beverly Hills), Longfellow's four-year absence from recording taught him many lessons — some personal, many musical — and his re-emergence may culminate in a return to the concert stage by year's end. Says Longfellow, "I feel like I'm just beginning to break my ground"...

Dixon-Propas, the management firm that got Longfellow's deal, is now based in Ontario Place (for which it once served as booking agents) over alleged owed commissions. **Nellie Dixon** and **Steve Propas** have severed their relationship with the government-owned recreation and entertainment facility, saying they disliked the political involvement (particularly when rock shows were temporarily shelved last summer as a result of an exaggerated incident) and that they don't really have the time to commit to the job... **WEA's Jeff Hughes**, earlier touted in this column as a face to watch from Montreal, should finish recording his debut album by month's end. Another WEA signing that was not awarded its just attention, **The Teddy Boys**, opened four dates on the **Boomtown Rats** swing through eastern Canada... Speaking of the Rats, whose "Mondo Bongoo" disc is on the brink of gold sales here ("The Fine Art of Surfacing" is approaching triple-gold), singer **Bob Geldof** says the African music industry takes a "Family Feud" approach. "You know, they ring up 100 people and see what they think before coming up with an answer." **kirk lapointe**

Italy

MILAN — **Enzo Jannacci** started his winter tour here Feb. 14. The tour will end in Rome on March 8. The popular Italian singer/songwriter, whose latest LP, "Ci Vuole Orecchio," was released on Ricordi label, has been absent from the stage for nine years.

Discos company began the distribution of the *Arts Nova* catalog in Italy, announcing the sale of imported records (LPs) available to the retailers at the price of \$2.15 (taxes included).

Franco Cabrini, formerly at Durium, has been named marketing manager at EMI Italiana... **Bruno Fedetto**, previously at EMI Italiana, is the new advertising head at PolyGram, replacing **Claudio Gobbi**. **Antonello Venditti** is ending a year of silence to record a new LP, which will be released next month on Philips label. The title will probably be "Arrivano Gli Stukas."

Good times for "nostalgia" in Italy — the compilations dedicated to the "oldies but goodies" are more and more frequent on record shelves. The most popular of his EMI Italiana with an album called "Cantatitalia," including 20 hits of the '50s and '60s by **Renato Carosone**, **Pino Donaggio**, **Glorio Trombetta**, **Bruno Martino** and others.

A new label, **Cosmovox**, was born in Turin. Although the distribution has not yet been decided, two singles have already been released.

marlo de luigi

United Kingdom

LONDON — Australian-born, long-time U.K. resident **Ron Grainer** died tragically at age 55 from cancer. He came to England intending a career as a classical musician, but found his forte as composer of film and TV music. **Doctor Who**, a U.K. sci-fi TV institution now in its third decade on the screen, still uses the theme music he composed when it started. Among the mass of his work, it is probably his best known and most-heard piece. Long before any synthesizer, vocoder or microchip was available, he was at work in the BBC "Radiophonic Workshop," creating the kind of sound that would now be taken for granted. He was surely a pioneer of electronic music.

Shirley Stone, head of press at RCA for the last 15 years, has resigned due to "differences over policy." Sources close to the company point out that, of late, all its public relations activities have been concerned with major acts.

The *Brookers* Island Records' One Plus One marketing gambit (top quality cassette with an entire album on one side, blank tape on the other and a low retail price, has barely subsided, but the label seems set to rock the boat again by giving away free

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Another One Bites The Dust — Queen — EMI
- 2 Ahora O Nunca — Angela Carrasco — Microdon
- 3 Lanza Perfume — Rita Lee — RCA
- 4 Woman In Love — Barbra Streisand — CBS
- 5 No Era Mi Guardian — Sonia Rivas — Microdon
- 6 Tremendo Amor — Maria Celeste — CBS
- 7 Su-Ku-Lu — Tantra — Phonogram
- 8 Perdame — Camilo Sesto — Microdon
- 9 Don't Stand So Close To Me — The Police — CBS
- 10 Seto Tu, Seto Yo — Toto Cutugno — Intercord

TOP TEN LPs

- 1 The Game — Queen — EMI
- 2 Memories — various artists — K-tel/ATC
- 3 Tribute Los Cinco Latinos — Estela Raval — ATC
- 4 Las Vacaciones Del Amor — soundtrack — Microdon
- 5 Recordando a Sandro — K-tel
- 6 Los Perichis — Tonodisc/ATC
- 7 Rita Lee — RCA
- 8 En Castellano — Roberto Carlos — CBS
- 9 14 Grandes Exitos — Julio Sosa — K-tel/ATC
- 10 17 Top Hits Of 1981 — various artists — Phonogram

—Prensario

Australia

TOP TEN 45s

- 1 Duncan — Slim Dusty — Columbia
- 2 Stop The Cavalry — Jona Lewie — Stiff
- 3 (Just Like) Starting Over — John Lennon — Geffen
- 4 Jesse — Carly Simon — Warner Bros.
- 5 Counting The Beat — The Swingers — Mushroom
- 6 The Time Warp — Rocky Horror Picture Show cast — Interscope
- 7 One Step Ahead — Split Enz — Mushroom
- 8 Girls Can Get It — Dr. Hook — Mercury
- 9 Every Woman In The World — Air Supply — Big Time
- 10 Sheddin' You Face — Joe Dolce Music Theatre — Astor

TOP TEN LPs

- 1 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 2 Zenyatta Mondatta — The Police — A&M
- 3 The Very Best of Elton John — DJM
- 4 Back In Black — AC/DC — Albert
- 5 Gully — Barbra Streisand — CBS
- 6 Flowers — Steely Dan — MCA
- 7 Making Movies — Dire Straits — Vertigo
- 8 Always — Willie Nelson — CBS
- 9 Gaucho — Steely Dan — MCA
- 10 Hits — Box Scaggs — CBS

—Kent Music Report

Italy

TOP TEN 45s

- 1 Master Blaster (Jammin') — Stevie Wonder — Motown
- 2 Woman In Love — Barbra Streisand — CBS
- 3 Anna Dal Capelli Rossa — I ragazzi dai capelli rossi — CBS
- 4 How Long — Lipps Inc. — Casablanca
- 5 Cerve A Primavera — Riccardo Cocciante — RCA
- 6 Don't Stand So Close To Me — The Police — A&M
- 7 The Wanderer — Donny Summer — Geffen
- 8 Enola Gay — Orchestral Manoeuvres in the Dark — Dindisc
- 9 Hey — Julio Iglesias — CBS
- 10 (Just Like) Starting Over — John Lennon — Geffen

TOP TEN LPs

- 1 Dalla — Lucio Dalla — RCA
- 2 Zenyatta Mondatta — The Police — A&M
- 3 Cerve A Primavera — Riccardo Cocciante — RCA
- 4 Gully — Barbra Streisand — CBS
- 5 Amanti — Julio Iglesias — CBS
- 6 Holter Than Paradise — The Wanderer — Motown
- 7 Making Movies — Dire Straits — Vertigo
- 8 The Wanderer — Donna Summer — Geffen
- 9 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 10 Diana — Diana Ross — Motown

—Musica E Dischi

INTERNATIONAL

INTERNATIONAL DATESLINE

records. Released as a "flexi-disc," the new single by **The Plastics** will be promoted by having the first five thousand copies given away free from Virgin and HMV stores. The single, entitled "Diamond Head," will be pressed on gold and silver and in a gold and black bag. It will go into the catalog with a recommended price of 20 pence (43 cents). Island's controversial One Plus One cassettes, which have a growing list of titles, including promotion by **Steve Winwood**, **Bob Marley**, **Cat Stevens**, **Grace Jones**, **Robert Palmer** and **J.J. Cale**, among others, were the subject of a recent meeting of the British Phonographic Industry (BPI) Council, which condemned the Island scheme and decided not to "manufacture or distribute" any more of the cassettes on the grounds that the system encourages home-taping (**Cash Box**, March 8). Present at the meeting were **EMI**'s **Richard Robinson** and Virgin chairman **Richard Branson**. The Virgin sales team is obliged to sell Island product under the terms of its contract and will therefore have to continue to do so.

There seems to be one point that the entire U.K. industry agrees upon, namely that there are now record executives rethinking performing and recording than ever before. Last year's sampler of new bands, "Hicks From The Sticks," sold 12,000 copies on the domestic market. Those people who enjoyed or approved of the exercise, or those curious about "street level" music should be heartened to hear that Charisma set to release "Heat From The Street," which features 13 new bands, on March 13. The new sampler was compiled by **Sandy Robertson** and **Paul Brown**, who also put together last year's "Hicks" for the Rockbabe label. A sign of the strength of their choice this time around is that, as the albums in this release, seven of its acts have found themselves packed to a variety of label recording dates. Four or five of the bands will be touring shortly, helped along by local press and radio ads, and a London gig will be included.

A promotion company working on a

system gleaned from the U.S. industry has just started in London. Record Television Promotions, as it is known, has been set up by former head of promotion at **D.J.M.**, **Richard Figlio**, along with **Wincey Willis**, also a veteran of D.J.M. The system promises what amounts to a money-back guarantee — if the company fails to achieve significant results in a six week promotion drive, it will make no charge, except for a minimal "service charge." RTP is located at 22 Acolf Road, London SW7. The telephone number is (01) 731-5215.

Those who take their music incredibly serious may like to know they can obtain the new edition of the 20-volume **Grove Musical Encyclopedia** for a mere 850 pounds (\$1,844). Not a lot, the publishers assure us, as development costs were in the region of 100,000 pounds (\$217,000) per volume.

