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HERB ALPERT



FROM A&M RECORDS & TAPES...
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THE FIRST SINGLE FROM THE FORTHCOMING ALBUM
MAGIC MAN SP 3728

Produced by Herb Alpert and Michael Stokes

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THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL A Matter Of Survival

The recent moves in Congress to enact stiffer penalties for record and film piracy and counterfeiting are long overdue. With the Senate bill, S. 691, set to amend the criminal code, and the House bill, H.R. 3530, set to amend the copyright law, passage of both would be a welcome boost in the fight against illegal recordings.

Estimates of losses to the music and movie industries last year are conservatively pegged at one billion dollars, and it is about time that those who pursue such practices be punished accordingly. Piracy and counterfeiting rob from every legitimate member of the industry — each dollar siphoned off from the industry illegally is one less for the persons who created the product in the first place.

Pirates and counterfeiters are no more than

thieves, and they should be treated as such. If one billion dollars was stolen from the legitimate music and movie industries last year, how many jobs did it cost? How many honest workers in our industry are without jobs today because the pirates and counterfeiters took all of the money?

The problem is serious. It's not a matter of stealing from some faceless, monolithic industry or corporation. The real cost is in terms of jobs and the disruption of lives caused by the loss of them. Human as well as financial harm is caused by piracy and counterfeiting, and **Cash Box** urges all concerned members of the legitimate industry to let their Senators and Congressmen know this practice must stop now.

NEWS HIGHLIGHTS

- Keysor Corp. bows new, quality domestic vinyl compound (page 5).
- RIAA, MPAA call for stiffer penalties for piracy/counterfeiting before House panel (page 5).
- Mail order houses find major label product profitable additions to lines (page 5).
- Retailers optimistic over prospects for balance of '81 (page 5).
- Journey's "Who's Crying Now" and "Edge Of Sundown" by Danny Joe Brown and the Danny Joe Brown Band (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- The soundtrack to the motion picture *Endless Love* and "Takin' It Easy" by Lacy J. Dalton (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS

SINGLES	57	FIRE AND ICE — Pat Benatar — Chrysalis
ALBUMS	89	WINNERS — The Brothers Johnson — A&M

POP SINGLE
THE ONE THAT YOU LOVE Air Supply Arista
B/C SINGLE
DOUBLE DUTCH BUS Frankie Smith WMOT
COUNTRY SINGLE
FEELS SO RIGHT Alabama RCA
JAZZ
THE CLARKE/DUKE PROJECT Stanley Clarke/George Duke Epic

NUMBER ONES



Alabama

POP ALBUM
HI INFIDELITY REO Speedwagon Epic
B/C ALBUM
STREET SONGS Rick James Gordy/Motown
COUNTRY ALBUM
FEELS SO RIGHT Alabama RCA
GOSPEL
THE LORD WILL MAKE A WAY Al Green Myrrh

CASH BOX NEWS



BLIZZARD STRIKES LONG BEACH — Jet recording artist Ozzy Osbourne recently played to a turnaway crowd at the Long Beach Arena, his debut in the Los Angeles area as a solo act. Pictured backstage after the performance are (l-r): Steve Einczig and Lori Holder, Epic/Portrait/CBS Associated Labels (E/P/A); Osbourne; Don Arden, head of Jet Records; Sharon Arden, Osbourne's manager; and Jeff Siroty, Robin Wren and Larry Stessel, CBS Records.

House Panel Urged To Raise Penalties For Record Piracy

by Earl B. Abrams

WASHINGTON — The push to increase the penalties for piracy and/or counterfeiting of motion pictures and sound recordings moved to the House copyright subcommittee last week, where it was noted that such crimes cost the movie and record industries more than \$1 billion in 1980.

Two witnesses testified July 8 in favor of raising the penalties for these infractions from the present misdemeanor status to a felony. They were James Bouras, Motion Picture Assn. of America attorney, speaking for MPAA and the Recording Industry Assn. of America, and Renee Szybala, special assistant to the associate attorney general, Department of Justice.

The House hearing followed by three weeks a similar hearing with the same witnesses by a Senate subcommittee.

Two bills are pending in Congress on this subject. One, H.R. 3530, is sponsored by

Congressman Barney Frank (D-Mass.) and co-sponsored by 10 other members. The other, S.691, is sponsored by Senator Strom Thurmond (R-S.C.), who is chairman of the Senate Judiciary Committee. Both bills would raise the maximum penalties for piracy-counterfeiting from the present \$50,000 and/or two years imprisonment to \$250,000 and/or five years imprisonment. Both also specify that penalties would be imposed where, during a 180-day period, 1,000 recordings or 65 movies are reproduced or distributed. The House bill would amend the copyright law; the Senate bill, the U.S. criminal code.

Bouras emphasized that piracy and counterfeiting of records, movies and tapes has grown into a billion-dollar-a-year industry that has attracted organized crime. He contended that because the present penalties constitute a misdemeanor, prosecutors are discouraged from bringing charges and results in judges imposing light sentences. The imposition of tougher penalties, he insisted, would act as a deterrent to criminals and catalyze prosecutions by enforcement officers.

Yarnell Testifies

Bouras was joined in his House testimony by Jules Yarnell, RIAA special anti-piracy counsel, who related instances of civil lawsuits that resulted in judgments against pirates and counterfeiters but

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Retail Optimistic On Sales Outlook For Rest Of 1981

by Dan Nooger

NEW YORK — Despite the woes brought by a soft economy and increasing record prices, a **Cash Box** survey of retail chains has shown that most claim sales for the first half of this year are running about the same or better than for the comparable period in 1980. Merchandisers cited increased sales of midline product, aggressive advertising and the National Assn. of Recording Merchandisers (NARM) "Give The Gift Of Music" campaign as factors that helped compensate for a lack of strong star product and lower discretionary spending by consumers.

Tom Keenan, president of the Portland, Ore.-based, nine-store Everybody's chain, noted that sales for the fiscal year ended June 30 were up over 13%, due in large part to a heavy schedule of TV advertising over the past several months. Three hundred spots were run over a recent 10-day period, noted Keenan, done as co-ops with various record labels to push specific records or product lines. Included were the Moody Blues, the CBS midline series and MCA's "Platinum Plus" \$5.98 line and Tom Petty & The Heartbreakers' album.

Midlines were cited by all retailers as a factor in maintaining or increasing sales. Everybody's Keenan noted that midlines

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Breakthrough Seen In Search For Quality Domestic Vinyls

by Michael Glynn

LOS ANGELES — A major domestic supplier of vinyl resins and compounds to the record industry has introduced a new inexpensive, ultra-quiet formulation that it claims is comparable in quality to the high-priced German and Japanese vinyls currently used in the making of audiophile discs.

Keycor Corp., based in Saugus, Calif., recently began supplying a number of major pressers with KC600, the latest low-cost, high-grade PVC copolymer manufactured here in the U.S. since Vitec, a competing company, debuted its Quix 1 and 2 vinyl formulations. Along with the pressers themselves, label quality control executives have praised the introduction of KC600 as significant manufacturing development in the area of raw materials.

"We are serviced by a number of plants and two of those facilities, both of which are WEA Manufacturing plants, have begun using KC600 and the results, from what I can determine, have been quite good," said Ed Outwater, director of quality assurance for Warner Bros. Records. "Wakefield, which does a lot of pressing for various audiophile labels, has been using it for a little while now, and they have been quite satisfied with it. It's encouraging to see that the use of the compound is becoming more widespread."

One of the problems with such high quality vinyls as Germany's Teldec, according to Outwater, has been in the disc molding process itself. That problem, ad-

ded Keycor president Howard Hill, has been eliminated with KC600.

Unique Dye

"(KC600) is the only material on the market that utilizes a dye rather than carbon black, a particulate additive which is a major cause of noise," Hill said. "It processes extremely well in manufacturing plants, leaving fewer defects, and because of its ability to mold easier, KC600 does offer better high frequency definition."

Hill noted that while certain pressers have been utilizing KC600 since December of last year on a test basis, it has only been available in bulk since the end of April. In addition to WEA Manufacturing and Wakefield, Monarch Records has been one of the more extensive users of the compound, while RCA "has done some work with it" and CBS' plants have also been "taking a look at it," according to Hill.

Marv Bornstein, international vice president of quality control for A&M Records, whose pressing and manufacturing is done primarily by CBS, said that while CBS "has come up with some pretty quiet compounds themselves," KC600 is "one of the quietest compounds I've ever heard."

Nominal Cost

"I've just listened to test pressings at this point and haven't analyzed it closely yet, but upon normal listening, it's as good as anything out there," Bornstein added. "I think it's great that someone domestically is producing a compound that compares with the foreigners'."

As far as price is concerned, Hill stated

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Mail Order Houses See Rising Sales Of Major Label Product

by Fred Goodman

NEW YORK — Independent mail order record retailers, traditionally reliant upon specialty and small label items for the bulk of their business, are reporting a growing trade in product distributed by major labels. Mail order merchandisers surveyed by **Cash Box** attribute the shift to an inability on the part of distributors to reach the rural market and an increased reliance on hit product by retailers, one stops and major label record clubs.

The survey also shows an increased business in urban areas, long the exclusive province of specialty stores.

Many of the mail order merchandisers

opened their businesses as specialty houses, offering import items, jazz, bluegrass, classical or ethnic music exclusively. While most retain an emphasis on a particular type of music, many are discovering opportunities in markets they expected to be locked out of.

"We automatically assumed that if an album was on Columbia or Warner Bros., we didn't have a chance to sell it," says James Eigo of Brooklyn-based Daybreak Express Records. "When ECM went with WEA, I figured that was the end of my ECM business in this country. You'd be amazed at how much ECM product I still move. And it's not just them, the stores and the one stops just don't stock deep catalog anymore, especially out in the boondocks and the suburbs."

"Although my catalog lists specific titles and labels, I now tell my clients that I'll get any jazz record, even if I don't advertise it," he adds. "I'm starting to think of myself less as a specialty house and more as an international mom-and-pop store."

'Wide Open' Market

Although they are all affiliated with major labels, Eigo has found the mail order market wide open for albums on Blue Note, Pablo, and Savoy. "Nobody handles that stuff outside the major cities," he says. "And while a distribution network like WEA is powerful enough to get the product out into any market, the system is geared for salesmen to push new pop and hit product. I doubt any salesman operating in the suburbs is pushing Eberhard Weber when he could be selling Joni Mitchell."

Bob Porter of Jazz, Etc. in Bergenfield, N.J., now does "about 50%" of his business in established catalog items that he at one time assumed were covered by retailers.

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STARS GO GOLD — "Stars On 45" and "Stars On Long Play," the medley single and album released on Radio Records, recently won gold certifications from the RIAA. Pictured at the presentation are (l-r): Doug Morris, president, Atlantic Records (Radio's distributor); Ed McGlynn, chairman, Radio; Jimmy Gielbert, vice president, sales, Radio; Dick Kline, president, Radio; Sheldon Vogel, vice chairman, Atlantic; and Dave Glew, executive vice president/general manager, Atlantic.

Black Rock Acts Find Little Support From AOR Stations

by Marc Cetner

LOS ANGELES — Like other genres that don't quite fit into the rock mainstream, such as new wave and punk, black-oriented rock and reggae artists have also met steady resistance from the specialized, narrow-formatted AOR community. The current situation is a far cry from the days of the late-'60s and early-'70s when acts like Stevie Wonder, Sly and the Family Stone, Parliament, Jimi Hendrix and the Chambers Brothers were FM rock staples.

And while AOR programmers cited Hendrix and the Phil Lynott-led Thin Lizzy as examples of black rock artists that they do consistently play, Wonder is no longer on hot rotation, and vital new B/C-rock acts like Prince, Rick James and Grace Jones have for the most part been shunned by FM rock stations.