Dexy's Midnight Runners were EMI's hot favorite of 1980, but sadly, towards the end of the year, there were differences within the band, and it split. Now **Dexys** are back in the market-place with a new single, included in the new line-up from the original band are **Kevin Rowland**, **Al Archer** and **Big Jim Patterson**. EMI's hot shot for '81 is **Classix Nouveaux**, which is thrilling the cognoscenti who have so far seen and heard the band. The band will be playing New York and possibly some other American dates in April, as well as appearing closer to home.

The Virgin empire continues to expand, despite the terrible times people like to say about **Richard Branson** and his company's situation. Already owners of The Venue (London's only rock clubaret), a large retail chain, labels, publishing houses and a couple of the more imaginative studios, Virgin is set to buy **Heaven**, in this instance, **Heaven** is a "hard-core" disco, but Virgin plans to use it as a club where bands not ready or willing to play The Venue can perform. Some competition for the Marquee after all these years?

paul bridge



YUGOSLAVIAN AWARD — CBS Records International (CRI) recently presented its inaugural Licensee of the Year award to **Suzy Records**, its exclusive representative in Yugoslavia. Pictured at the presentation are (l-r) **Ervin Veg**, vice president, CRI; **Branko Bohac**, managing director, Suzy; and **Ranko Antonic**, A&R manager, Suzy.

Audio-Visual Exhibition Set For April In London

LONDON — The 1981 Audio-Visual Exhibition, scheduled for April 7-10 at the Wembley Conference Centre, will feature the latest in programming techniques, new equipment and A/V accessories for education, business and entertainment. The highlight of the show is expected to be the unveiling of a slide/tape and multi-vision system based on a home computer by four major American and British companies.

The total of 80 exhibitors in a 7,000 square foot area, the trade-only show will also feature numerous television cameras and recorders, video cassette recorders, microprocessors and microphones, wallboards, overhead and slide projectors, slide mounts and screens.

Additional information can be obtained by contacting Martin Higgins at McLaren Exhibitions Ltd., P.O. Box 109, Davis House, 69/77 High Street, Croydon CR9 10H, England. The telephone number is (01) 688-7788 and the telex is 946665.

CBS/Sony Reorganizes Int'l A&R/Promo Unit

TOKYO — CBS/Sony has reorganized its International A&R/Promotion department to separately handle product from Columbia and other associated labels. Both new departments will be headed by **Tai Ohnishi**, general manager, International A&R.

Under the new structure, one department will handle Columbia product exclusively, while the other will handle CBS Associated labels and product acquired directly by CBS/Sony. **Yuji Takahashi** will direct the functions of the CBS Associated labels arm and will report to Ohnishi.

In a related move, CBS/Sony has also created a local **Jazz A&R/Promotion** department to handle product released by domestic jazz fusion acts. **Yasohachi Ito** will head the department.

Kruger Leisure Moves U.K. Office, Reorganizes Staff

LONDON — A change of address coupled with a more streamline administrative structure and staff expansion mark a few of the changes so far this year at **Kruger Leisure Enterprises**.

Following the sale of its long-time London residence to the French Government, the office has moved into new headquarters at **Hove in Sussex**, some 50 miles south of London on the seashore. Among the primary features in the new building are a screening room for both movies and videos; a discotheque/playback room; and the latest recording equipment, giving the ability to playback a copy and make demos all under one roof.

With the new building, a new administrative organization has also been implemented.

Jeffrey Kruger, chairman of the board, along with his son **Howard**, will continue to oversee and direct the varying enterprises, which include record production and distribution; music publishing; concert presentations; and movie and video production and distribution.

Leslie Lewis' duties, in addition to being managing director of **Buildog Records**, have been expanded to include the responsibility for the company's day-to-day operations in the concert field. **Leslie**, a 15-year company veteran, also oversees artist liaison in the company's tours.

Howard Kruger will be in charge of all arrangements for all concert tours and will be expanding the company's contemporary roster, as well as running his own **Buildog Records**, shortly to be launched in the U.S.

Anthea Nichols will continue in her position as executive assistant to **Kruger**, as does **Margaret Brace** in her position as copyright and royalty administrator for the Group.

I.R.S. Pacts With CBS For Oz, New Zealand

LOS ANGELES — The International Record Syndicate (I.R.S.) has pacted with CBS Australia and CBS New Zealand for distribution in those countries. First product, scheduled for release at the end of March, will include the LPs "Songs The Lord Taught Us" by The Cramps, "Things Aren't Right" by **Wazmo Nariz** and the self-titled debut by **Skafish**.

According to I.R.S. vice president of American/Canadian operations **Jay Bobber**, the LP releases will be accompanied by a sampler EP with two songs from each LP to service to radio and a poster and print ad campaign to promote the arrival of the label.

WHERE IN THE WORLD

Discovery recording artist **Lorez Alexandria** is currently on a tour of Japan. Covering the interior provinces, as well as Tokyo, she concludes March 10.

RCA recording artist **Grace Slick** is currently on a promotional tour of Europe in support of her latest LP, "Welcome To The Wrecking Ball." The tour, which concludes March 14, will include stops in Rome, London, Madrid and Paris.

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

Capitol recording group **April Wine** will embark soon on a tour of Germany. Running from March 21-31, the tour will cover Hamburg, Berlin, Hanover, Cologne, Neuenburg, Munich, Ludwigshafen, Nuremberg, Appenweiler and Ludwigshurg.

Warner Bros. recording artist **Rod Stewart** will embark on a 14-date tour of Japan in support of his "Foolish Behaviour" LP. The tour will run from April 23-May 16.

INTERNATIONAL BESTSELLERS

The Netherlands

- TOP TEN 45s**
- 1 Stars Of 45 — various artists — CNR
 - 2 Shine Up — Doris D & The Pins — Onogram
 - 3 If You Could Read My Mind — Violets Wilts — Ariola
 - 4 Amoureux Solitaires — Lio — Ariola
 - 5 Funtin' For Jamaica — Tom Brown — CNR
 - 6 Er Staat Een Paard — André Van Duin — Ariola
 - 7 Ik Wil Op M'n Kop — Barry Hughes — CNR
 - 8 Embarrassment — Madness — Inelco
 - 9 Womgie — John Lennon — EMI
 - 10 Net As Gesten — Normaál — WEA

TOP TEN LPs

- 1 The Jazz Singer — Neil Diamond — EMI
 - 2 Absolutely — Madness — Inelco
 - 3 Arc Of A Diver — Steve Winwood — Ariola
 - 4 Shaved Fish — John Lennon — EMI
 - 5 De Vervender — various artists — CNR
 - 6 Super Trouper — ABBA — Polydor
 - 7 Cum Laude — Rick van Liden — K-tel
 - 8 Woman In Love — various artists — CBS
 - 9 De Grote Piratenplaat — various artists — Arcade
 - 10 Greatest Hits — Dr. Hook — Arcade
- Nationale Hitkrant Producties

New Zealand

- TOP TEN 45s**
- 1 The Tide Is High — Blondie — Festival
 - 2 Could I Have This Dance — Anne Murray — EMI
 - 3 Shaddap You Face — Joe Dolce — PolyGram
 - 4 Gotta Pull Myself Together — The Nolans — CBS
 - 5 Stalling Over — John Lennon — EMI
 - 6 I Believe You — Don Williams — PolyGram
 - 7 Every Woman In The World — Air Supply — EMI
 - 8 Woman — John Lennon — WEA
 - 9 Girls Can Get It — Dr. Hook — PolyGram
 - 10 One Step Ahead — Split Enz — PolyGram

TOP TEN LPs

- 1 Anne Murray's Greatest Hits — EMI
 - 2 Charlemagne — David Bowie — RCA
 - 3 Flesh And Blood — Roxxy Music — PolyGram
 - 4 Double Fantasy — John Lennon and Yoko Ono — Geffen
 - 5 The Only Living Boy In New York — A&M
 - 6 Autoamerican — Blondie — Festival
 - 7 Always — Willie Nelson — CBS
 - 8 The Only Living Boy In New York — A&M
 - 9 Dave McCartney & The Pink Flamingoes — PolyGram
 - 10 True Colours — Split Enz — PolyGram
- Record Publications Ltd.

United Kingdom

- TOP TEN 45s**
- 1 Vienna — Ultravox — Chrysalis
 - 2 St. Valentine's Day Massacre — Headgirl — Bronze
 - 3 Jealous Guy — Roxxy Music — Polydor
 - 4 Shaddap You Face — Joe Dolce — Epic
 - 5 I Surrender — Rainbow — PolyGram
 - 6 Southern Fresh — Reggae's Banquet
 - 7 Do The Hucklebuck — Coast To Coast — Polydor
 - 8 Woman — John Lennon — Geffen
 - 9 Kings Of The Wild Frontier — Adam & The Ants — CBS
 - 10 The Return Of The Los Palmas 7 — Madness — Stiff
- TOP TEN LPs**
- 1 Face Value — Phil Collins — Virgin
 - 2 Difficult To Cure — Rainbow — Polydor
 - 3 Vienna — Ultravox — Chrysalis
 - 4 Moving Pictures — Rush — Mercury
 - 5 Double Fantasy — John Lennon and Yoko Ono — Geffen
 - 6 The Men In Black — The Stranglers — Liberty
 - 7 Dance Craze — various artists — 2 Tone
 - 8 Kings Of The Wild Frontier — Adam & The Ants — CBS
 - 9 Making Movies — Die Straits — Vertigo
 - 10 The Jazz Singer — Neil Diamond — Capitol
- Melody Maker

WASEC Sets August Launch For 24-Hour Music Channel

(continued from page 8)

However, Lack emphasized that WASEC won't load the first one or two weeks of MTV's service with superstar specials and the like.

"We don't want to build an unrealistic image of what we're trying to accomplish by doing this sort of thing, and we certainly don't want to create unfair expectations," pointed out Lack, who also comes from a radio background, having served as general manager for WCBS Radio and vice president of CBS Radio Division.

Plans For Future

"We want to establish The Music Channel and see to it that it gets 'six legs' before we begin broadcasting a lot of big

3M Bows Scotty Award To Honor Recording Teams

LOS ANGELES — 3M Corp. of Minnesota introduced its "Scotty" Master Music Maker Award in New York Feb. 23. According to Don Linehan, communications manager, 3M's Magnetic Audio/Video Products division, the award was created to "recognize the achievements" of the artists, producers, engineers and studios for "outstanding recordings."

Approximately 1,500 recording studios across the U.S. will receive nomination forms for the awards and studios are allowed to nominate as many recordings as meet the necessary criteria. To qualify, each recording must be RIAA certified gold or platinum and must have been completely mixed and mastered on Scotch pro audio tape.

The first set of three Scotty awards, to be presented in May, will be for records released between Jan. 1, 1980 and Dec. 1, 1980. December awards have also been slated for recordings released between Dec. 1, 1980 and Sept. 15, 1981, bringing the total awards this year to six. Of the six, one team will be chosen for a "best of the best" award.

\$100 will automatically be contributed by 3M to the Muscular Dystrophy Assn. for every qualified nomination submitted by a studio, and 3M plans to donate an additional \$1,000 to the MDA fund in the name of the six winning "teams." Linehan indicated that the awarding committee is the team that wins the "best of the best" award will have the opportunity to pick an "aspiring musician" to receive a \$5,000 music scholarship from 3M.

"We've wrestled with the format of this award for a long time and we decided to take the team approach to make everyone in the act. We're making the award more visible," said Linehan of the award. "I've always felt that individuals achieve, but teams win, and we drew up the Scotty on that approach."

The awards themselves will be original oil paintings of the artist and the sheet music of the recording, with the artist's name, the recording title, the original and the team members receiving framed reproductions. A newly-selected board of governors will judge the approximately 25 or 30 nominations culled by 3M from all of those received. Included on the board are Joe Tarsia, Sigma Sound Studios; producer Quincy Jones; Guy Cosmatos/Hitsy USA Studios; Glen Snoddy, Woodland Sound Studios; and Tom Cahill, Howard Schwartz Recording, in addition to a 3M representative.

To qualify for the May Scotty awards, studios are requested to submit their nominations to their 3M rep by March 15.

events. We'll get to the icing and maraschino cherries further on down the road."

Lack himself characterized the basic thrust of MTV's music-video programming as "mass appeal... in a very contemporary vein," adding that there will be "as much a place for artists like Dolly Parton and Kool & The Gang" on MTV as there will be for "more visual artists like The Boomtown Rats and The Police." In balancing and distributing the programming evenly, Lack stated that WASEC and MTV will be "relying heavily on the abilities of Steve Casey," who will serve as programming director and comes from a radio background as operations manager of KUPD/KKKK in Phoenix and, prior to that, music director for WLS in Chicago and research director for KHJ in Los Angeles.

"Steve (Casey) is a computer expert who brings TV invaluable knowledge in programming research from top radio positions. We're sure he will do a thorough job in determining what our audience wants to both see and hear," summarized Lack.

The Music Channel will essentially be aimed at the "young adult" market, generally the 18-34 overall demographic, but more specifically, the 14-24 age group, which is traditionally known to be a light television viewing audience. According to Robert G. McGroarty, each hour on MTV will contain eight commercial minutes, six of which are network positions and two of which are available to cable operators for local advertising. In addition to FM stereo, sound and second set installations, are additional sources of revenue.

More Staff Coming

From now until the August debut of MTV, WASEC will continue to staff up The Music Channel's executive, sales and production teams, which will eventually reach a total of approximately 30 people, in addition to moving into a New York headquarters close by the WASEC offices.

Currently on the executive team, along with Pittman and Casey, are a group of six core staffers with solid backgrounds in the radio and record industries. In the sales and marketing end of MTV's operation, Larry Diney, former vice president and station manager for WLS AM/FM in Chicago, has been named vice president, advertising sales, while Tom Freston will direct consumer and affiliate advertising efforts as director of marketing.

In the area of promotion, Fred Siebert, primary director of creative services for WHN Radio, will be responsible for MTV's general on-air look as director, on-air promotion and production, while director of promotion John Sykes, a former promotion manager for Columbia Records, will handle all promotion and merchandising activities.

David Feinberg, former program manager for Nickelodeon and media coordinator for E.S.P. Management, has been named executive producer for MTV; while Carolyn Baker, previously director, special projects, for Warner Bros. Records and associate producer, talent, for the *Dinah* show, will be working with record labels, artists and managers as director, talent acquisition.

Video Production Firm Relocates L.A. Office

LOS ANGELES — Gowers, Fields & Flattery, the video production service specializing in music-oriented video projects for the recording industry, has moved its offices here. The new address is 550 1/2 Norwich Drive, West Hollywood, Calif. 90048. The new telephone number is (213) 652-3780.

SOUND VIEWS

FTC IN HOME VID INDUSTRY PROBE? — According to at least one published report, the beleaguered Federal Trade Commission (FTC), recently under President Reagan's scrutiny for a budget trimming, has begun a probe of big tactics in the home video industry in general and RCA's SelectaVision VideoDisc division in particular. The alleged issue, as far as RCA is concerned, is custom vid disc pressing, which RCA probably won't begin doing until 1984. When *SoundViews* contacted the FTC in Washington, lawyers would neither confirm nor deny that the investigations were taking place. All that Peter Sklarew, a lawyer in the FTC's Bureau of Competition, would say in response to questioning was "It's possible that there is an investigation in progress, but it isn't. If there is an investigation taking place, it's not for public disclosure." Stay tuned for further information.

VIDEO SOFTWARE NEWS

Media Home Entertainment is releasing 10 new titles this month, including the feature films *The Wicker Man*, *The Death of Che Guevara* and *Can I Do It? I'll Need Glasses?* There will be a total of five animated and children's features in the release as well. Music fans will want to note that Media will also have *James Brown Live In Concert* and *Alice Cooper and Friends* out by the end of March... Video suppliers continue to expand their selection of Spanish language titles in catalog. Media has added six new Spanish dubbed films, including *Willem's Rest*, *Sundown* and *The Death of Che Guevara*, while Video Communications, Inc. (VCI) is making 50 of its titles available in Spanish, including *Van Nuys Boulevard*, *The Life And Times of Grizzly Adams* and *Charlies of the Gods*, among others. VCI recently acquired home video rights to 25 films from Gold Key Entertainment. Among the film titles are *The Toolbox Murders* and *Supernova*... For the first time in the history of the New York-based Video Shack chain, six new titles dominated the best-seller list for the month of February, led by *Airplane!*, *Urban Cowboy*, *Being There*, *Shogun*, 2001 and *Ben Hur*. *Inside Seka* once again topped the "adult" best-seller list.



A VIDEO ODYSSEY — RCA Records' head of video services Steve Khan (second from right) directs a promo shoot for *Odyssey's* "Hanging Together" single at Windsor Total Video. Pictured with Khan are group members and a Windsor crew staffer.

LAST DANCE AT THE 'DILLO — Jerry Jeff Walker immortalized it in his song, so it seems only fitting that Austin's famed Armadillo club be preserved on video prior to its closing this past January. Michael Liebert and Dan Weiner of N.Y.'s Argonne Prod. enlisted Bill Dear of Pacific Arts Video to fly down to Texas and direct a video of the final club appearances by Commander Cody, Maria Muldaur, Asleep at the Wheel, Charlie Daniels, Joe Ely and old Jerry Jeff himself. Argonne has now completed a 40 minute sample reel of the show, which is being prepared for network, cable and regional syndication.

CABLEMUSIC — A Charlie Daniels Band concert scheduled for March 7 and 28 on Warner Amex's Nickelodeon channel will be preserved on video prior to its closing on Stage 47. *The Agora*, featuring the Chrysalis recording artist performing David Bowie's "All The Young Dudes" and "Just Another Night"... On HBO, Arista recording artist Melissa Manchester will be featured in concert on March 21, 26, 29 and April 3.

WHAT'S HAPPENING AT PREMIERE — Apparently, the studios involved with Getty in the Premiere pay-TV joint venture continue to lose faith in any hope of an appeal on the federal injunction that has barred the service from starting up. Although none of the four Hollywood studios has officially broken rank yet, MCA/Universal and Paramount agreed separately to sell films to Warner Amex's Movie Channel earlier last month for a combined total value in excess of \$10 million, while Columbia agreed to license a number of motion pictures to Home Box Office, including *The Competition*, *It's My Turn*, *Str Crazy*, *Seems Like Old Times* and *Kramer vs. Kramer*. The argument offered by the studios is that these films, many of which are still in their first theatrical runs, would be "kai" by the time Premiere debuts, should the appeal be won.

AKAI STEREO VHS DEMO GOES TO 'EXTREMES' — The adult (rated X-Rated) home video market has been waiting for a format that would handle the early stages of growth, has been on the cutting edge of some rather unusual technical developments. First, there was the home video 3-D version of *The Stewardesses*, and now there is the first Dolby stereo VHS videocassette configuration for an X-rated flick, *Extremes*. Oddly enough, the vid cassette was used to demonstrate Akai's new VHS format stereo VCR at a press reception in L.A. March 4. The film and cassette was produced by 65-year-old Beate Ushé. Ushé, late night TV watchers may recall, was recently featured on Tom Snyder's *Tomorrow* show talking about her experiences as a former Luftwaffe test pilot and current occupation as an entrepreneur. Her new VHS format cassette is a \$10 million above-ground adult-oriented industry, which includes her X film production firm, Reel Pleasure Ltd. Video and porno sure make for strange bedfellows.