The majority of the programmers at nation's leading rockers were quick to point

out that music doesn't have a color and that they did not add an AOR-oriented Donna Summer, Prince or Bob Marley cut because the music was either too "fringe," too closely associated with disco or simply unable to fit into the strict rock format. Ultimately, however, the resistance to black rock artists came down to a matter of pleasing the primarily fractionalized audience of white males 18-24 years old.

Sound Doesn't Fit

"Much of Rick James is too mellow and lush, Grace Jones is part of the new wave backlash, there's a language problem with Prince, and anything remotely disco gets immediate phone complaints in Chicago," says Tom Teuber, program director at WMET-FM/Chicago. "Rick James is just not compatible with Ozzy Osbourne. Black rock artists represent a certain sound, and that sound just doesn't fit our audience."

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Promoters Remain Optimistic Despite Poor Showing For Country Festivals

by Jennifer Bohler

NASHVILLE — "A Day In The Country," staged at the Rose Bowl in Pasadena, Calif. June 20; Mickey Gilley's "Fourth of July Picnic" in Pasadena, Texas; and the "Carolina Country Jamboree" in Myrtle Beach, S.C. July 4-5 all had more than country music in common. Each was touted as a major milestone for country music some months back, but each of these major, multiple-artist country shows posted disappointing total ticket sales when all was said and done.

In addition to country music being a common denominator for these three recent concerts, they also shared another bit of common ground — each was a first for its respective promoter, which could partially explain the lack of success. Also, Gilley's and the South Carolina Jamboree were each plagued with on-again, off-again rain, while a heat wave gripped the Pasadena, Calif. area for the duration of the Rose Bowl event.

From all accounts, the Rose Bowl was perhaps the most ambitious and successful of the three events. It may have attracted only half of the anticipated audience — the Rose Bowl's capacity exceeds 100,000 seats; the promoters expected 40,000; and the actual figure was closer to 20,000 — but it was still a victory of sorts, according to producer Richard Flanzer of Atlantic Pacific Prod.

Flanzer said his goal was to stage the first major concert at the Rose Bowl, a feat that he accomplished. And although the concert attracted only one-fifth of the venue's capacity, Miller Beer, which co-sponsored the show, was impressed enough to sign on as a full sponsor for next year's show. Flanzer's biggest victory, then, was that he apparently won the right to produce more concerts in the Rose Bowl. In fact, he is currently negotiating for a major rock act — reportedly the Rolling Stones — for a concert in September.

No Crossover Appeal

Flanzer's initial plan for the recent country concert was to book one or two "superstar" talents, and he was hoping to get Kenny Rogers and Dolly Parton. But when negotiations for those artists fell through, he put together what he considered to be a solid country package rather than cancel the date altogether and perhaps lose his chance at future concerts at the Rose Bowl. The acts he booked included Merle Haggard, Don Williams, T.G. Sheppard, Alabama, Mickey Gilley, Johnny Lee, Rosanne Cash and Larry Gatlin and the Gatlin Brothers Band. Tammy Wynette and George Jones had been booked, but

cancelled just prior to the concert.

Flanzer predicted had he been able to secure Parton and Rogers as the concert's headliners, 80,000 people would have jammed the stadium for the first Rose Bowl country concert. "I think the success would have been because of their crossover ability," Flanzer offered. "It's a fact, unfortunately, for now that the solid country artists don't do as well in this area as the crossover artists. But with KHJ going country last year, the country market here is growing everyday."

With an investment of \$750,000 in the event, Flanzer said the company hopes to recoup most of the initial investment from television sales — Atlantic Pacific videotaped the event and is selling the one-hour special to cable and syndicated television.

"Overall I'm happy with the show, although I would have like to have seen more people there," Flanzer said. "We were willing to take the risk the first year, knowing it might not be a success financially. Next year, I think we will have 40,000 plus. Our biggest success this time out was that we were the first to do a concert at the Rose Bowl. Now we have the right to do additional shows there."

Problems In Texas

Over in Texas, Gilley's picnic was faced with problems from the outset. But like the Rose Bowl concert, it too was something of a guinea pig, a first for promoter Sherwood Cryer. It had the potential of supplanting Willie Nelson's annual picnic, since Nelson declared the 1980 event his last. Gilley's problems began when local residents complained about the proposed event. They

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OFF THE WALL DUO — Former Beatle Paul McCartney (l) and solo star/Jacksons member Michael Jackson were in London recently recording each other's songs for their upcoming solo albums. Recording sessions will be completed this fall following Jackson's 37-date tour with his brothers.

KABC, WBLS Vault Ahead In N.Y., L.A. Spring Arb Book

by Mark Albert

LOS ANGELES — KABC widened its margin as the leading station in Los Angeles, while WBLS/New York vaulted back into the top position in that market, according to the latest advance Arbitron ratings for the Spring Quarterly Measurement sweep that covered March 19-June 10. In addition, the latest book marked the debut of Arbitron's use of the 1980 census for demographic information instead of the outdated 1970 census.

All talk-formatted KABC jumped to an 8.5, up from 6.9 in the Winter book, and is a full three points ahead of beautiful music-formatted KBIG, which dropped to 5.5, down from 6.5. KABC's leap also reflected a normal up pattern for the station at this time of year, as it is the broadcasting outlet for the Dodger baseball games. The current baseball players' strike had no bearing on

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Peters And Follett Given PolyGram Regional VP Posts

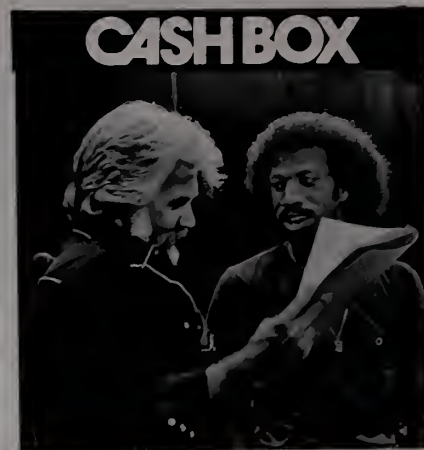
LOS ANGELES — Frank Peters and Bill Follett have been named regional vice president for the midwest and west, respectively, for PolyGram Records as part of the label's recent restructuring of its distribution arm.

Peters, previously north central regional distribution vice president for PolyGram Distribution, Inc. (PDI), now moves into the post vacated by Harry Losk, who was recently named PolyGram senior vice

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POLYGRAM PROMOTES FOUR — PolyGram Records has promoted four executives as part of the recent restructuring of its marketing arm. Frank Peters was named regional vice president, midwest; Bill Follett was named vice president, western region; Karen "K.P." Mattson was promoted to Cleveland branch manager; and Larry Smith was named San Francisco branch manager, replacing Follett. Pictured are (l-r): Follett, Mattson, Peters and Smith.



There are few superlatives that have yet to be applied to Kenny Rogers and his phenomenal across the board success. As a solo artist, as well as a partner with such outstanding female vocalists as Dottie West and Kim Carnes in duets, Rogers' success is unparalleled. He is a superstar of international stature.

For his latest Liberty release, Rogers has teamed with another superstar — Lionel Richie of the Commodores. Following the success of the Richie-produced, Rogers-rendered single, "Lady", the two men teamed up for an entire album. The resulting album, "Share Your Love", was the highest debut on the **Cash Box** pop and country charts last week, entering at #18 bullet and #33 bullet, respectively. "I Don't Need You", the first single from the album, is doing equally as well on both charts.

Success is nothing new to Rogers. He began his long and illustrious career at the age of 19 with the Bobby Doyle Trio, followed by a move in 1966 to the New Christy Minstrels. After a year with that group, Rogers made a most important career move — he and fellow Minstrels Mike Settle, Terry Williams and Thelma Camacho left the Minstrels and formed the First Edition, a group that contributed some classic songs to pop music history. Some of the biggest included "Just Dropped In To See What Condition My Condition Was In", "Ruby (Don't Take Your Love To Town)" and "Something's Burnin'".

When Rogers left the group in the mid-'70s and teamed up with United Artists and producer Larry Butler, a new, mellower country sound for the singer was adopted. He cracked the country market with hits like "Love Lifted Me" and "While The Feeling's Good", but it was his version of "Lucille" that caught that country audience hook, line and sinker.

Needless to say, that success has carried him through three successive gold albums, including "Kenny Rogers", "Daytime Friends" and "Love Or Something Like It"; and five platinum albums, including "Ten Years Of Gold", "The Gambler", "Kenny", "Gideon" and "Greatest Hits". It looks like history may repeat itself with the newest release.

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light the new fall releases so you can prepare your ad budgets, merchandising programs and promotional plans for the upcoming Christmas selling season.

THE TIME IS NOW! A RETAIL SALES EXPERT teaches sales techniques that can help make the difference between profit and loss.

THE TIME IS NOW! MANUFACTURER/RETAILER CONFERENCE SESSIONS allow you to sit face to face with manufacturers and other suppliers at scheduled afternoon meetings.

THE TIME IS NOW! SOCIAL FUNCTIONS including breakfasts, lunches, cocktail receptions, dinners, and a special gala event, afford you the opportunity to greet old friends and make new ones.

THE TIME IS NOW to register for the NARM 1981 Video Retailers Convention, to be held August 10-13, at the Grand Hyatt Hotel in New York City.

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TOTAL REGISTRATION FEES				\$ _____

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NMA Elects 16 To Its First Official Board Of Directors

NASHVILLE — After 12 months of operating with a nine-member organizational board, the 500-member Nashville Music Assn. (NMA) elected its first official board June 25. Sixteen members were elected in eight membership categories, and three were elected at large.

The new board includes: artist/musician — Moses Dillard and Thomas Cain; artist manager/agent — Steven J. Greil, GreilWorks and Owsley Manier, president, OM Communications; record company — Jimmy Bowen, vice president, Elektra/Asylum and Bonnie Rasmussen, director of publicity/artist development, Warner Bros.; composer — Wayland Holyfield, Welk Music Group and Bob Morrison, Combine Music Group; publisher — Karen Scott Conrad, Blendingwell Music and Meredith Stewart, Coal Miners Music; media — John Lomax III, *Variety* and *Aquarian Weekly* and Tom Wilkerson, *Performance Magazine*; producer/engineer — Steve Gibson, Rokblok Prod. and Steve Singleton, Wildtracks Studios; affiliated — Connie Bradley, ASCAP, and Joe Moscheo, BMI; at large — Dianne Petty, SESAC, Johnny Rosen, Fanta Professional Services, and Roger Sovine, Welk Music Group.

The new members of the board will meet July 13. The agenda for the board's first meeting will include the selection of officers for the coming year.

Formed in July 1980, the NMA's organizing board includes Bowen, Joe Sullivan, Bob Beckham, Bonnie Garner, Don Light, Kyle Lehning, Bob Montgomery, Norbert Putnam and Jim Rushing.

Indie Distribution Set By Atlanta's Landslide

NEW YORK — Landslide Records of Atlanta, Ga. has set its distribution network. The label will now be handled exclusively by the following independent regional distributors: Tara Distributing, Atlanta; Richman Brothers, Philadelphia and Washington, D.C.; Rounder Distributing, Boston and New York; Transworld Music, Albany; Action Music, Cleveland and Detroit; Kinnara, Inc., Chicago; House Distributors, Kansas City, Denver, and Austin; All South Distributing, New Orleans; and City Hali Records, San Francisco, Los Angeles, and Seattle.

The company has just shipped its latest release, "Route Two," with David Earle Johnson, John Abercrombie and Dan Wall. Soon to follow are a single by Tim Miller and albums by Curlew and Paul McCandless.

Feist Re-elected To NMPA President Post

LOS ANGELES — Leonard Feist has been re-elected as president of the National Music Publishers' Assn. (NMPA) by the trade association's board of directors. Feist has been president of the NMPA for the past five years. He joined the publishers' group as an administrator in March 1966.

Other appointments announced by the NMPA include the re-election of Albert Berman as president of The Harry Fox Agency. Berman joined HFA in March 1948 and has been president since 1976.

CBS Declares Dividends

NEW YORK — The CBS board has declared a cash dividend of 70 cents per share on CBS common stock, payable Sept. 12 to shareholders of record Aug. 26.