DIGITIZING IN THE STUDIO — Columbia recording group Journey is going into Fantasy Studios in Berkeley, Calif. later this month to begin recording a digitally mixed and mastered LP, the first for the group. Kevin Ellison and Mike Stone are set to produce... Meanwhile, Chicago's Universal Recording recently went on line with a new 3M 32-track digital machine. Among the first musical acts to make use of the equipment has been the Dave Brubeck Quartet... and out of the studio, recently issued cassette versions of the 1980 *Schwann Record & Tape Guild* show a significant jump in the number of new digital recordings released last year. There are 157 new digital listings, of which 152 were LPs and five were cassettes. One-hundred-thirty-two of those digital releases were in the classical area, four were musicals, three were popular recordings and 13 were jazz. Of the five cassettes, four were classical and one was popular. Twenty-nine "High-Tech" recordings were also listed in addition to 20 Direct-to-Disc LPs.

MOBILE FIDELITY RECORDS — The mobile fidelity sound lab has released its Geo-Disc three-dimensional stylus alignment device, which will initially be distributed to hi-fi outlets. The device, which is MFSL's first product in the audio accessories field, allows the stereo turntable owner to visually align a tonearm stylus within .003 of an inch in moments and achieve proper offset, proper tracking angle and proper overhang. It will retail for approximately \$25.

michael glynn

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



FACE VALUE • PHIL COLLINS • ATLANTIC SD 16029

Breaking out of: Los Angeles, San Francisco, San Diego, Denver, Phoenix, Portland, Seattle, Chicago, St. Louis, Kansas City, Milwaukee, Cleveland, Indianapolis, Cincinnati, Buffalo, Boston, Hartford, Atlanta, Memphis, Houston.

RADIO: I Missed Again (45); #88 Bullet, Top 100 Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats.

ALBUM BREAKOUTS

GRAND SLAM • THE ISLEY BROTHERS • T-NECK/CBS FZ 37080

Breaking out of: New York, Philadelphia, Boston, Milwaukee, Chicago, St. Louis, Memphis, Atlanta, New Orleans, Los Angeles.

RADIO: Good Response To "Hurry Up And Wait" Cut.

MERCHANDISING AIDS: 2x2 Cover Blowup, Die Cut Logo, Album Flats.



JUICE • JUICE NEWTON • CAPITOL ST-12136

Breaking out of: Memphis, Atlanta, Nashville, Charlotte, Dallas, Denver, Seattle, San Francisco, Los Angeles, Milwaukee, Indianapolis, New York, Baltimore/Washington.

RADIO: Angel Of The Morning (45); #29 Bullet, Top 100 Singles Chart; #66 Bullet, Country Singles Chart.

MERCHANDISING AIDS: 3x3 Poster, 30"x22" Banner, 1x1 Flats.

LEATHER AND LACE • WAYLON & JESSI • RCA AAL 1-3931

Breaking out of: Dallas, Oklahoma City, Houston, Atlanta, Cincinnati, St. Louis, Kansas City, Denver.

RADIO: Storms Never Last (45); #34 Bullet, Country Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats, 12x24 Logo Streamer.



NARD • BERNARD WRIGHT • GRP/ARISTA 5011

Breaking out of: Boston, New York, Philadelphia, Baltimore/Washington, Chicago, Memphis, Atlanta.

RADIO: Good Initial Response To "Just Chillin' Out" Single.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats.



BOY • U2 • ISLAND ILPS 9646

Breaking out of: Boston, New York, San Francisco, St. Louis, Minneapolis, Sacramento, San Antonio.

RADIO: Steadily Increasing Rock Album Airplay.

MERCHANDISING AIDS: 1x1 Flats, High Contrast Die Cut streamer.



ESCAPE ARTIST • GARLAND JEFFREYS • EIC JE 36983

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

RADIO: Good Initial Response To "96 Tears" Single.

MERCHANDISING AIDS: Oversize Artist Poster, Die Cut Logo, Album Flats.



EVERYTHING IS COOL • T-CONNECTION • CAPITOL ST-12128

Breaking out of: Baltimore/Washington, Philadelphia, New York, Chicago, Milwaukee, Miami, Atlanta.

RADIO: Everything Is Cool (45); #27 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, Round Cardboard Poster.

WHAT'S IN-STORE

AMPEX PROMOTION — Ampex Corp. is offering special discounts on two of its most popular consumer magnetic tape products during the months of March and April. The first promotion offers 20% discounts on Ampex Stackette "Bonus Packs" featuring three ELN (extra low noise) 90-minute cassettes, plus a free Stackette storage rack. ELN, a high quality, general purpose tape suited to a broad range of recording applications, is Ampex's highest volume cassette line. ELN features the exclusive Quiet-Track cassette mechanism for smooth tape handling, quiet operation and precision fit in today's improved home and auto tape decks. The second promotion features big savings on case lots of Ampex's cassette recorder demagnetizer and cleaner. Customers who purchase two 20-unit cases get an additional case at no charge. The Ampex patented unit consists of a precision cassette shell and unique internal mechanism that automatically cleans and demagnetizes cassette recorder heads in 60 seconds. The unit is reusable. The Ampex Magnetic Tape Division, headquartered in Redwood City, Calif., manufactures and markets a complete line of audio tapes and videocassettes for consumers, as well as a wide variety of video, audio and instrumentation tapes for professional use.

FREEDOM AT LAST — The employees of Wilcox Records in Oklahoma City got a well-earned vacation recently when owner Ed Commander went to Lake Tahoe for a week. Unfortunately for the employees, business is back to usual now that Ed's back.

AZRA RECORD NEWS — Azra Records, halting from Maywood, Calif., has just released a seven-sided polygon shaped tiny disc for Nick Paine. The song "California Beaming" is being filmed on video for Home Box Office (HBO) television and will be available sometime in March.

FOR THE RECORD — *Just For The Record*, a publication of Stark Record & Tape Service, and Camelot Music, had the following to say about 1980 "In Review." Larry Mundorf, vice president of retail operations, stated "Our stores must be cleaner, more appealing and better stocked than the other guy's store. It's that simple." Specific examples of its direction are: (1) "Expanded video departments, both in inventory and fixturing, rental policies, etc. We will be video merchandisers in 1981." (2) "Better inventory mix, tailored to each store. Latin, gospel, blues, audiophile and other 'specialty' categories are being developed." (3) "Continued aggressive advertising/promotional efforts on chainwide, regional and individual store levels." (4) "Providing promotional devices that 'make things happen,' like our discount calendars and in-store display materials." (5) "Increased emphasis on cutout product — better quality, more selection and aggressive merchandising." (6) "Finally, revamping our 45 departments, ordering habits and cutting waste." Mundorf added, "We've tried to outline our thoughts on where we've been and where we are going as a company. We came through a perilous 1980 in good shape. Now we're sailing into a year of 15-20 new stores, with a truckload of new projects and challenges."

A LITTLE IN LOVE — In honor of Cliff Richard, Lary's Discount Records in the Chicago area, along with EMI Records and the Goldsmith Company Ltd., is running a promotion giving away a diamond pendant by a random lottery drawing. First and second runners-up will receive two tickets each to see Richard when he comes to Chicago in April.

THE DOCTOR'S APOTHECARY — Very recently, radio station WOKY/Milwaukee had been broadcasting live from the window of Radio Doctors & Records, also in Milwaukee. For an entire week Steve York of WOKY was running a "Stump the DJ" contest where customers went into the store with the name of an oldie that they thought York couldn't find. If Radio Doctors had the oldie in the store, the customer lost; if the store didn't have it, then the customer won a prize. Ken Grant of the retail division of Radio Doctors stated, "We didn't have to give out that many prizes because we have almost everything in stock." Also, during the remote, Radio Doctors had a different labels' product on sale every day. According to Grant the remote was very successful.

GIMME A SOF-T — Holobek Studios, Inc., located in Wisconsin, is the second largest manufacturer of transfers in the world. Holobek recently developed a new transfer called the "Sof-T," which gives the same feel and breathability as a direct screened garment. Holobek believes that the public will see a shift to the Sof-T within the next year and that within five years there will not be a market for the old plastofol transfers. Gary Reynolds, public relations for Holobek, stated, "Transfers have been very popular over the years because they enable a person to print anything on a garment from an actual photograph to a finely detailed piece of art; this is impossible to do when direct screening a garment." Reynolds feels that many of the entertainment industry people are not aware of this new development. He can be contacted at (414) 259-0154.

REGIONAL BREAKOUTS — The Brains and Air Raid in the South... Champaign and Bill Evans in the East... Ted Nugent and the Joe Chemya Band in the Midwest... Johnny & The Distractions in the West... David Byrne & Brian Eno in the East and West... and James Taylor, Willie Nelson and Eric Clapton are exploding everywhere.

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

linda arditl



NEW SPEC'S — The American Institute of Architecture recently presented an award to the newly-opened Spec's Record store in Coral Gables, Fla. for its unique design.

COIN MACHINE

Industry Faces 'Growing Pains' As Business Boom Continues

LOS ANGELES — The amusement game industry is currently enjoying the greatest boom in its history, but the period of high revenues and rapid expansion has also been accompanied by some growing pains. With games being produced and shipped at a more rapid pace than ever before, interest rates and games prices soaring and business expanding at head turning speed, executives are cautious about the short-term outlook for the coin machine industry.

"You have to go fast, stay aggressive and still keep the business under control in this day and age," said Ira Bettelman, vice president of C.A. Robinson Co. here. "We want to be innovative and stay in front, but we still must keep a degree of conservatism in our business practices. Mistakes are costly."

For example Bettelman pointed to the distributor and manufacturer whose warehouse is full of "the next hit game" that didn't sell or the location that is barking at the operator to take a two-month-old game off its floor. And many of his contemporaries agree that the coin community should also be on its guard against such prospective problems as market saturation and acute mismanagement.

'Hit Syndrome'

"We have a hit syndrome in the business right now and it's potentially dangerous," said L.A. operator Mike Mendelsohn of Games Unlimited. "Too many good games on the market can hurt a machine's staying power. It could cut down a piece's lifetime."

Int'l Conference Held To Stop Video Copying

LOS ANGELES — The first International Conference, a meeting that addressed the worldwide video game copying problem, was held March 9 at the Okura Hotel in Tokyo.

The conference was chaired by Namco Ltd. head M. Nakamura, and prominent manufacturers and distributors from the U.S. were invited. Among the U.S. representatives in attendance were Lila Zinter, marketing manager for Exidy, and Joseph Robbins, co-president of Atari.

Advance Technology In Loewen Line

CHICAGO — Loewen-America, the U.S. branch of Loewen Entertainment of Germany, is marketing its current lineup of phonographs — the "Consul Classic" (in furniture type cabinets) and the contemporary styled "Prestige" and "Festival" models.

All of the machines offer 160 selections and are equipped with Loewen's advance technology system that allows for quick, easy servicing as well as data and merchandising capabilities.

Operator features include bookkeeping data, which is not resettable so that all information is maintained and there are no batteries to be changed. The machines also have a random play attract mode, which is activated when the phonograph is not in use, to attract patrons by programming a hit song at variable intervals. They are also

from six to three months."

Mendelsohn's fellow operator Dave Spiegel of Active West maintained that the potential saturation problem is especially harmful to pinball games.

"Pins tend to drop in value very quickly once they are out on the market," said Spiegel. "Locations seem to forget even the best games and want to get in on the next big thing on the market. Many times you can find yourself with no place to trade a recently released machine."

Spiegel also thought the space theme was flooding the industry as well. "Manufacturers have got to start coming back on 'Space Invaders' take offs," he said.

The saturation problem is also a potential danger to neighborhood arcades and established locations as everything from department to liquor stores seems to be getting in on the amusement game bonanza.

"The established location is really being put to the test by these convenient stores and supermarkets," said Circle Distributing's sales manager John Scavarda. "If they don't offer the added service that they should or keep coming with inventive

(Continued on page 42)

ATE Moves From London To Birmingham In 1982

CHICAGO — The 38th annual Amusement Trades Exhibition, slated for Jan. 18-21, 1982, will be held at the National Exhibition Centre in Birmingham, England. A prospectus for exhibitors will be available by the end of June of this year.

The 1982 exhibition marks the first time this noted international trade convention will be held outside of London. The show's management firm specified that the move applies only to next year at the present time.

The National Exhibition Centre offers considerably more space for exhibitors and has its own railway station with trains running to and from London regularly. Birmingham is a large provincial city offering a wide range of hotels, entertainment and night clubs and is accessible by road and internal air links.

Loewen Line

equipped with SBA dollar coin acceptors.

With Loewen's system it is possible for operators to differentiate bonus play allowance for four quarters, the SBA dollar coin and the dollar bill. Pricing adjustment at the operator's option can be achieved with a selector button.

The Prestige model is available in two looks: the clear front design which reveals a full, see through view of the mechanism and the bright red front design which subdues the interior.

Loewen-America has added a number of new distributors to its network to solidify its position in the U.S. marketplace. The company is currently delivering all three models and further information may be obtained by contacting Loewen-America at 9213 Park Lane, Franklin Park, Ill. 60131.

Midway Taps Osowski, Novak

CHICAGO — Stan Jarocki, vice president-marketing at Midway Manufacturing Co., announced the appointment of Brian Osowski to manager of the factory's Parts Department. In making the announcement, Jarocki stressed that "Brian will bring his proficient capability to this important position."

Osowski has been with Midway since 1975 and has gained considerable experience while serving in the Materials Control section. In his new position his responsibilities will include control, maintenance and dispatch of the numerous parts in a complete working inventory for the service of Midway games. He will be backed by a full staff of computer terminal operators, packers and a specialized system for the prompt shipment of Midway parts all over the world.

A resident of Schaumburg, Ill., Osowski is married and has one child. Jarocki also said that Kathryn Novak has been assigned to the company's marketing team. "Her duties will concentrate on research activities in exploring and expanding existing as well as new markets for Midway coin-op games," he said. "Kathy will be a valuable addition to our group."

Novak graduated with honors from the School of Marketing at Arizona State University in June of 1979. During her employment by the McDonald Corporation, in Oakbrook, Ill., she prepared market and

(Continued on page 41)



Brian Osowski



Kathryn Novak

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)
2. ANGEL OF THE MORNING JUICE NEWTON (Capitol 4976)
3. I CAN'T STAND IT ERIC CLAPTON AND HIS BAND (RSO RS 1060)
4. I LOVE YOU CLIMAX BLUES BAND (Warner Bros. WBS 49689)
5. BEING WITH YOU SMOKEY ROBINSON (Tama/Motown T54321)
6. WALKING ON THIN ICE YOKO ONO (Geffen GEF 49683)
7. HER TOWN TOO JAMES TAYLOR AND J. SUTHER (Columbia 11-60514)
8. WHO DO YOU THINK YOU'RE FOOLIN' DONNA SUMMER (Geffen GEF 49664)
9. TIME OUT OF MIND STEELY DAN (MCA-51082)
10. IT'S A LOVETHING THE WHISPERS (Solar/RCA YB-12154)

TOP NEW COUNTRY SINGLES

1. FALLING AGAIN DON WILLIAMS (MCA 51065)
2. PICKIN' UP STRANGERS JOHNNY LEE (Full Moon/Asylum E-47105)
3. LEONARD MERLE HAGGARD (MCA 51048)
4. REST YOUR LOVE ON ME/I AM THE DREAMER CONWAY TWITTY (MCA)
5. HOOKED ON MUSIC MARC HAVIS (Casablanca/PolyGram NB-2227)
6. ROLL ON MISSISSIPPI CHARLIE PRIDE (RCA PB-12178)
7. SOMEBODY LED ME AWAY LORETTA LYNN (MCA 51058)
8. STORMS NEVER LAST WAYLON & JESSI (RCA PB-12178)
9. MISTER PEEPERS BILL ANDERSON (MCA 51052)
10. HEY JOE (HEY MOE) MOE BANDY & JOE STAMPLEY (Columbia 11-60508)

TOP NEW B/C SINGLES

1. HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)
2. FEEL ME CAMEO (Choccolata City/Casablanca/PolyGram CC 3222)
3. TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram DE 810)
4. GET TROUGH KLEER (Atlantic 5788)
5. NEVER GONNA GIVE YOU UP PATRICE RUSHEN (Elektra E-47113)
6. AI NO CORRIDA QUINCY JONES (A&M 2309)
7. WHAT TWO CAN DO DENICIE WILLIAMS (ARC/Columbia 11-60504)
8. PRAISE MARVIN GAYE (Tama/Motown T 54322F)
9. WHEN LOVE CALLS ATLANTIC STARR (A&M 2312)
10. RAPTURE BLONDIE (Chrysalis CHS 2485)

TOP NEW A/C SINGLES

1. SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-41309)
2. KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)
3. GUITAR MAN ELVIS PRESLEY (RCA JH-12158)
4. MISTER SANDMAN EMMYLOU HARRIS (Warner Bros. WBS 49684)
5. LIVING IN A FANTASY LEO SAYER (Warner Bros. WBS 49657)



'Consul Classic'



'Prestige'



'Festival'

Never before have there been so many obstacles pitted against you...or so many opportunities for you to vanquish the enemy and score! Because never before has there been



TAITO

INSTRUCTIONS
1. Press the coin slot to insert a coin.
2. Press the start button to begin the game.
3. Use the joystick to move the ship.
4. Press the fire button to shoot.
5. Avoid the enemy ships and obstacles.
6. Destroy the enemy ships to score points.
7. The game ends when the ship is destroyed or the time runs out.
8. The score is displayed at the bottom of the screen.



Take command of **POLARIS**

and command winning **PROFITS!**

Enemies streaking across the sky. Looming up from the depths of the ocean floor. Fore and aft. Port and starboard. The enemy attacks. As Captain of the Polaris missiles, you alone are captain of your fate!

Navigate your Sub to avoid all water hazards and fire. But don't waste your Polaris missiles on red depth charges. They cannot be destroyed!

Score Mystery Points by maneuvering under enemy subs and blowing them out of the water. Avoiding crashing on the ocean floor, score Mystery Points too by blasting torpedo bombers armed with nuclear warheads!

Warning! Take the offensive quickly and destroy jet squadrons or your range of maneuverability will be limited!

As action progresses, it becomes more and more difficult to hold out. All your resources and skills are called upon in this all-out warfare!

1 or 2 player upright:

Dimensions:			
Height	Width	Depth	Crated Weight
171c/m	61c/m	87.5c/m	113.4kg
68"	24"	35"	250 Lbs.

For technical service, call toll-free: (800) 323-0666.



TAITO AMERICA CORPORATION
1256 Estes Ave., Elk Grove Village, IL 60007
(312) 981-1000, Telex 25-3290



COIN MACHINE

World Vend Bows New 'PulseScan' Coin-op Machine

SAN DIEGO — World Vend Ltd. of San Diego is currently marketing the "PulseScan 1000," a coin operated instrument that accurately measures the user's heart rate quickly and conveniently.

To use PulseScan, the customer simply deposits the correct coinage and inserts a finger into the finger cup sensor. An infrared device then takes the actual heart rate measurement. A digital "final reading" display indicates the measured heart rate with an accuracy within a range of +2%.

To use PulseScan, the customer simply deposits the correct coinage and inserts a finger into the finger cup sensor. An infrared device then takes the actual heart rate measurement. A digital "final reading" display indicates the measured heart rate with an accuracy within a range of +2%.