The board also declared a cash dividend of 25 cents per share on CBS preference stock, payable Sept. 30 to shareholders of record Aug. 26.

RIAA Announces June Certifications

NEW YORK — The Recording Industry Assn. of America (RIAA) has announced the certification of 11 gold LPs, three platinum LPs and three gold singles for the month of June.

LPs certified gold were "Dirty Deeds Done Dirt Cheap" by AC/DC on Atlantic Records; "Face Value" by Phil Collins on Atlantic Records; "Sucking in the Seventies" by The Rolling Stones on Rolling Stones Records; "Regatta De Blanc" by The Police on A&M Records; "Wild Eyed Southern Boys" by .38 Special on A&M Records; "The Dude" by Quincy Jones on A&M Records; "Mistaken Identity" by Kim Carnes on EMI America; "Heavy Weather" by Weather Report on Columbia Records; "Zebop!" by Santana on Columbia Records; "The Originals" by the Statler Brothers on Phonogram/Mercury; and "Where Do You Go When You Dream" by Anne Murray on Capitol Records.

LPs certified platinum were AC/DC's "Dirty Deeds Done Dirt Cheap;" "John Denver's Greatest Hits Vol. II" on RCA Records; and "Arc of a Diver" by Steve Winwood on Island Records.

Singles certified gold were "Bette Davis Eyes" by Kim Carnes on EMI America; "Elvira" by the Oak Ridge Boys on MCA Records; and "Double Dutch Bus" (12") by Frankie Smith on WMOT Records.

Rounder Distribution Bows New York Office

NEW YORK — Rounder Records has opened a new distribution and sales office in New York.

Aside from its own releases on Rounder, the company distributes over one hundred independent labels, including Alligator, Delmark, Black Saint, India Navigation, Flying Fish, Folkways, Philo, Landslide, Rhino, Rough Trade, Stash, War Bride and Theresa.

David Nives will be in charge of sales for the office, and Margo Core will handle publicity and promotion.

While the company will continue to be headquartered in Somerville, Mass., Nives said the New York office will "give Rounder greater visibility."

The new office is located at 611 Broadway, New York, N.Y. 10012. The telephone number is 477-4600.

Hammond Songs Sold To April/Blackwood

LOS ANGELES — April/Blackwood Music has purchased the song catalogue of composer/recording artist Albert Hammond from Landers/Roberts Inc. Songs include "It Never Rains In California," "99 Miles From L.A.," "The Air That I Breathe," "Free Electric Band" and "When I Need You." Hammond currently is signed to an exclusive publishing pact with April/Blackwood.

Roger Davies Forms New Management Co.

LOS ANGELES — Roger Davies has formed Roger Davies Management Inc. The personal management company's current roster of clients includes MCA recording artist Olivia Newton-John, Tina Turner, Atco recording group the Sherns and singer/songwriter Steve Kipner.

Temporary offices for the firm are located at 70 Universal City Plaza, Universal City, Calif. 91608. Telephone number is (213) 508-4055.

TAR Prod. Relocates

LOS ANGELES — TAR Prod., an independent record promotion firm headed by Tom Ray, has moved its offices. The new address is 12400 Ventura Blvd., Studio City, Calif. 91604. The telephone number remains (213) 985-3560.

EXECUTIVES ON THE MOVE



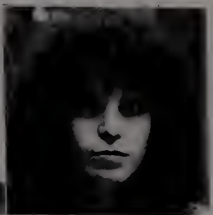
Jones



Armond



McFarlane



Fonorow

Colt Named At Warners — Whitney Colt II has been appointed vice president, advertising sales at Warner Amex Cable Communications. He joins Warner Amex from Eastman Cable where he was vice president and director of sales. Prior to this, he served as a national account executive at Harrington, Righter & Parnow, Inc., a rap firm.

Wasley Named — Don Wasley has been named national album promotion manager for MCA Records. Prior to joining MCA, he was vice president of artist development at Casablanca. Previous to that, he was national promotion director for Casablanca as well as Ariola America.

Cotillion Promotes Two — Cotillion Records has announced the promotion of Pat Jones, formerly national secondaries promotion coordinator, who is now executive assistant to the president. Joan Armond, most recently black college radio promotion coordinator, has been promoted to national secondaries promotion coordinator. Jones joined Atlantic Records in September of 1975 and in March 1979, she was promoted to national promotion & marketing coordinator/special markets; and later that year, she moved to the Atlantic/Cotillion label as national secondaries promotion coordinator. Armond joined the Atlantic/Cotillion label in May of 1979 as the company's receptionist. She has most recently been serving as black college radio promotion coordinator, a position she will continue to hold along with her new duties.

RCA Names McFarlane — The appointment of Winston D. McFarlane as director, royalties, has been announced by RCA Records. He joined RCA Records in 1970 as an accountant. In 1975, he was named manager, domestic royalties, and in 1978, he assumed the position of manager, royalty accounting, a position he held until this appointment.

Goldberg Named — Michael J. Goldberg has been appointed vice president of operations at the Entertainment Company. Prior to his appointment, he was most recently at Chemical Bank.

West Named At Capitol — Paul West has been promoted to national quality control director for Capitol Records, Inc. Prior to his promotion he was Warner Brothers' quality control manager.

Changes At Third Coast — Third Coast Records has announced the appointment of the label's national marketing and promotion staff. Heading up the label's marketing department is David Webb, Third Coast's vice president/sales and marketing. He comes to the label as former marketing and A&R director at Ovation Records. Working directly under him is Dennis Price, Third Coast's national sales director. Price was previously national director of one-stop operations for Lieberman Enterprises. Lee Arnold is vice president/promotion for the label, coming to Third Coast following 15 years as both a radio programmer and a record promotion professional. Most recently, Arnold served as national album promotion director for RCA Records, and was president of his own independent promotion firm in Atlanta. National album promotion director for Third Coast is Rich Piombino, former music and promotions director at WKLS/Atlanta, and promotions director at WKTU/New York and W4/Detroit. Frank Giuliano has been appointed national Top 40 promotion director. He comes to Third Coast from Ovation Records where he was national promotion director. He previously held promotion positions with CBS and Capricorn Records.

Changes at Word — Word Records and Music has announced the appointment of Gary Whitlock as national director of A&R. Prior to his appointment he was director of west coast A&R. He has been affiliated with Word for five years. Cheryl Wilks, who will be assisting him as west coast production coordinator, was most recently an administrative assistant at Paul Johnson Productions.

WEA Appoints Berglund — The Philadelphia regional branch for the Warner/Elektra/Atlantic Corp. has announced the appointment of Bob Berglund as branch operations manager. In 1972 he joined the WEA Los Angeles branch as controller. He was later promoted to operations manager.

Cutting Named At Arista — Arista Records has announced the promotion of Debbie Cutting to manager, sales administration for the label. She joined Arista in March, 1977 as secretary to the vice president of sales, and then held the position of regional advertising coordinator for the east coast.

Chrysalis Promotes Fonorow — Chrysalis Music has announced the promotion of Cheryll Fonorow to east coast professional manager. Fonorow, who has been with Chrysalis for 2½ years previously served as publishing and publicity coordinator. Since April she has been working full time for Chrysalis Music.

Cooney Named At SESAC — SESAC, Inc. has announced the appointment of Kathy Cooney as director of the firm's west coast division. She first joined the licensing firm in August, 1978, as administrator of SESAC's Los Angeles office. Previously she held administrative posts at the Los Angeles offices of Chappell Music Company and Clive Fox Music.

Morrison Joins BASF — Robert Morrison has been named product manager for audio products by BASF Systems Corporation. He joins BASF from Borden Foods, where he was product manager for the Deran Confectionary Division in Cambridge, MA. Prior to his assignment at Borden, he was sales and marketing director for Bay State Products. Recently married, Morrison makes his home in Waltham, MA.

Weber Retires — After 41 years of service to ASCAP, Lou Weber has officially retired as assistant to the president. He will continue to serve as consultant to ASCAP.

Golden Joins Bloom — Ellen Zoe Golden has joined the Howard Bloom Organization as publicity associate. Prior to joining HBO, she served as production editor for McGraw-Hill's *Housing Magazine* and has worked for both *The Miami Herald* and *The Fort Lauderdale News*.

Mennella Appointed — Mary Jo Mennella has been named ASCAP membership representative in Los Angeles. She was formerly assistant membership representative in New York and L.A. She has been with ASCAP for three years.

Schattin To BASF — John A. Schattin has joined BASF Systems Corporation as eastern regional sales manager for audio/video products. In his last position, he held a similar post with TDK Electronics, where he worked for the past six years. Prior to that, he was employed by Ampex, also in tape sales.

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NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

DANNY JOE BROWN AND THE DANNY JOE BROWN BAND (Epic 14-02398)
Edge Of Sundown (3:39) (Mr. Sunshine Music Co., Inc. — BMI) (D.J. Brown, K.A. McVay, D. Bush) (Producer: G. Johns)

Previously lead singer of Molly Hatchet, Brown continues to mine the same southern rock vein that yielded platinum for his former band with a melodic yet equally hard-driving tune by his own group here.



BILL SUMMERS AND SUMMERS HEAT (MCA MCA-51138)
Summer Fun (3:33) (Bilsum Music/Pure Delite Music — BMI) (Claytoven, Summers, Batiste) (Producer: B. Summers)

As a former Headhunter with Herbie Hancock, Summers drew praise for helping that group to develop its highly percussive style. Three solo albums later, Summers' rhythm work is more sophisticated and commercially viable than ever.

DENROY MORGAN (Becket BKA-45-5)
I'll Do Anything For You (3:41) (Big Seven Music Corp./Bert Reid Music — BMI/Becket Music Publ. Co., Ltd./Ron Miller Music — ASCAP) (B. Reid, R. Miller) (Producer: B. Reid)

One of the outstanding dance songs of the year so far, this R&B-cum-reggae number, with a taste of the rap, has already caused a big stir in the New York clubs and should spread quickly throughout the country.



KAREN LAWRENCE AND THE PINZ (RCA PB-12267)
Girl's Night Out (3:12) (Girls Night Out Music-BMI/Hostel Music — ASCAP) (K. Lawrence, F. Hostetler) (Producer: J. Douglas)

New wave prom queen Karen Lawrence has a compelling rock edge to her voice that conveys the urgency in the title track of her first LP just beautifully. An adventurous debut from a modern musical debutante, this will more than likely receive its best acceptance at the AOR level.

ICEHOUSE (Chrysalis CHS 2530)
We Can Get Together (3:37) (Rare Blue Music Co., Inc. — ASCAP) (I. Davies) (Producers: C. Allan, I. Davies)

Is this what Television might've sounded like had the group used synthesizers? Iva Davies, the 23-year-old singer, guitarist and brains behind the band once known in its native Australia as Flowers, can sound an awful lot like TV's Tom Verriane at times here ... or an upbeat Gary Numan.



SHAKIN' STEVENS (Epic 14-02217)
You Drive Me Crazy (2:40) (Wall Street Music, Inc. — BMI) (R. Harwood) (Producer: S. Colman)

Stevens' brand of hybrid pop/rockabilly, particularly his cover of "This Ole House," was well enough received in the U.K. to earn him an extended stay in the Top 10. If the previous success of songs such as Rocky Burnette's "Tired Of Toein' The Line," to which this bears a melodic resemblance, is any indication, Stevens could have a Top 40 hit on his hands in the U.S. as well.

Ph. D. (Atlantic 3842)
I Won't Let You Down (3:56) (Polythemus Music — ASCAP) (Diamond, Hymas) (Producers: Ph. D., C. Langston)

Quietly melodic progressive pop on the level of 10cc is what the British duo of vocalist Jim Diamond and keyboard wiz Tony Hymas have delivered for their debut single as Ph. D. The synthesizer shuffle and flowing texture of the track are positively seducing. Deserving of a crack on pop lists.