Multi-Lingual Instructions

Easy to understand labeling and instructions are prominently featured on the machine in any two languages required for a particular market.

The unit weighs 14 pounds, measures 8" wide, 10" deep and 15" high, and comes in both floor stand and countertop models. It comes equipped with two integral security provisions and a theft resistant cash box accessible only by a special key.

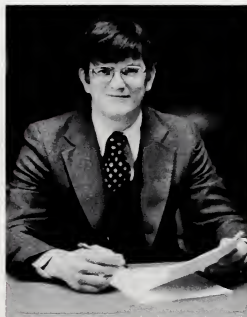
The PulseScan 1000 operates on 115 VAC, 60Hz and can be adapted for use with all foreign electric power sources and coinages.

Pugh Appointed VP Of Finance At Taito America

CHICAGO — Mark Pugh has been appointed to the position of vice president of finance for Taito America. Pugh, who was most recently a controller for Williams Electronics, Inc., began his career as a CPA in the accounting firm of Arthur Young and Co. where he was staff supervisor.

"The professional respect Mark has earned in the financial community and the coin industry makes him the most logical choice for this position," said Jack Mittel, Taito America's president. "His talent, youth and dynamic drive are qualities that are self evident."

Pugh received his B.S. degree in accounting from the University of Illinois. He resides in the Chicago suburb of Arlington Heights with his wife Sueann.



Mark Pugh



SCHOOL DAYS — Exidy's Gary Jensen and Larry Benedict recently briefed a class at deVargas Elementary School in San Jose, Calif. on computer technology used in the factory's "Spectar" video game. Pictured are (l-r): Jensen and Benedict explaining the intricacies of "Spectar."

Midway's Expanded Service School Program Gets Underway At Brady

CHICAGO — Among the first series of service schools scheduled by Midway Manufacturing Co., as part of the factory's expanded nationwide program of instruction (**Cash Box**, Jan. 24) was a two-day session sponsored by Brady Dist. Co. of Charlotte, N.C. Carolina. Classes were held Feb. 11 and 12 in Myrtle Beach and conducted by Bob Norton of Midway's service staff, who is assisting field service manager Andy Ducay in the program.

Other distributors that have confirmed school dates up to this point include: Cleveland Coin (March 2, Cleveland);

'Space Panic' Modified

SANTA CLARA — Hal Watner of Universal USA reports that the company has modified its current "Space Panic" video game, in accordance with customer recommendations.

"After our initial sampling of Space Panic, we did a quite extensive research program," he explained. "Initial reports were exciting, but the most common complaint was that although it was the most played game, it gave the players too much time for their quarter."

Reacting to player, operator and distributors suggestive demands is a must in this industry," Watner continued, "so I am pleased to say the Universal heard, listened, reacted and has modified Space Panic. After lengthy test period of the new Space Panic, earnings have better than doubled and now the only complaint is getting more Space Panics delivered at a faster rate."

The model is currently in daily shipment from the factory and further information may be obtained by contacting Universal USA, Inc., 3250 Victor St., Santa Clara, Calif. 95050.

A Full Line of
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Exidy's 'Spectar' Goes To School

SUNNYVALE — During a recently held Speakers Day at deVargas Elementary School in San Jose, Calif. Exidy sponsored three 40-minute sessions on the computer technology utilized in the popular "Spectar" video game. The student audience was composed of nine to twelve year old youngsters in the fourth through sixth grades.

The presentations were conducted by Exidy's operations manager Gary Jensen and production test manager Larry Benedict, who related the technical information to the students' level of understanding, explaining the history of computers from vacuum tube to transistor integrated circuits and focusing on the extreme change in the size of the components.

"One of these small integrated circuits includes so many instructions to the game that you would have to fill all your tennis shoes and backpacks with transistors to do the same thing," Benedict told the students. Everyone attending received a sample IC to take home and was also given a chance to look at it under a magnifier.

Models of the Spectar machine were also provided by Exidy at the presentation and only a brief explanation of the game strategy was needed before the students gathered around the games to try their skill. In addition to enjoying play they took the time to examine all of the parts on display and, as one fourth grade girl commented, "It is still strange how such a small chip makes all that happen on the Spectar game."

AMOA Directory Set

CHICAGO — AMOA's membership directory for 1981 is scheduled to be mailed later this month to all current members. It will be the largest issue ever published by the association, containing the names, addresses and telephone numbers of more than 1600 members. As stated by association president Norman Pink, "Membership in AMOA increased 60% in the last six years ... an outstanding record. AMOA provides a number of important member services and programs, and it is the continued expansion of these programs and the implementation of new services which have enabled AMOA to achieve this growth."

During the coming months, AMOA will be issuing special membership supplements with *The Location*, the association's monthly newsletter. This information will include the listing of new members and any address changes for use as a supplement to the new membership directory.

Monroe Dist. Co. (March 3, Cleveland); Advance Dist. Co. of San Francisco (March 12-13, Honolulu, Hawaii); Bally Northeast (March 25-26, Syracuse); Empire Dist. (April 6-7, Green Bay, Wis.); Bally Northeast (April 13-14, Buffalo); Southern Dist. (April 22-23, Orlando, Fla.); and Roth Novelty Co. (May 13-14, Wilkes-Barre, Pa.).

The various schools will be conducted alternately by Ducay and Norton. On March 20, Ducay will visit the Kurt Kasch facilities in Dayton, Ohio to get an update on the latest test equipment.

Arrangements for attending classes should be made with the respective distributors.

Midway Appoints Osowski, Novak

(Continued from page 40)

trading area analysis information, gathered research, worked with computer data and interpreted results. She joined Midway last March, working in customer service for the firm's Electronic Components Division.

In her new position, working with Jarocki, she will apply her training to marketing research of Midway games, reviewing data on test markets, compiling and interpreting results and writing reports.

Novak is originally from Elmhurst, Ill., and lives there at present.

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CHICAGO CHATTER

In notating the dates of this year's AMOA Exposition — Oct. 29-31 at the Conrad Hilton in Chicago — bear in mind that the show will be running on **Thursday, Friday and Saturday.** This change in the traditional Friday through Sunday format was approved by the board in response to numerous requests to move the show up a day and hold the annual banquet on Saturday night. With this revision, conventioners will be able to cash the show, attend the banquet and still be back to work on Monday morning. . . As **Cox Box** went to press, the 9th annual AMOA Notre Dame management seminar was in progress at the O'Hare Hilton, with attendance at full capacity.

A CONTINGENT OF Gottlieb execs, headed by president **Bob Bloom** and including **Tom Herrick, Marshall Caras, Howie Rubin** and **Gil Pollock**, along with regional reps **Jim Phillips** and **Jim Newman** will be the audience for New Orleans this week to participate in the Amusement Operators Expo (12-14) at the Hyatt Regency Hotel. Gottlieb is hosting an exhibit this week, showcasing such products as the current "New York, New York" video game, the upcoming "Pink Panther" pin and "an absolutely smashing" new pinball game, according to Herrick. The factory is getting ready for delivery of the "Pink Panther," by the way — so, watch for it.

ALSO DEPARTING FOR New Orleans this week is Stern exec **Tom Campbell**, who'll be representing the firm at the ACE Stern equipment will be displayed by the factory's area distributors. Campbell happily noted that "commencing in early March, we will begin shipping the Seeburg phonograph in numbers," as evidence of how well the model is doing. Test reports on "The End" upright video, which is currently being shipped, have been excellent, he said, adding that the cocktail model has been doing just beautifully — and, at this point, there's not the slightest sign of a let-up in sales of the hit "Berzerk" video. Campbell, along with members of the Stern/Seeburg executive staff, enjoyed a Sunday brunch this past weekend at the home of **Ben and Doris Rochetti**. He said the Rochettis were marvelous hosts and the spread of food was superb.

ON THE SINGLES SCENE: **Gas Tarot** of Singer One Stop For Ops recommends the following for jukebox programming: "A! No Corrida" by **Quincy Jones** (A&M), for the pop-id, pop-adult and soul locations; and "Mr. Sandman" by **Emmylou Harris** (Warner Bros.) for pop-country spots. Latter side, as he pointed out, is an updated reading of **The Chordettes** hit of 1954.

ON A SAD NOTE: **Erwin Barg**, a record promoter in the Chicago area for more than 60 years, recently died at the age of 82. He started out in the business as a song plunger in the days of its devilville and is credited with launching many a hit record. He was with London Records for several years and up until shortly before his death worked for Progress Distg. here.

EASTERN FLASHES

Area traders are getting all geared up for spring and what should loom as a great buying season. After all, look at the abundance of terrific equipment on the market and the prototypes being tested for future release.

BALLY NORTH-EAST-SYRACUSE is enjoying brisk business these days, as we learned from **Jack Shawcross**, Midway's "Pac-Man," "Bern's "Berzerk" and Atari's "Asteroids" are topping the video best seller list. Recent exposure in a national magazine has spurred even more interest in the consistently hot "Asteroids," he said. The distrib is currently testing Midway's new "Rally-X" — with excellent results. While this market is not too big on cocktail tables, **Shawcross** did say that the "Pac-Man" cocktail unit seems to be generating a reversal in the trend. He mentioned that **Jim McKnight**, of the Buffalo office, is reporting outstanding activity with the "Pac-Man" mini-curler.

IRVING KAYE CO. sales chief **Bill Myrte** recently returned from a very productive Midwest business trip. As he told us, the market for the factory's "Lion's Head" pool table is continuing to expand, with a growing number of astute operators utilizing its high potential for increasing their income. In discussing the current shortage of 8-foot slate, **Bill** expressed concern, but stated that "at this time, Kaye is in a good inventory position" and has assured its distributors of continuity.