THE TIME (Warner Bros. WBS 49744)
Get It Up (3:01) (Tionna Music — Copyright controlled) (The Time) (Producers: M. Day, J. Starr)

The Time is a great deal closer to Prince, musically, than the new wave or pop the name might imply. While the beat is a little less frenetic than the Minnesota multi-instrumentalist's own material, the synthesizer is very similar to Prince's own style. The beat here broils, rather than leaps, although the vocals are laden with double entendre.

FEATURE PICKS

HITS OUT OF THE BOX

CLARENCE CARTER (Venture V-145)
It's A Monster Thang (4:05) (Paddle Music/Future Stars) (G. Jackson) (Producer: C. Carter)

Classic soul star Carter hasn't lost his touch here. he's just contemporized it. The track from the "Mr. Clarence Carter" LP has a slinky R&B rhythm similar to Ben E. King's "Supernatural Thing" riding underneath those deep, smokey vocals.

SISTER SLEDGE (Cotillion 46017)
He's Just A Runaway (A Tribute To Bob Marley) (3:45) (Walden Music Inc./Gratitude Sky Music — ASCAP/Irving Music Inc. — BMI) (N.M. Walden, A. Willis) (Producers: Sister Sledge)

Sister Sledge blends its slick R&B vocal sound with a reggae-tinged rhythm on this Marley tribute in much the same way that Stevie Wonder did with "Master Blaster Jammin'."

DON FELDER (Full Moon/Asylum E-47175)
Heavy Metal (Takin' A Ride) (3:34) (Fingers Music 8 ascap) (D. Felder) (Producer: not listed)

Eagles guitarist/vocalist Felder gets low down and gritty, cutting loose with plenty of squealing slide licks on the title track from the motion picture soundtrack to the movie *Heavy Metal*.

TTF (Gold Coast A-1100)
Mighty Fine (3:59) (Marv Stuart Music/Jabo Music, Inc. — BMI) (J. Boyce) (Producers: J. Boyce, J. Levine, R. Tufo)

The debut single from the newly-formed Chicago-based Gold Coast label is squarely in the commercial funk groove exemplified by such acts as Bootsy, Rick James, etc.

HUMAN HANDS (I.R.S./Faulty FP02)
Trains vs. Planes (4:00) (Blue Eel Music — BMI) (D. Duck) (Producers: Human Hands)

Pasadena, Calif. quintet Human Hands displays an engaging sense of humor along with a dangerously veering yet propulsive pop rhythm on this new music delight. Dance-oriented, new wavy and off-kilter, it's post-punk and proto-party music.

NEW RIDERS OF THE PURPLE SAGE (A&M 2352)
No Other Love (3:04) (Marmalan Music — BMI) (J. Dawson, A. Kemp) (Producer: C. Mellone)

The earthy and homegrown sound of NRPS is finished with a fine, contemporary production gloss here. As melodically charming as any of the band's past hits, it's also inventive and shows a growth that could spread the New Riders' cult.

THE AFTERNOON DELIGHTS (MCA MCA-51148)
General Hospi-tale (5:06) (Solid Smash Publishing Co., Inc. — ASCAP) (H. King, L. Tedesco) (Producer: H. King)

Just what every housewife needs ... a rap record about her favorite daytime TV soap opera. Tongue-in-cheek (hopefully) blue-eyed funk, this is a novelty that might give MCA's other offbeat winner, "Shaddap You Face," a run for its bullet.

DAVE EDMUNDS (Swang Song SS 72003)
The Race Is On (2:04) (Glad Music Co./Acklaim Music — BMI) (D. Rollins) (Producer: D. Edmunds)

The aid of New York rockabilly transplants The Stray Cats is enlisted by Edmunds for this raw, punchy pop bopper. Edmunds is a stickler for authenticity, and he gets it even without the usual Rockpile backup here.

PHOEBE SNOW (Mirage WGT 3843)
Rock Away (2:50) (Green Star Music, Inc./Phoebé Snow Music, adm. by Green Star Music, Inc. — copyright controlled) (P. Snow) (Producers: G. Ladanyi, R. Cannata)

The light acoustical sound of the title track to Snow's current LP will be a great deal more familiar to fans of such hits as "Poetry Man" than the more adventurous "Games." A beautiful number that should melt turntables.

MECO (Columbia 18-02308)
The Raiders March (from the motion picture *Raiders of The Lost Ark*) (2:44) (Bantha Music/Ensign Music Corp. — BMI) (J. Williams) (Producers: M. Monardo, L. Quinn)

What would Meco Monardo do without George Lucas and John Williams? The duo have provided him with another hit movie and theme to discofy. A solid track record will insure this airplay.

JOURNEY (Columbia 18-02241)
Who's Crying Now (4:20) (Weed High Nightmare Music — BMI) (S. Perry, J. Cain) (Producers: M. Stone, K. Elson)

STEVIE NICKS (with Tom Petty and The Heartbreakers) (Modern MR 7336)
Stop Draggin' My Heart Around (4:02) (Gone Gator Music/Wild Gator Music — ASCAP) (T. Petty, M. Campbell) (Producers: J. Iovine, T. Petty)

GARY U.S. BONDS (EMI America 8089)
Jole Blon (3:06) (Fort Know Music Co. — BMI) (M. Mullican) (Producers: S. Van Zandt, B. Springsteen)

SANTANA (Columbia 18-02178)
The Sensitive Kind (2:57) (Audigram Music — BMI) (J.J. Cale) (Producers: D.C. Santana, B. Graham)

JAMES TAYLOR (Columbia 11-02093)
Summer's Here (2:42) (Country Road Music Co., Inc. — BMI) (J. Taylor) (Producer: P. Asher)

DON McLEAN (Millennium YB-11809)
It's Just The Sun (2:25) (Benny Bird Co., Inc. — BMI) (D. McLean) (Producer: L. Butler)

EAST COASTINGS

THIS BUSINESS OF MUSIC — The Kingston (New York) *Daily Freeman* reported last week that Bearsville Records head **Albert Grossman** recently filed a \$1 million lawsuit against **Bob Dylan**, who Grossman managed during the '60s. The *Freeman* reported that Grossman is suing Dylan for back royalties from records, tapes and sheet music, charging that Dylan "overpaid songwriter's royalties to himself and otherwise withheld payments." Dylan was unavailable for comment. . . . A New York court has denied Radio City Music Hall's motion to stay arbitration by the American Federation of Musicians (AFM) of a complaint filed by the **Grateful Dead** over non-payment of money owed the group for its week-long stint at the Hall last September. Although the Music Hall cited a decision made in the Supreme Court of California that held AFM arbitration invalid, the

New York court upheld its validity in this state. The complaint will go into arbitration in the near future. . . . Reliable word has it that PolyGram has decided to go ahead with bar coding of new product, although it's not known exactly when it will begin doing so.

IT'S GOTTA BE REGIONAL MUSIC — Texas singer/guitarist **Johnny Copeland** has been part of blues history since he attended the infamous 1954 New Year's Eve show in Houston, where headliner **Johnny Ace** shot himself playing Russian Roulette backstage an hour before he was scheduled to go on. Copeland, who composed (but wasn't credited with) **Bobby Bland's** classic, "Farther Up the Road," released his first single in 1958. Since then, he's cut nearly two dozen singles, including such



HEARTS ON BRODAWAY — 20th Century Fox recording artist **Stephanie Mills** recently visited the **Cash Box** New York offices. Pictured are (l-r): J.B. Carmicle, **Cash Box** east coast vice president and general manager; **Mills** and **Cash Box** editorial staffers **Dave Schulps**, **Dan Nooger** and **Fred Goodman**.

regional hits as "Down on Bended Knee" and "Old Man Blues" (with the **Crusaders**). Copeland, who has been a working bandleader for 20 years, insists that the Houston urban blues scene that spawned **Johnny "Guitar" Watson**, **Albert Collins** and **Lightnin' Hopkins**, among others, has unjustly never received the attention lavished on the Chicago blues. In his own case, he hopes the situation will change with the recent release of his "Copeland Special" LP on Rounder, which showcases him and his band (with such guests as **George Adams**, **Arthur Blythe** and **Byard Lancaster**) on a selection of mostly self-written material. Copeland, who divides his time between New York and Houston, is currently touring the east coast, and his upcoming New York area dates include Tramps (July 16, 25 and 26) and Harlem's Top Club (July 19). Copeland's producer/manager **Dan Doyle** says he's currently shopping for international licensing deals for the album.

HEARTS ON FIRE — We recently had the pleasure of a visit from **Stephanie Mills**, who's been heating up the charts with "Two Hearts." Since first attracting attention as Dorothy in the Broadway production of *The Wiz*, Mills has established herself as a top recording artist, and although she would eventually like to return to Broadway — she hopes in a couple of years — her current priorities are touring and beginning her next album for 20th Century-Fox. She plans to work again with **Mtume** and **Reggie Lucas**, who wrote and produced the Grammy-winning "Never Knew Love Like This Before" and "Two Hearts," but would also like to work with good friends **Nicholas Ashford** and **Valerie Simpson**.

KING KURTIS — **Kurtis Blow**, the former Harlem club DJ who found both commercial and critical success with such rap songs as "The Breaks" and "Christmas Rap," spoke to us about his new LP, "The Deuce," just released by Phonogram/Mercury. It's an ambitious rap concept album based on the theme of New York's 42nd Street/Times Square district (known in street lingo as "The Deuce"), which is both slicker and covers more musical ground than last year's debut album. "I felt on the last album I broke a lot of ground in hooking the public into the whole rap thing, because I added a uniqueness to both the rap and the music," Blow told us. "With this record, we set out to emphasize that uniqueness even more. I definitely intended it to be slicker and more sophisticated and wanted to bring out the whole range of sounds and styles in my music, which can range from softer, piano-based stuff to **James Brown** funk to more jazzy sounding. I'm just really happy with what we've come up with." Blow recently gave his first concert fronting a live band — he had previously worked only with a DJ — and he admitted to being scared when we spoke a few days prior to the show. However, nervous as Blow was when he hit the stage, he loosened up as the show went on and left with the Peppermint Lounge crowd screaming for a second encore.



PIRATES DANCE — **Epic** recording artist **Karla DeVito** recently replaced **Linda Ronstadt** on Broadway in *The Pirates Of Penzance* in the lead role of Mabel. Pictured in a scene from the Tony Award winning musical are (l-r): **DeVito** (l) and co-star **Rex Smith**.

DON'T CALL HIM BOSS — Anyway you looked at **Bruce Springsteen's** inauguration of the new Brendan Byrne Arena in New Jersey Meadowlands Sports Complex, it was a great success. Artistically, Springsteen and the E-Streeters were razor sharp, giving the sell out crowd everything it came for and more; playing two sets that lasted over three hours, including a final encore consisting of a seemingly endless medley of rock 'n' roll and R&B classics that was so exhausting it left the crowd knowing it had just seen everything there was to see. Though the choice of material leaned a bit more heavily toward his slower material than usual, it's to Springsteen's credit that he was able to keep the large crowd paying rapt attention throughout the ballads and then was able to immediately put everyone back on their feet with each tempo change. His crowd mastery was awesome. Amusingly, he changed a line in one of the songs to "Don't Call Me The Boss," because on that night, he definitely was the boss. Promoter **John Scher** and the Arena staff are also to be complimented for the excellent security arrangements, which helped make the spacious new arena feel like a place you'd want to come back to. When a July 2 show isn't interrupted once by the sound of fireworks, someone's doing something right.

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MOREING LANDS ON BOARDWALK — Song stylist **Jody Moreing** recently signed a long-term, worldwide contract with **Boardwalk Records** through **Bruce Bird Prod.** Her debut single, "All Girls Want It," which shipped July 10, and her album, which is scheduled for August release, are the first productions to be released through Bird's independent production company. Pictured after the signing are (l-r): **Hank Donig**, producer; **Bird**; **Moreing**; **Neil Bogart**, president, Boardwalk; and **Scott Kranzberg**, vice president, promotion, Boardwalk.

Spring Arbs Released For N.Y. And L.A.

(continued from page 6)

the Spring book, but may have an effect on the Summer book.

Black-formatted **WBLS** jumped a full share to 7.4 from its Winter ratings and is now one point ahead of prime competitor **WKST**, which slipped a tenth to 6.4. Both **WKST** and **WOR** had led the Winter ratings in New York with a 6.5 share. **WOR** fell to 5.9 in the Spring. Rounding out the top five stations in New York for quarter hour shares were beautiful music **WRFM** with a 4.9, up from 4.4, and **WCBS-AM** with a 4.8, up from 4.7.

The Spring 1981 ratings also revealed some dramatic turnabouts for major stations and formats in both markets. In Los Angeles, **Metromedia's** AOR kingpin, **KMET**, re-established itself as the leading contemporary music station with a 4.6, up from 3.9 in the Winter. In fact, AOR stations in general did well, as **KMET's** closest rival, **KLOS**, improved with a 3.6, up from 2.9, and **KROQ** moved to 1.7 from 1.6.

Every ratings period seems to have one ironic twist, and this book's belongs to **KWST**, which just recently changed formats from AOR to Top 40 mass appeal. In this, its last book as an AOR station, **KWST** made a notable gain, jumping from 1.6 to 2.3, the highest numbers the station has en-

joyed in years. **KNX-FM**, which led all contemporary music stations with a 4.3 in the Winter ratings, fell noticeably to a 2.8.

In addition to **WBLS** reclaiming the top spot in New York, the big story there was Top 40 giant **WABC**, which had declined severely for the past few books. This Spring, however, **WABC** jumped to a 4.6, up from 3.5, and tied with rival **WNBS** which dropped to 4.6 from 4.8 in the Winter book. Like **KABC**, baseball played an important role, as **WABC** broadcasts the Yankees games. In the AOR battle, **WPLJ** extended its dominance with a 4.5, up from 4.1; while **WNEW-FM** fell slightly to 2.8, down from 3.0. New York's country leader, **WHN**, was up to 2.4 from 2.2, while **WKHK** pulled a 1.0, up from .8.

While country formatted stations improved slightly in the Big Apple, all of the Los Angeles country stations dropped. Still leading the pack is **KLAC**, with a 2.9 down from a 3.2 in the Winter. Last year's country converts that attracted some of **KLAC's** listeners away also declined. **KZLA-FM** fell to 1.7, down from 2.5, and **KHJ** slipped a tenth to 1.9.

Top 40/adult contemporary formats also suffered in the Spring ratings in the area of quarter hour shares. **KRTH** dropped to 3.1, down from 3.9; **KHTZ** pulled a 3.0, down from 3.6; **KIQQ** dropped a tenth to 2.6; and **KFI** fell to 2.5, down from 3.1. Moving up were **KIIS-FM** with a 3.0, up from 2.7, and oldies/Top 40 formatted **KRLA** with a 3.7, up from 2.9.

Black formatted stations, however, improved dramatically with the Spring ratings. Where all but one dropped in the Winter, all but one rose in the Spring. **KJLH** led the way with a 1.6, up from 1.1, followed closely by jazz station **KKGO** with a 1.5, up from 1.4. **KGJF** had the biggest gain with 1.4, up from .8, and **KAGE** was up to 1.4 from 1.2. Only **KDAY** fell, slipping to 1.4 from 1.7. Dance-oriented **KUTE** also improved with a 2.0, up from 1.4.

All figures represent average quarter hour shares, 12+ for the metro area, Monday through Sunday, 6 a.m. to midnight and do not reflect stations' total listening audiences.

Murdoch Working On Chapman Film

NEW YORK — Despite a report on **NBC's** *Today Show* that **Yoko Ono** described as "tacky" a projected film on the life of **John Lennon's** assassin, **Mark David Chapman**, being worked on by **Rupert Murdoch's** News Group Productions, a spokesman for **Lenono Music** said, "Yoko is unaware of any film on Chapman being done by Murdoch." A spokesperson for **News Group Productions** said, "We've been working on it for awhile."

PolyGram Names Four

(continued from page 6)

president of marketing (**Cash Box**, July 11). **Peters** has been with the organization for the past 13 years, beginning with **Mercury Records** in the marketing department. He has also served as **Cleveland** branch manager.

Follett, prior to his current appointment, served as **San Francisco** branch manager. He now succeeds **Emiel Petrone**, who was recently named vice president, marketing, west coast, for **PolyGram**. **Follett** joined **PolyGram** in Aug. 1974 as a salesman in the **Los Angeles** branch.

Karen Mattson, former branch marketing manager for **PolyGram** Distribution, replaces **Peters** as **Cleveland** branch manager. **Mattson** has been a member of the **PolyGram** organization since 1971.

Replacing **Follett** will be **Larry Smith**, former **PolyGram** regional product development manager, west coast. **Smith** has been with **PolyGram** since 1971, when he joined in a sales capacity.

For The Record

In the June 13 issue of **Cash Box** it was incorrectly stated that a dispute has developed over the estate of the late **Bob Marley**, involving **Marley's** mother and his manager **Don Taylor**. **Cash Box** regrets any inconvenience the error may have caused.

ENDLESS LOVE — Soundtrack — Various Artists — PolyGram SRM-1-2001 — Producers: John Peters and Peter Guber — List: 8.98

This soundtrack to the Brooke Shields/Michael Hewitt film about young lust and love is destined for the top of the charts based solely on the fact that it features a gorgeous duet by Lionel Richie and Diana Ross. The title tune is followed up by another coupling between Richie and Ross that is a little more breezy and uptempo, but equally as engaging as "Endless Love." The old Kiss hit, "I Was Made For Lovin' You," and the recent Cliff Richard smash, "Dreamin'," are some bonuses that should draw the buying public as well.



RAINBOW STEW/LIVE AT ANAHEIM STADIUM — Merle Haggard — MCA MCA-5216 — Producer: Merle Haggard — List: 8.98

For Merle Haggard buffs, this live album, recorded before a capacity crowd at Anaheim (Calif.) Stadium last year, is a must. As far as live albums go, the sound quality is pretty good; as far as a Haggard performance goes, he and his Strangers were captured in rare form. Since there are few things Haggard loves more than performing — a live LP that captures his true spirit was inevitable. The album features recent material like "Misery and Gin," "I Think I'll Just Stay Here And Drink" and the current single, "Rainbow Stew," as well as the Jimmie Rodgers classic, "Blue Yodel #9," and Haggard's "Sing Me Back Home."

DIMPLES — Richard "Dimples" Fields — Boardwalk NB1 33232 — Producers: Richard Fields and Belinda Wilson — List: None — Bar Coded

Move aside love balladeers Teddy Pendergrass and Larry Graham, Richard "Dimples" Fields has arrived. Dimples has a high, sexy crooner's voice that B/C programmers and the female audience in general thrives on. Spearheaded by the cut "She's Got Papers On Me," Dimples' debut LP shot from #180 to #134 bullet on the **Cash Box** LP chart in only its second week. He has even more impressive stats on the B/C album chart, where he entered at #29 bullet. "Dimples" has smash written all over it because he has the talent and know-how to render strong straight ahead R&B ballads.



WHOMP THAT SUCKER — Sparks — RCA AFL1-4091 — Producer: Mack — List: 8.98

The Brothers Mael (Russel and Ron) return to that glorious form of yesteryear when albums like "Kimono My House" and "Propaganda" were all the rage. The Anglicized Los Angelinos have updated their marvelously quirky sound since their heyday in the mid-'70s, but that tremendous sense of wit and whimsy is fully intact. "Tips For Teens" starts things off on a high note, and the lads don't come in for landing until that last falsetto note of "Wacky Women" is sung. Producer Mack makes things a little more techno-pop, but the driving keyboards of Ron and crazed vocals of brother Russ are the real points of interest here. A winner for pop and AOR.



FEATURE PICKS

NEW AND DEVELOPING ARTISTS

THE RIGHT PLACE — Gary Wright — Warner Bros. BSK 3511 — Producers: Gary Wright and Dean Parks — List: 8.98 — Bar Coded

The old "Dreamweaver" is truly in "the right place," as his soft, R&B flavored keyboard style is perfect for today's pop & B/C markets. "Really Wanna Know," a funky but mellow piece of Top 40 heaven that is already burning up the charts, is the main attraction here. Wright's gritty vocals and superb musicianship are still as prevalent as they were in Spooky Tooth days, but this super-commercial LP is fairly bursting with potential pop hits.



GLAMOUR — Dave Davies — RCA AFL1-4036 — Producer: Dave Davies — List: 8.98 — Bar Coded

King Konk Ray Davies' younger brother takes his second time at bat on "Glamour" and proves, once more, that he is more than just the spunky guitarist for the Kinks. Dave favors a hard rock approach with plenty of 4/4 riffs surrounded by synthesizer embellishments, and this LP is a little more assured and adventuresome than last year's tasty solo debut. Davies buries his voice in production, mostly because it's fairly thin, but he kicks out the jams on songs like the title cut and "Reveal Yourself."

SEVEN BRIDGES ROAD — Steve Young — Rounder Records 3058 — Producer: Steve Young — List: 8.98

Young was part of that noble but much overlooked movement, which included The Flying Burrito Brothers and Dillard & Clark, that layed down the foundation for California's country rock boom in the early '70s. He has been brought to light recently via the Eagles' version of his classic "Seven Bridges Road," and it's fortunate for all fans of the genre. Young has a spirited southern sound and authoritative vocal style that are more reminiscent of acts like Waylon and Willie than the Eagles. It's mostly oldies on this LP, but Young is a country rock king.



STONE CRAZY! — Buddy Guy — Alligator 4723 — Producer: Didler Tricard — List: 7.98

This legendary blues guitarist is caught in full fury on this studio album recorded in Toulouse, France in 1979. Congratulations for blues revivalist label Alligator for picking up the riff rampant release. Guy and his lean mean back-up band open up blasting on "I Smell A Rat" and the hot licks don't cease until the last blazing runs of "When I Left Home." This is an album for blues guitarists to shout to. "Stone Crazy" is classic Chicago blues the way it should be played — rowdy, raunchy and rockin'.

DALLAS — John Parker — First American FA7780 — Producer: Len Katzman — List: 7.98

Jazz composer John Parker has created the music for the world's most popular television series for the past two-and-a-half years. And except for his reworking of Jerold Immel's main theme, the music and arrangements on this mass appeal album are all Parker. Parker enlisted some of the finest sessioners in the business to underscore the action on America's favorite late night soap opera. For instance, Tommy Tedesco's fuzz tone guitar portrays the villainous J.R., and Bud Shank's alto sax acts as the sultry Sue Ellen Ewing. For the easy listening crowd.



TAKIN' IT EASY — Lacy J. Dalton — Columbia FC 37327 — Producer: Billy Sherrill — List: None — Bar Coded

Lacy J. Dalton cracked the country market two albums ago with her critically acclaimed debut release. With its sometimes mellow, sometimes raunchy texture, this album proves to be her best work to date, with excellent covers of Neil Young's "Comes A Time" and the Grassroots' pop hit, "Where Were You When I Needed You." The raunch comes through on "Let Me In The Fast Lane" and "Wild Turkey," two songs that should prove to be truck driving favorites.

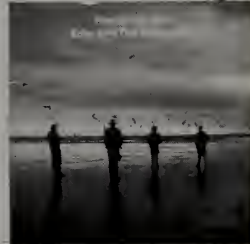


PET ROCK — The Sinceros — Columbia NFC 37349 — Producer: Gus Dudgeon — List: None — Bar Coded

This British foursome gained its first acclaim as Lene Lovich's back-up band during the "Stateless" days. And last year, the talented new pop quartet came out with a fine, but unrecognized, debut LP entitled "The Sound Of Sunbathing." As might be expected, the group of Stiff Records expatriates play a quirky brand of pop music, but it is filled with wonderfully commercial hooks. The Sinceros play new age Top 40 and programmers should listen up. Top tracks are "Barcelona" and "Disappearing."