SPOKE TO **Joe Westhouse Jr.** at Royal Dist.-Cincy, where business is "super." Videos still reign supreme out there with Midway's "Pac-Man" moving out "faster than we can get them." However, the new Bally "Flash Gordon," which is expected very shortly, could create a big turn around in the pinball business, he added. . . Royal staffers are mourning the death of 71-year-old **Maxine Meale**, former head bookkeeper and a long time member of the Royal team. She started at Royal in 1959 and remained with the company until her recent retirement. Meale had worked in the coin machine industry for more than 45 years.

CALIFORNIA CLIPPINGS

Had a quick chat with **Exidy's Lila Zinter** before she jetted off to the Namco-organized International Convention (March 9), and she told us that as of next week Exidy will be releasing "Spectar" in its new cocktail model configuration. She also related that Exidy will be introducing a new game at the New Orleans show. The showing will be held for invites only, in Exidy's private suite at the Hyatt Regency in New Orleans in order to avoid copying problems. Meanwhile, Zinter is abroad for the remainder of the month as she will be appointing (for the first time) an Exidy distributor in New Zealand and searching out a new distrib in Australia.

WE ALSO SPOKE BRIEFLY with **Betson Pacific's Peter Betti**, who has just returned from San Francisco where he had a chance to view "Asteroids Deluxe." It's an excellent game," reported Betti. "The game has enough subtle changes to make it stand out against its predecessor. Operators will find that it has explosive earning potential."

Industry Experiences 'Growing Pains' As The Coin Machine Boom Continues

(continued from page 40)

and short location lives for hit games are not uncommon.

"The boom isn't going to last forever," said **Bettelman**. "We have to consistently analyze this fast moving business. I realize you can be criticized for being conservative, but right now, I'd rather be a dollar short and a day late than stuck with a shipment of games that's not going to move."

Lila Zinter of Exidy feels that professional business practices are especially important to the small operator.

"The smaller guy runs the risk of being bought out by a larger operator if he doesn't employ modern day business practices," said Zinter. "He needs to use that part-time business consultant and keep a sharp eye on his investments and capital outlay."

Watching one's capital outlay is the essence of the industry right now, according to many coin community executives, at a time when 100 game orders by distributors

SCCOA Elects Officers

CHICAGO — The South Carolina Coin Operators Assn. (SCCOA) held a general membership meeting Feb. 21 at the Town House in Columbia, S.C. with about 45 operator members in attendance.

The following new slate of officers was elected at this meeting: **Hugh Andrews** (Inman), president; **R.A. Green III** (No. Myrtle Beach), first vice president; **D.L. Sosebe** (Anderson), second vice president; **Kenneth Flowe** (Greenwood), third vice president; **J.O. Burwell** (Spartanburg), secretary-treasurer; **Royce Gene**, Jr. (Andrews), sergeant-at-arms; and **J.P. Broughton** (Sumter), chairman of the board.

Outgoing president **J.P. Broughton** was presented a commemorative plaque in recognition of "outstanding service" during his term of office.

SCCOA's annual convention and trade show this year will be held Sept. 11-13 jointly with the North Carolina state association at the Carolina Inn in Columbia. A comprehensive program is being planned for the event.

promotions, they are going to fall by the wayside."

"The boom isn't going to last forever," said **Bettelman**. "We have to consistently analyze this fast moving business. I realize you can be criticized for being conservative, but right now, I'd rather be a dollar short and a day late than stuck with a shipment of games that's not going to move."

Watching one's capital outlay is the essence of the industry right now, according to many coin community executives, at a time when 100 game orders by distributors



GOOD JOB — Director of marketing for **Betson Pacific's vending division John C. Lotz (l)** is pictured above congratulating **Terry K. Rydberg**, manager of **Canteen Corporation Los Angeles Refreshment Division**; on the success of her **CSV-Leasing Program** using **Moyer Diebel** and **Automatic Products** equipment supplied by **Betson**. The distributor also handles such product lines as **National Rejectors** and **Ardac Bill Changers**.

INDUSTRY CALENDAR

- March 12-14; Amusement Operators Expo; annual trade conv.; Hyatt Regency Hotel; New Orleans.
- March 26-29; Florida Amusement Vending Association; annual conv. & trade show; Sheraton Twin Towers; Orlando.
- April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.
- May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.
- May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Kutsher's Country Club; Monticello, N.Y.
- June 4-7; Music Operators of Texas; annual meeting; Houston.
- June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.
- June 11-13; Illinois Coin Machine Operators Assn.; annual mtg.; Lincolnshire Marriott; Lincolnshire.
- July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
- Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.
- Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.
- Oct. 8-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan
- Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.
- Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago
- Oct. 29-Nov. 1; NAMA national convention; McCormick Place, Chicago.

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L.A. Club Scene Rebounds As A&R Artist Development Resource For Labels

(continued from page 16)

will start showcasing young black talent once again within the next few months.

East Los Angeles' Latin community, never an A&R stronghold, has also shown signs of mainstream life as of late. Clubs like Rudy's Pasa House, home turf for recent Boardwalk signing Tierra, and The Vex, where nuevo vava bands like The Plugz and The Brat hang out, are evidence that East L.A. has more to offer than Santana imitators. Recent shows at the Rox and Whisky featuring The Plugz, The Brat, The Underarkers and Los Illegals have shown that the Latin rock influence is gaining ground in the mainstream club scene.

Legal Hassles

However, one major problem of the L.A. circuit has faced in the past several months is the closure of several clubs. Both the Arena and the Hong Kong Gate in Chinatown went out of operation last year because of financial problems; and The Starwood in West Hollywood and The Curkoo's Nest in Orange County are currently in hot water because reputations as neighborhood nuisances have led to court battles for their operation licenses.

The possibility of these two prominent new wave/punk clubs going dark has Plimsools manager/producer Danny Holloway miffed.

"I think the change in the administration has affected the L.A. street scene, and many of the clubs should prepare to do battle. We came up through the dance club circuit, and I believe the Plimsools will always have a place to play; but the scene is becoming frazzled with these recent club

First American To Release New Product

LOS ANGELES — March/April releases by First American Records include LPs by Glenn Yarbrough, The Brothers Four, Lady Luck, Low Down Pierre, Kostas Lazarides, Buddy Red Bow, Susie Nichols, Jack Hardy and Happy Jack's Village Square Dance Band. Also expected from the label is product by Patsy Cline, the first artist in First American's "Country Classics" series of the company's mid-priced Piccadilly label.

closures, and I'm worried for the next generation of bands," he said.

For the most part, however, the L.A. club circuit remains healthy and continues to be an integral part of the A&R, artist development and promotion scheme. And while it has been transformed from the low-key singer-songwriter scene that emanated from folk/rock venues like Ash Grove and McCabe's in the '60s to a 25+ club network today, A&R men still feel that L.A. nightclub godfather, The Troubadour, is an institution.

"The Troubadour's hoot night always has been and still is the best place to find fresh new talent in L.A.," said Columbia's Philbin, who found Karla Bonoff on a special Monday night there. "Nine new acts are featured each hoot night, and many of the artists cannot be seen anywhere else in the city."

Pirates Convicted In Florida Case

(continued from page 8)

spiracy, six ITSP and eight wire fraud counts; John C. McCulloch — RICO substantive, RICO conspiracy, six ITSP and five wire fraud counts; Curtis R. Stripes — RICO substantive, RICO conspiracy, copyright conspiracy and five wire fraud counts; Ferrol (Bud) McKinney — RICO substantive, RICO conspiracy, ITSP, copyright conspiracy, five wire fraud and five substantive copyright counts; Francis Lockamy — RICO substantive, ITSP, copyright conspiracy and five wire fraud counts; George Washington Cooper III — RICO substantive, RICO conspiracy, copyright conspiracy and seven wire fraud counts; George Washington Cooper, Jr. — copyright conspiracy and two wire fraud counts; and Lanny Darrell Drum — copyright conspiracy.

Judge Harold Melton will sentence the eight defendants in approximately 45 days, after pre-sentencing reports are completed. Possible sentences on each count are up to 20 years and \$25,000 on RICO; up to 10 years and \$10,000 on wire fraud; up to one year and \$25,000 on substantive copyright infringement for a first offense and two years and \$50,000 on subsequent offenses.

CRT Chairman James Calls For Abolition Of Tribunal Before House Subcommittee

(continued from page 7)

been frozen and that perhaps more than \$100 million will be frozen "in the not too distant future." Such machinations would mean that copyright owners might not get their money for years until the litigation is completed, he added.

Individual View

James emphasized that he was speaking only for himself, but said some of his four colleagues shared his views, wholly or in part. One commissioner reached after James' appearance before the subcommittee declined to state his views, saying he was waiting to be called to testify himself. The subcommittee will hold hearings on the CRT sometime soon, a subcommittee source said.

On the subject of jukeboxes, James said, "Congress should adopt fair and reasonable rates based on marketplace value with annual adjustment based on consumer price index or some other rate for the jukebox industry."

Regarding the mechanical royalty rate, James said that history supported the need for a compulsory license for making and distributing records and tapes, but that the ongoing, periodic federal intervention in adjusting such rates was unnecessary.

James also put himself on the side of his colleague, Thomas Brennan, in calling for removal of CRT's responsibilities to establish rates for non-commercial broadcasting under the compulsory licensing provisions of the Copyright Act.

James' views on abolition of CRT was countered by subcommittee chairman Robert W. Kastenmeier (D-Wisc.), who noted that the whole idea of compulsory licenses for cable TV was prompted by Congress' purpose to override Supreme Court rulings holding that cable TV had no liability for copyright violations when it picked up and distributed off-air programs of TV stations.