HEAVEN UP HERE — Echo And The Bunnymen — SIRE SRK 3569 — Producers: Hugh Jones and The Bunnymen — List: 8.98 — Bar Coded

This band with the name that sounds like a hallucinogenic Easter egg hunt became the darlings of England's new rock scene last year with its neo-psychedelic music. The band is part of the new Liverpool movement that places heavy emphasis on meandering nightmarish jams that sound reminiscent of peak period Doors. This is a strange, neurotic music full of atonal effects and driving guitar rhythms.



MALIBOOZ RULE! — The Malibooz — Rhino Records RNL 100 — Producers: Walter Egan and John Zambetti — List: 7.98

Surf Music is all the rage again in California. Gosh, The Beach Boys are celebrating their 20th anniversary, The Ventures are popular again, Jon and The Nightriders are happening and even surf punk is in. So, it's only fitting that a group of veteran rock 'n' rollers wax up their guitars and head out on their own Surfin' Surfari. Headed by Walter Egan, this sextet steps out for a rollicking salute to California's summertime culture. Friends like Lindsey Buckingham, Wendy Waldman and Dean Torrence are along for the ride.

BAD MANNERS — MCA MCA-5218 — Producer: Roger Lomas — List: 8.98

This LP represents the American debut for English ska crazies Bad Manners, but in reality is a compilation of the band's two best selling British albums. Led by the outrageous Fatty "Buster Bloodvessel," the nine-piece is in the tradition of other genre greats like Madness and The Specials, playing some of the most engaging and lighthearted dance music around. Manners might have trouble getting over in the U.S. because the ska trend has toned down somewhat, but this LP is rollicking good fun.



First Half Sales Cause Retail Optimism For Balance Of '81

(continued from page 5)

had become 25-30% of all album sales, compared with 5-10% for the first six months of 1980. King Karol president Ben Karol noted that by increasing prices on midline and budget product, the New York-based, six-store chain had been able to blunt the impact of wholesale price increases and "hardly raise" prices on front-line albums. Karol added that while his chain's sales were up 10-15% over the first six months of 1980, "we probably won't have the summer we expected" due to declining tourism.

The "Give The Gift Of Music" campaign was also singled out as a positive factor by most merchandisers, although some felt it didn't go far enough. All of the Everybody's Records TV spots are tagged with the "Gift" logo. John Marmaduke, president of the Western Merchandisers distribution and rack job operation that runs the 54-store Hastings Book & Record chain, stated, "We did great with the Dads & Grads campaign, '20,000 gifts under \$10,'" adding, "I'd like to see a 'Gift Of Music' campaign done on a large national scale."

The Western Merchandisers operation, based in Amarillo, Texas, posted sales gains of about 18%, which Marmaduke attributed to the chain's southwestern location ("unemployment is low, and more people are out buying records"), careful management (which includes controlling markdowns, sale prices and pilferage) and a wide selection of product. Older record buyers also became a larger proportion of the chain's customers, said Marmaduke, noting that the stores are in "good locations, with professional sales staff and no paraphernalia being sold."

A key problem cited by many retailers was a lack of strong star product. "The fact that REO is still a top five album seven months after it came out shows that there hasn't been anything as big since then," noted Turtles president Al Levinson. "We need more star product to make people buy. The radio is playing oldies because the

House Panel To Consider Stiffer Piracy Penalties

(continued from page 5)

which were never collected because the principals disappeared, or resurfaced later under different corporate names.

Szybala said that the Department of Justice supports the proposed legislation as a helpful tool in combatting organized crime.

The same two witnesses, Bouras and Szybala, testified before Senator Charles M. Mathias Jr. (R-Md.) and a judiciary subcommittee last month on the Thurmond bill.

During the questions from House subcommittee members, Representative George E. Danielson (D-Calif.) wondered whether the penalties should not be incorporated in the federal criminal code rather than as separate legislation in the copyright law. He also questioned whether increasing the penalties would actually result in decreasing the crime, noting that increased penalties in other areas, such as tax fraud or selling guns without a license, had not resulted in any great reduction in these crimes.

The House subcommittee is expected to take up revisions of the present copyright law — including not only piracy and counterfeiting penalties but also cable TV, performance rights fees and the structure of the Copyright Royalty Tribunal — after Congress returns from its summer recess after Labor Day. Congress is due to recess early in August.

new product stinks."

Sales for the 16-store, Atlanta-based chain have run about even with last year's first six months, notes Levinson, but catalog and midline products are making up a larger proportion of sales.

A more consistent, quarter-by-quarter flow of star product, rather than the "overflow" of fourth quarter star product, would help sales, according to Larry Mundorf, Stark Records vice president of operations. "The overflow chokes off some good product that would sell if it wasn't overshadowed, and the industry loses momentum because of a scarcity of good product the rest of the year."

Sales for the Cleveland-based Stark operation, which includes 112 Camelot stores and three Grapevine outlets, were up in the first quarter, "but the last couple of months have been soft." Mundorf felt that the recent round of wholesale price hikes came at an "inopportune time," although he was "cautiously optimistic" about the balance of the year.

Retailers noted that their best sellers have been the top of the chart items such as REO, Styx, Kim Carnes, AC/DC, Christopher Cross, Barbra Streisand and Kenny Rogers, with few reporting much success with dance music or 12" singles. Southern operations, such as Turtles and the Florida-based Spec's chain, noted success with black music product.

Martin Spector, president of the 14-store, Miami-based Spec's chain, said, "Dance music is doing well for us, and people seem to be buying 12" singles instead of albums," adding that even LP sales by top artists are lower than last year. "People are scared, and they're cutting back on their buying," noted Spector. Dollar volume for the chain has been running "about even" because of higher prices, although unit sales are lower. Most other merchandisers reported only "isolated pockets" of 12" singles sales.

Many retailers also felt that the manufacturers have done little to help retailers sell more records. The lack of good new releases, advertising support and extended dating on billing came in for criticism from many quarters. In addition, many merchandisers said they would adopt bar coding for inventory and warehousing if the manufacturers would universally adopt it (**Cash Box**, July 11).

Overall, the chain retailers look to the next six months with varying degrees of optimism, although much of it hinges on improvement in the economy. Stark's Mundorf noted, "The economy seems to be on the mend, and if some big name product comes out for the second half, I think we'll see a moderate increase in sales."

Simon, Friedman Form Dance Promotion Firm

LOS ANGELES — Marc Simon and Kenn Friedman have formed Provocative 2, a firm specializing in all areas of dance music promotion, including target market planning, creative development and all phases of artists' live performances.

Prior to forming Provocative 2, Simon served as president of the dance-oriented EarMarc label and vice president of special projects at Casablanca Record and FilmWorks, where he supervised disco activities. Friedman was also a member of the Casablanca staff as director of east coast dance operations, as well as director of promotions for SaISoul Records. Simon and Friedman were also originally partners in Provocative Promotions during the mid to late '70s.

Provocative 2 is located at 1200 North Sweetzer Ave., Los Angeles, Calif 90069. The telephone number is (213) 650-4014.

EXECUTIVE TURNSTYLE — Mick Brown has left his post as vice president of marketing, west coast, for PolyGram Records. Brown, who was offered a high level marketing post with PolyGram in New York, said that rather than relocate to the east coast, he will establish a "music-related company of my own" in San Francisco. Meanwhile, PolyGram is currently conducting interviews for a replacement for **Danny Davis**, who last week exited the label as senior vice president of promotion, west coast. Davis, a 25-year veteran of the music business, can be reached at (213) 343-2345.

WAITIN' FOR THE ONE PLUS ONE — Although plans have not been finalized yet, Island Records is intent on releasing its controversial One Plus One tape package in the U.S. by late August or early September. The album-on-one-side-blank-tape-on-the-other will first be released on Island subsidiary Mango, and the debut cassette will be a reggae compilation featuring **Black Uhuru**, **Toots and the Maytals**, **The Paragons** and a track from the score of upcoming Island-produced film *Countryman*. Island president **Ron Goldstein** says that the One Plus One is already starting to sell in Europe. "There was a little resistance to the package at first," said Goldstein, "but now a consumer awareness is developing, and we're continuing to put all of our product out in the One Plus One format over there." Goldstein went on to say that, including back catalog and new releases, Island now has 100,000 units in Europe. According to the Island chief, the reason the One Plus One is being put out on the independent Mango label is because "Warner Bros. (Island's distributor) refuses to be amenable to the new configuration" . . . Film-wise, Island is in full production on the *Countryman* movie, a full length adventure film based on a true life figure named Countryman. The hero is a Tarzan-like individual who lives off the land in Jamaica and is said to have mystical powers. The movie will, of course, feature a reggae score.

HOIST UP THE BEACH BOYS' SAIL — It was only fitting that **The Beach Boys** stage the last of their 20th anniversary celebrations in the form of a free concert in the shadow of the Queen Mary at its Long Beach, Calif. mooring. The towheaded lads who made surf'n', drivin' and beach life into a subculture in the '60s had their beginnings not 20 freeway minutes away in Hawthorne back in 1961. The event, which also featured **Pablo Cruise**, California's beach party heir to the boys, a revived **Three Dog Night**, soap opera heartthrob and part-time rock 'n' roller **Rick Springfield** and Beach Boy surf pop cronies **Jan & Dean**, drew in excess of 50,000 people and turned the harbor area



around the Queen into a mini-regatta, with boats of all shapes and sizes crowding the bayside for a looksee. The crowd also served to remind one that Beach Boys music is not for sunburned blond surfer types only, as the audience was liberally sprinkled with brown and black people as well. And while open air rock concerts are usually relegated to the youngsters, we saw more than our share of young families and beer bellied over-35s. Billed as "The Spirit of America Spectacular," the July 5 show was part of a two-day extravaganza that was kicked off on Independence Day in Washington, D.C., where a record crowd of 525,000 people gathered on the Washington Monument grounds for the Beach Boys concert. The Queen Mary gig was not only broadcast on national TV, but was simulcast in major cities throughout the U.S. via FM radio. While the show, which was hosted by DJ legends **Wolfman Jack** and **Charlie Tuna**, didn't differ from the usual filmed concert, pacing was helped by having a revolving platform that allowed for easy set changes enabling one band to come on right after another. Springfield, who dressed in a natty purple suit, looked good but lacked stage presence; and Three Dog Night sounded fairly ragged with its oldies format. Pablo Cruise turned in the slickest and most professional set of the day with songs like "Cool Love" and "This Time," sounding as breezy and Californian as "Watcha Gonna Do When She Says Goodbye" and "Gonna Find A Place In The Sun." Pablo was the perfect choice to set the mood for the band that made "California Girls" and "All Summer Long" part of the American Dream. Sure, 20 years has taken its toll on the band — **Brian Wilson** looks like a shell shocked veteran of the rock wars, **Carl Wilson** has gone off on his own solo career and was noticeably absent this tour and the rest of the "Sloop John B" crew appear to be time worn sailors replete with beards and leathery complexions — but the boys can still harmonize. Some highs were missed and several of the songs were painfully sloppy; but first mates **Brian and Dennis Wilson**, **Mike Love**, **Al Jardine**, **Bruce Johnston** and new recruit **Adrian Baker** kicked it out for rowdy versions of "Do It Again" and "Sail On Sailor." But the crowd didn't care when voices cracked or players missed cues, they were there to see Southern California's greatest musical enigma. The day was one tailor made for paying homage to sun, sea and music of the Beach Boys. **Cash Box** salutes the noble Hawthorneites and all who "catch a wave" and "sidewalk surf" to their music.

4/4 TIME FOR MILK — Up and coming bands are always looking for unique ways of exposure, but a milk commercial seems like a pretty far-fetched idea. But that's exactly how local San Francisco reggae/rock unit **The Tasmanian Devils** garnered statewide attention in California. The California Milk Advisory Board caught wind of the Devils when the band won a Bammy award for best club band and decided it was the perfect act for a new 15-30 demographic radio ad push. The Board also thought that some other local Bay Area bands had the right time for milk, too. Heavy metallers **Daz Blok** and country swing band **Back In The Saddle** will also be singing glories of cow juice over the airwaves in the near future as well. California Milk Advisory Board program director **Bob Sheldon** thinks so much of the idea of exposing young bands via milk commercials that he plans on looking for talent outside of San Francisco. Rising rockers should be on the lookout for the milk man in places such as L.A., Sacramento or Fresno, according to Sheldon. "We tell the bands what kind of things we like in a song and then let them loose," said Sheldon. "We've been happy with the results so far and plan to continue the campaign for a year."

TIDBITS — **Rush**, which was supposedly unhappy with its label and was looking for a new company, has turned the tables at the last minute and re-signed with PolyGram/Mercury . . . The new **Bob Dylan** LP will be titled "Shot Of Love," and is set for an August release. Produced by **Chuck Plotkin** at Clover Records, the all-digital album will supposedly move away from Dylan's recent religious leanings. The album features

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TALENT

SummerSoul '81

TENNESSEE THEATER, NASHVILLE — Representatives of the Nashville music industry, as well as A&R representatives from record companies based in New York, Los Angeles, Philadelphia, Chicago and Cleveland, attended SummerSoul '81 here June 19, the first of what promises to be an annual event.

Sponsored by the Black Music Committee of the Nashville Music Assn. (NMA), SummerSoul '81 was the culmination of an extensive search for black music talent via an NMA-sponsored contest, which required entrants to submit a tape of their work. The five acts selected to appear at the concert showcase were, in the opinion of the judges, the cream of the crop of over 100 entrants.

Hosted by David Lombard, the two-and-one-half hour showcase was taped by Nashville PBS affiliate WDCN and will be used in a documentary tracing the evolution of black music in the Nashville area. Following opening remarks by Bobby Jones of the local PBS program, *The Bobby Jones Show*, *The Dealers*, a high energy band from Memphis opened the show. The 10-member group, all from Memphis, included brothers Stanley and Elton Johnson, their sister Pametricia, the siblings' cousin, Darrel Hunter, and George Wilburn, who not only plays keyboards, trumpet and trombone, but doubles as the group's clothing designer as well. The Johnsons, Hunter and Wilburn shared lead and background vocals with drummer Ricky Townes and lead guitarist/songwriter Kenneth Blackwell. Rounding out the group were Michael Joe Hagan, trumpet; Anthony Richardson, keyboards, drums and trombone and Derrick Flenorl, bass guitar and percussion.

The Dealers were followed by a special song Black Music Committee chairman Moses Dillard composed and performed — "We Made It All Right," paying tribute not only to the showcase, but to Emancipation Day (June 19) as well. This was followed by Gregg Williams, the second artist to be showcased. Williams, who hails from Pineville, N.C., has been performing since his junior high days and has handled lead vocals for a number of groups, including TPG&W, with whom he toured the Southeastern club circuit.

Nashvillian Donna McElroy, a former Fisk Jubilee Singer, followed Williams on the agenda. She began her career singing back-up with a West African touring band, the Alain Bongo Orchestra, and has also sung back-up on records with a number of artists, including Kenny Rogers, Jerry Lee Lewis, Ronnie Milsap, Tracy Nelson, Brenda Lee, Dobie Gray and Perry Como.

Following McElroy, Apollo, another Nashville act, took the stage. The nucleus of the group was Cliff Richmond, a graduate of Harvard, where he studied Afro-American music and Humanities; Carl Dobbins, a native of Nashville who received his formal music training at Tennessee State University (TSU) here; Kenneth Biedsoe,

who came from Detroit to study music at TSU; and Ted Wilson, newly acquired keyboardist for the group. Two additional musicians and three vocalists rounded out the group for the concert — Leonard Wolf on organ and Jay Patten on sax and vocalists Kaye and Chavis Lynee and Marilyn Davis.

Cynthia Liggins, another Nashvillian, closed the first SummerSoul. Liggins' credits include a stint in Opryland's Dixieland Jazz Show; the role of Dorothy in an off-Broadway production of *The Wiz* and the role of Bess in *Porgy and Bess*, another off-Broadway production.

There were many reasons SummerSoul '81 debuted this year, one being to give these artists a chance to perform before major label A&R reps, with the hopes of securing a label deal. But also important was the fact that music people outside Nashville had the chance to view Nashville as more of a total music center.

Jennifer Bohler

Razzy Bailey

THE PALOMINO, L.A. — In the midst of a nationwide tour in support of his latest RCA album, "Makin' Friends," Razzy Bailey came to town and won over an enthusiastic crowd of California country fans. Bailey's smooth crooning style, highlighted by well-received cuts from his LP, showed that mainstream country can prosper here just as well as the new country pop sound and the music of the Bakersfield bunch (Merle Haggard, Buck Owens, etc.).

Bailey's show spotlighted his country crooning, especially on cuts like "Friends" and "Spending My Nights With You." As a singer of sweet love songs, Bailey can stand with the best, and this night at the Palomino, he didn't disappoint.

However, Bailey's set wasn't limited to ballads and such, as he also ventured into rowdy honky tonk numbers, with an added taste of blues and rockabilly. While Bailey is known more to this reporter as a crooner, his energy and excitement on stage during the upbeat numbers provided the evening's most pleasant surprise.

Backed by his regular touring band, Bailey topped off his set with a final encore of rousing, foot-stomping country and some unexpectedly authentic sounding blues and rockabilly. Straying somewhat from his normal fare, Bailey's biggest surprises were covers of Leadbelly and early Elvis Presley.

With eight straight top 10 smashes behind him and exposure on such television shows as *Austin City Limits*, Bailey has moved into the big time. And while he's a professional self-assured performer, the shy country boy warmth and deep south humility makes him even more of an ingratiating in-concert artist.

All in all, Bailey not only pleased those who were already his fans, he gave those unfamiliar with the bulk of his work a reason to want to hear some more.

richard Imamura



COLUMBIA RE-SIGNS MARINO — Frank Marino recently re-signed with Columbia Records. Pictured standing at the signing are (l-r): Paul Levesque, Marino's manager; Jerry Dukrin, vice president, A&R administration, CBS Records; and Paul Atkinson, director, contemporary music A&R, Columbia. Pictured seated are (l-r): Steve Kopitko, Marino's attorney; Marino; Mickey Eichner, vice president, national A&R, Columbia; and Dick Asher, deputy president and chief operating officer, CBS Records Group and president, CBS Records Division.

Mail Order Houses See Rising Sales Of Major Label Product

(continued from page 5)

He agrees with Eigo that there are "always shortcomings with the branch and independent distribution systems," but finds greater fault with the hit product orientation of retailers.

"A good portion of my customers are over 40," Porter says, "and they just won't go to record stores, especially in the suburbs. The rock sensibility of the stores drives them away in droves."

Down Home Music in El Cerito, Calif. carries approximately 300 labels covering nearly every taste and style imaginable. While the bulk of the company's business is spread over the myriad of specialty labels it carries, Down Home's Paul Hallaman reports a brisk trade in star product. However, he feels it has little to do with ineffective distribution or lack of retail exposure.

"Our customers demand that we carry the new Waylon Jennings release," says Hallaman. "We sell a lot of albums by artists like Elvis Presley, and I think it's essential that we listen to our customers. What we sell has less to do with the omissions of the distributors and retailers and more to do with the dictates of our customers."

Hallaman adds that the MCA Jazz Heritage budget series and the Columbia CS prefix items are among Down Home's best selling records. Both series are readily available to retailers.

Business Surges

Rural regions beyond the reach of specialty shops have traditionally been viewed as the bulk of the mail order clientele (Daybreak Express reports a frequent customer at the North Pole), but the increased emphasis on hit product by retailers is also causing a surge in mail order business from buyers in large cities like New York.

"You don't find Atlantic or Columbia deep catalog around New York these days," says Daybreak's Eigo. "Even a chain like Sam Goody's doesn't make that kind of investment anymore."

Round-Up, the mail-order branch of Rounder Records, also reports "a lot" of customers in New York. Interestingly enough, that means it is reaching customers its own Rounder Distribution isn't getting to. "It may be that many of our New York customers date back to before Rounder Distribution was strong in that city," says Rounder salesman George Thomas. But Round-Up's Bill Morrison feels the mail order operation offers customers a more complete choice than

the city's specialty shops. "I think people are interested in us because they have access to the entire catalog of companies Rounder distributes," he explains. "It could also be that we send out updates to our catalog, things a little stronger than 'this is a new record, go out and buy it.' That's somewhat deeper than your typical retailer."

Morrison's remarks are typical of the more aggressive approach the mail order houses are taking. With all companies surveyed reporting steady-to-good growth over the last few years, coupled with the perceived weakness of retailers and distributors, they now see themselves going after an even larger share of the market in the future.

"I expect to do a hell of a business on the new Miles Davis record," says Eigo. "Now that we realize we can reach a larger market, we'd like to get out there. We're ready to get aggressive."

RIAA Moves Offices

NEW YORK — The Recording Industry Assn. of America (RIAA) has consolidated all offices and divisions in a new headquarters location at 888 Seventh Avenue, 9th Floor, New York, N.Y. 10106, effective July 13. The telephone number remains (212) 765-4330.

Located at the new headquarters are RIAA, the RIAA/Video Division, the RIAA Anti-piracy Intelligence Unit, president Stanley Gortikov, executive director Stephen Traiman and Jules Yarnell, special counsel, anti-piracy.

Facilities include an extensive recording industry research library, gold and platinum awards statistical information and copyright information on individual recordings.

New L.I. Studio Bows

NEW YORK — Boogie Hotel Studios, a new 24-track state-of-the-art recording and live-in facility, has opened in Port Jefferson, Long Island, New York. The studio, built and formerly owned by the group Foghat, was recently bought and renovated by music business veterans Don Berman, Steven Bramberg, Ron Breton, Jeffrey Kawalek and Bob Ludwig.

The room is equipped with a modified Neve 8050 console, 3M 79 multitrack tape machine, two Studer two-tracks, Tannoy and JBL monitors, several live echo chambers and a collection of vintage guitar amps and microphones.

ON STAGE

MERCHANDISING

SINGLE BREAKOUT OF THE WEEK

ENDLESS LOVE • DIANA ROSS AND LIONEL RICHIE (MOTOWN M 1519 F)

Breaking out of: Tower — Sacramento, Cavages — Buffalo, Alta — Phoenix, Tower — San Francisco, Oz — Atlanta, Turtles — Atlanta, Radio Doctors — Milwaukee, Peaches — Columbus, P.B. One Stop — St. Louis, King Karol — New York.

SINGLES BREAKOUTS

TOUCH ME WHEN WE'RE DANCING • CARPENTERS (A&M 2344)

Breaking out of: Lieberman — Portland, Tower — San Diego, National Record Mart — Pittsburgh, Camelot — National, Oz — Atlanta, Peaches — Columbus, Alta — Phoenix, Sounds Unlimited — Chicago.

URGENT • FOREIGNER (ATLANTIC 3831)

Breaking out of: Turtles — Atlanta, Cavages — Buffalo, Peaches — Columbus, Tower — Campbell, Harmony House — Detroit, Record Theatre — Cleveland, Tape City — New Orleans, Radio Doctors — Milwaukee.

LADY (YOU BRING ME UP) • COMMODORES (MOTOWN M 1514F)

Breaking out of: Lieberman — Portland, Tower — San Diego, Camelot — National, National Record Mart — Pittsburgh, Cavages — Buffalo, Tower — W. Covina, Tower — Campbell.

DON'T WANT TO WAIT ANYMORE • TUBES (CAPITOL P-A5007)

Breaking out of: Peaches — Columbus, Turtles — Atlanta, Tower — Sacramento, Tower — San Francisco, Cavages — Buffalo, Camelot — National.