Kastenmeier also said that he was unsure if the CRT's function should be assumed by an administrative judge, nor was the subcommittee chairman ready to leave the fate of jukebox fees "to the mercy of various performing rights societies."

Rep. Harold S. Sawyer (R-Mich.) suggested that the jukebox royalty situation might be overcome if record manufac-

turers made a specially-designed record for jukeboxes ("It might have a square hole, for example," he mused). The price of that record could include the royalty fee, he said. Rep. George E. Danielson (D-Calif.) proposed, in fact, that jukebox records be made that would disintegrate after a certain number of plays "like the one-horse shay." Danielson also complimented James' candor in "lancing the throbbing boil."

PolyGram Hikes Prices

(continued from page 8)

crease the sales of solid catalog material, as well as reactive items that may have been cut out," said Jim Lewis, PolyGram vice president of marketing for special projects. "We want to re-focus attention on these artists by offering older material at this mid-range price so that the consumer can experiment by purchasing earlier albums by his favorite artists or simply replacing worn copies from his collection."

PolyGram also plans to continually enlarge its catalog midline "three or four times a year," according to Lewis, with the next midline releases to occur "around June, if all goes well." The product to be included will "be based on the success of this release," Lewis added.

"At this time, there is 'no pre-conceived projection' as to the ultimate number of records to be included in the midline series, said Lewis. Instead, "it will be determined by the size of our catalog and how well it sells."

The new midline will fall under the terms of the current PolyGram returns policy.

ACM Relocates In L.A.

LOS ANGELES — The Academy of Country Music (ACM) has moved its executive offices here. The new address is 6255 Sunset Blvd., Suite 915, Hollywood, Calif. 90028. The telephone number remains (213) 462-2351.

Pedro Dupuy Bows Firm

LOS ANGELES — Dupuy Records, Productions, Publishing Corp. was recently formed by Pedro Dupuy, who plans to offer clients artist management, production packaging, music publishing and record production services.



CELEBRATING THE CREAM OF THE CROP — The 23rd annual Grammy Awards show, held at New York City's Radio City Music Hall on Feb. 25, was highlighted by numerous superstar appearances and the unprecedented sweep of the top Grammy awards by Warner Bros. newcomer Christopher Cross, who won all four general category awards and five of the six he was nominated for. Immediately following the show, a number of record companies held private parties to honor their recording artists. Pictured in the top row are (l-r): Cross; Cross' producer Michael Omartian; Kenny Kelly, Gerald Alston, Tony Blavin and Blue Lovett of the Manhattan 3, who won a Grammy for Best R&B Vocal Performance; and Alan Paul, Cheryl Bentley, Janis Siegel and Tim Hauser of the Manhattan Transfer, which

won a Grammy for Best Performance for "Birdland" in the new jazz fusion field, with Siegel winning an additional Grammy for Best Arrangement for Voices. Pictured in the bottom row are (l-r): Walter Yetnikoff, president, CBS Records Group; Placido Domingo, CBS Masterworks recording artist; Thomas Wyman, president, CBS; Joe Dash, vice president and general manager, CBS Masterworks; Judith Blegen, CBS Masterworks artist; Dick Asher, deputy president and chief operating officer, CBS Records Group; Epic/Cleveland International recording artist Meat Loaf; Yetnikoff; Bob Siner, president MCA Records; MCA recording artist Olivia Newton-John; Sue Siner; Ray D'Ariano, vice president, MCA Records, New York; and Joe Bonsall of the Oak Ridge Boys.

CASH BOX TOP 100 ALBUMS

March 14, 1981

	Weeks On 3/7 Chart		Weeks On 3/7 Chart		Weeks On 3/7 Chart
1 HI INFIDELITY REG SPEEDWAGON (Epic FE 36844)	8.88 1	14	34 COCONUT TELEGRAPH JIMMY BUFFETT (MCA-5169)	8.98 45	4
2 DOUBLE FANTASY JOHN LENNON and YOKO ONO (Geffen GHS 2001)	8.98 2	15	35 MAKING MOVIES DIRE STRAITS (Warner Bros. BSK 36368)	7.98 31	18
3 PARADISE THEATER STIX (A&M SP-3718)	8.98 4	7	36 EAGLES LIVE THE EAGLES (Asylum BR-705)	15.98 26	18
4 THE JAZZ SINGER NEIL DIAMOND (Capitol SW-12120)	9.98 3	13	37 MAGIC TOM BROWNE (GRP/Arista 55003)	7.98 55	4
5 GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98 5	22	38 EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 36368)	7.98 43	4
6 CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98 6	30	39 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3277)	8.98 39	21
7 AUTOAMERICAN BLONDIE (Chrysalis CHE 1290)	8.98 7	15	40 THE GAME QUEEN (Elektra SE-513)	8.98 34	35
8 GUILTY BARBRA STREISAND (Columbia FC 36750)	8.98 8	23	41 TO LOVE AGAIN DIANA ROSS (Motown M8-9511M)	8.98 91	2
9 CAPTURED JOURNEY (Columbia KC2 37016)	13.98 11	4	42 ANNE MURRAY'S GREATEST HITS	8.98 36	25
10 ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98 10	21	43 GLASS HOUSES BILLY JOEL (Columbia FC 36384)	8.98 47	52
11 BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98 9	31	44 TURN BACK TOTO (Columbia FC 36813)	8.98 40	6
12 GAUCHO STEELEY DAN (MCA-4102)	9.98 12	15	45 HITS! BOZ SCAGGS (Columbia FC 36841)	8.98 42	16
13 CELEBRATE KOOL & THE GANG (De-Lite/PolyGram DE-9518)	7.98 14	22	46 BEING WITH YOU SMOKEY ROBINSON (Tamil/Motown T8-375M1)	8.98 107	2
14 HOTTER THAN JULY STEVIE WONDER (Tamil/Motown T8-373M1)	8.98 13	18	47 WILD-EYED SOUTHERN BOYS 38 SPECIAL (A&M SP-4835)	8.98 58	5
15 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3855)	7.98 17	15	48 STONE JAM SLAVE (Cotillion/Atlantic SD 5254)	7.98 49	22
16 GAP BAND III GAP BAND (Mercury/PolyGram SRM-1.4003)	8.98 16	12	49 CITY NIGHTS TIERRA (Boardwalk FW 36995)	8.98 54	12
17 THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98 15	18	50 GREATEST HITS/LIVE HEART (Epic KE2 36886)	13.98 37	15
18 THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1.3834)	7.98 20	13	51 LOST IN LOVE AIR SUPPLY (Arista AB 4258)	8.98 44	44
19 MOVING PICTURES RUSH (Mercury/PolyGram SRM-1.4013)	8.98 38	3	52 TRIUMPH THE JACKSONS (Epic FE 36424)	8.98 41	22
20 ARC OF A DIVER STEVE WINWOOD (Island ILPS 9578)	7.98 25	9	53 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	7.98 59	9
21 HORIZON EDDIE RABBITT (Elektra 6E-276)	7.98 22	35	54 LOVERBOY (Columbia JC 36762)	7.98 78	8
22 CHRISTOPHER CROSS (Warner Bros. BSK 3383)	7.98 28	59	55 BARRY BARRY MANLOW (Arista AL 9537)	8.98 51	14
23 THE RIVER BRUCE SPRINGSTEEN (Columbia PC2 36854)	15.98 18	20	56 ALL AMERICAN GIRLS SISTER SLUDGE (Cotillion/Atlantic SD 16027)	7.98 74	3
24 SUPER TROUPER ABBA (Atlantic SD 16023)	8.98 19	14	57 HONEYSUET ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	15.98 53	28
25 WINELIGHT GROVER WASHINGTON, JR. (Elektra BE-305)	7.98 30	18	58 CHAIN LIGHTNING DON McLEAN (Mercury/RCA BXL 1-7736)	7.98 68	5
26 IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	7.98 29	9	59 HEALING TODD RUNDGREN (Bearsville BHS 3522)	7.98 65	4
27 TRUST ELVIS COSTELLO and THE ATTRACTIONS (Columbia JC 37051)	7.98 27	5	60 BORDERLINE RY COODER (Warner Bros. BSK 3489)	7.98 60	9
28 FOOLISH BEHAVIOUR ROD STEWART (Warner Bros. HS 3485)	8.98 21	15	61 GREATEST HITS THE OAK RIDGE BOYS (MCA-5150)	8.98 62	19
29 THE NATURE OF THE BEAST APRIL WINE (Capitol SOO-19125)	8.98 33	7	62 THE JEALOUS KIND DELBERT McCLINTON (Capitol ST-12115)	7.98 63	17
30 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	7.98 24	18	63 GREATEST HITS THE DOORS (Elektra SE-515)	8.98 46	20
31 IN OUR LIFETIME MARVIN GAYE (Tamil/Motown T8-374M1)	8.98 35	6	64 ROWDY HANK WILLIAMS, JR. (Elektra/Curb BE-330)	7.98 71	6
32 SANDINISTA! THE CLASH (Epic EX3 3473)	14.98 32	7	65 WELCOME TO THE WRECKING BALL GRACE SLUICK (RCA AOL 1-3851)	8.98 66	5
33 GHOST RIDERS OUTLAWS (Arista AL 9542)	8.98 23	15	66 XANADU ORIGINAL SOUNDTRACK (MCA-6100)	9.98 57	38
			67 FLASH GORDON ORIGINAL SOUNDTRACK MUSIC BY QUEEN (Elektra SE-518)	8.98 50	12
			68 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	8.98 70	28
			69 BACK ON THE STREETS DONNE IRIS (Columbia/MCA-3272)	7.98 77	16
			70 LIVE FLEETWOOD MAC (Warner Bros. ZWB 3500)	13.98 48	12
			71 SHAVED FIC JOHN LENNON (Capitol SW 3421)	7.98 56	12
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