IN THE AIR TONIGHT • PHIL COLLINS (ATLANTIC 3824)

Breaking out of: National Record Mart — Pittsburgh, Lieberman — Portland, Oz — Atlanta, Peaches — Columbus, Harmony Hut — Washington.

(THERE'S) NO GETTIN' OVER ME • RONNIE MILSAP (RCA PB-12264)

Breaking out of: Lieberman — Portland, Oz — Atlanta, Tower — San Diego, Everybody's — Portland.

FASTEST MOVING MIDLINES

- Ⓢ AC/DC • Let There Be Rock • Atco SD 19132
- Adam And The Ants • Kings Of The Wild Frontier • EPIC NJE 37033
- Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020
- Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- Doors • The Doors • Elektra EKS 74007
- Ⓢ Exposed/A Cheap Peek At Today's Provocative New Rock • Various Artists • CBS X2 37124
- Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185
- Ⓢ Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
- Holly & The Italians • The Right To Be Italians • Epic NFE 37359
- Billy Joel • Piano Man • Columbia PC 32455
- Carole King • Tapestry • Columbia PE 34946
- Lynyrd Skynyrd • Skynyrd's First . . . And Last • MCA 37071
- Don McClean • American Pie • United Artists LN 10037
- Ⓢ Pretenders • Extended Play • Sire MINI 3563
- Ⓢ Psychedelic Furs — Talk Talk • Columbia 37339
- Ⓢ Secret Policeman's Ball • The Music • Various Artists • Island IL 9630
- 20/20 • Look Out • Portrait/CBS NFR 37050

COMPILED FROM: Musicland Group — National, National Record Mart — Pittsburgh, Gary's — Virginia, Sound Warehouse — San Antonio, Licorice Pizza — Los Angeles, Everybody's — Portland, Peaches — Cincinnati, Charts — Phoenix, Radio Doctors — Milwaukee, Cutler's — New Haven.

TOP SELLING ACCESSORIES *

- Ⓢ Allsop Cassette Head Cleaner 70300
- Bowers Anti-Static LP Inner Sleeves
- Ⓢ Discwasher DW Record Care
- Discwasher D-4 Fluid Re-Fill
- Discwasher SC-2 Stylus Care Kit
- Le-Bo Outer LP Covers
- Le-Bo Cassette Carrying Case TA-133
- Maxell UDXL II C-90
- Maxell VHS Video Cassette HG T-120
- Ⓢ Memorex MRX2 C-90 3 Pack
- Memorex MRX1 C-90 3 Pack
- Memorex Record Care Kit
- Memorex Cassette Head Cleaner 300
- Savoy Cassette Carrying Case 2330
- TDK Cassette Head Cleaner HC 01B
- TDK SA C-90
- TDK D C-90
- TDK UD C-90

COMPILED FROM: Musicland Group — National, National Record Mart — Pittsburgh, Gary's — Virginia, Sound Warehouse — San Antonio, Licorice Pizza — Los Angeles, Everybody's — Portland, Charts — Phoenix, Peaches — Cincinnati, Cutler's — New Haven, Radio Doctors — Milwaukee.

* Excludes T-Shirts & Paraphernalia

Ⓢ Heavy Sales



BUT HE DOESN'T MAKE HOUSE CALLS — RCA recording artist Rick Springfield, known to viewers of the television soap opera General Hospital as Dr. Noah Drake, recently made a number of in-store appearances around the country to promote his album, "Working Class Dog." Springfield is shown at New York's J&R Music World.

Vertx Bows Tape Dispenser

LOS Angeles — Vertx Systems of Inglewood, Calif., a manufacturer of electronic merchandising equipment, has developed a self-serve audio and video cassette dispenser which is theft proof and equipped with a cash register-controlled keyboard device in place of direct payment.

The Electronic Dispensing Cassette Center, which comes in four different models, has the capacity to carry up to 400 individual cassettes and to display up to 40 cassette titles through a non-breakable, clear window. The first model Cassette Center will merchandise only music cassettes and blank tape, but additional units will be able to dispense video cassettes and other high-theft retail merchandise.

According to Vertx president Rod Pierce, two of the most important, as well as most attractive, features of the dispenser are its built-in inventory control and high-security capabilities. Five years have been spent on the development of the dispenser to insure that the unit would be able to offer merchandisers such features, while also offering the consumer ease-of-operation.

"The biggest single problem in the multi-billion dollar music and tape industry today is how to effectively merchandise and display tapes without incurring extreme shrinkage of inventory through theft," said

Pierce. "The Electronic Dispensing Cassette Center makes possible a theft-proof, cash register-controlled retail system, while also providing retailers with inventory control, information retrieval and telecommunications capabilities."

Pierce added that it is "impossible" for customers or store employees to break, tamper with or delete tape inventory in the dispenser "in any fashion other than by legitimate sale." Electronically programmed logic within the dispenser system helps monitor against theft, with multiple checks and balances on inventory and cash amounts rung up via the connected keyboard and totalizer integrated into the keyboard's memory.

The system operates with the customer selecting the cassette desired, noting its dispenser number and price, and going to the cash register, where he or she gives the information to the register attendant. The number is then typed on the keyboard, which displays the price, and the customer pays for the item. The transaction is then entered via the keyboard, which activates the dispenser. The customer then retrieves the selected tape with the use of a magnetic card.

Big 3 Music Releases New Collins Songbook

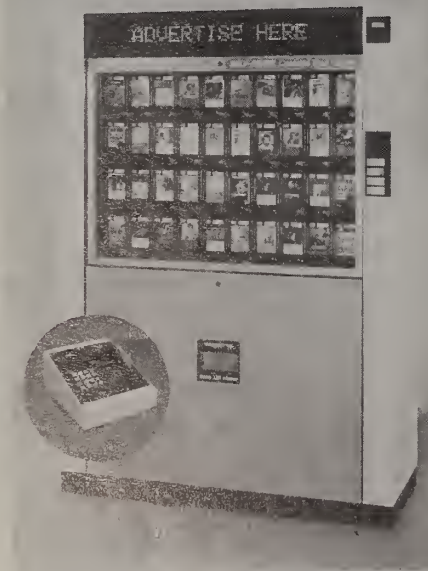
NEW YORK — Big 3 Music, the print division of United Artists Music publishing, has released *This Is The Day — A Judy Collins Anthology*. The 216-page songbook contains 45 songs associated with her career as songwriter and recording artist and is list priced at \$8.95.

A five-minute cassette message from Collins has been sent to some 25 major music book accounts accompanied by an autographed complimentary copy of the book. Big 3 will follow up the preview promotion with an extensive marketing campaign, which will include in-store bag stuffers, posters and advertising mats.

MCA Adds 50 Titles To Midline Series

LOS ANGELES — MCA will introduce 50 more titles in its Midline series in mid-July. The series, using the slogan "Superstar Supersaver," will list at \$3.98. The continuation in the Midline Series draws upon major product in the pop, R&B, country and jazz fields.

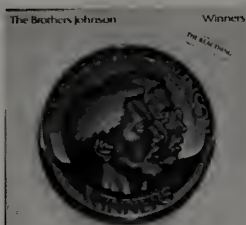
Acts in the series include Dave Mason, Loretta Lynn, Wilton Felder, The Mills Brothers, Count Basie, Joe Ely, The Mamas & Papas, John Mayall, Dwight Twilley, Leon Russel and W.C. Fields.



Vertx Systems' new audio/video tape dispenser unit.

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



WINNERS • THE BROTHERS JOHNSON • A&M SP-3724
Breaking out of: Sound Unlimited — National, Gary's — Virginia, Turtles — Atlanta, Tape City — New Orleans, Cactus — Houston, Sound Warehouse — San Antonio, Port 'O' Call — Nashville, National Record Mart — Pittsburgh, Radio Doctors — Milwaukee, Streetside — St. Louis, Everybody's — Northwest, Tower — Los Angeles/San Francisco/Sacramento/San Diego, All Record Service — Oakland, Independent — Denver, Webb's — Philadelphia.
MERCHANDISING AIDS: Album Cover Flats, Die Cut Logo, Logo Buttons, Six Different 18x22 Mini Posters.

ALBUM BREAKOUTS

MARAUDER • BLACKFOOT • ATCO SD 32107

Breaking out of: Record Bar — National, Sound Unlimited — National, Mile High — Denver, Big Apple — Denver, Charts — Phoenix, All Record Service — Oakland, Lieberman — Portland, Tower — Campbell/Sacramento, Great American Music — Minneapolis, Radio Doctors — Milwaukee, Streetside — St. Louis, Turtles — Atlanta, Lieberman — Dallas, Gary's — Virginia, Richman Bros. — Philadelphia.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats, Poster, Steamer.



RAIDERS OF THE LOST ARK • ORIGINAL SOUNDTRACK • COLUMBIA JS 37373

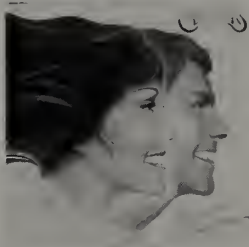
Breaking out of: Camelot — National, National Record Mart — Pittsburgh, Rose Records — Chicago, Disc — Texas, Wilcox — Oklahoma City, King Karol — New York, Disc 'O' Mat — New York, City One Stop — Los Angeles, Tower — Sacramento, Lieberman — Portland, Big Apple — Denver, Alta — Phoenix.

MERCHANDISING AIDS: Album Flats, Movie Poster.

MADE IN AMERICA • THE CARPENTERS • A&M SP-3723

Breaking out of: Pickwick — National, Camelot — National, Rose Records — Chicago, Great American Music — Minneapolis, Record Theater — Cincinnati, National Record Mart — Pittsburgh, Tape City — New Orleans, Tower — Sacramento, Alta — Phoenix, Disc 'O' Mat — New York.

MERCHANDISING AIDS: Album Flats, 24x36 Poster, Singles Browser.



WITH YOU • STACY LATTISAW • COTILLION/ATLANTIC SD 16049

Breaking out of: Sound Unlimited — National, Harmony Hut — East Coast, Spec's — South Florida, King Karol — New York, Webb's — Philadelphia, Disc 'O' Mat — New York, Cavages — Buffalo, Turtles — Atlanta, Tape City — New Orleans, Sound Warehouse — San Antonio, Radio Doctors — Milwaukee, Streetside — St. Louis, P.B. One Stop — St. Louis, Chicago One Stop, All Record Service — Oakland.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats, Poster, Steamer.

GIRLS TO CHAT & BOYS TO BOUNCE • FOGHAT • BEARSVILLE BRK 3578

Breaking out of: Sound Unlimited — National, Western Merchandisers — National, Big Apple — Denver, Mile High — Denver, Lieberman — Portland, Tower — Campbell, All Record Service — Oakland, Wherehouse — Los Angeles, Radio Doctors — Milwaukee, Flipside — Chicago, Sound Warehouse — San Antonio.

MERCHANDISING AIDS: 1x1 Flats, Die Cut Logo Steamer.



MICK FLEETWOOD

THE VISITOR • MICK FLEETWOOD • RCA AFL 1-4080

Breaking out of: Sound Unlimited — National, Wherehouse — Los Angeles, Licorice Pizza — Los Angeles, Lieberman — Portland, Mile High — Denver, Tower — Los Angeles/San Francisco/San Diego, Streetside — St. Louis, Radio Doctors — Milwaukee, Wilcox — Oklahoma City.

MERCHANDISING AIDS: 22x22 Album Cover Poster, Streamers, Photo Collage Poster.



DIMPLES • RICHARD "DIMPLES" FIELDS • BOARDWALK NBI 33232

Breaking out of: Harmony Hut — East Coast, King Karol — New York, Disc 'O' Mat — New York, Webb's — Philadelphia, Chicago One Stop, Radio Doctors — Milwaukee, Streetside — St. Louis, Boatners — New Orleans, Lieberman — Denver.

MERCHANDISING AIDS: Trim Fronts, Posters.



PICKWICK HONORED — Pickwick International recently received the Memorex Total Excellence Award for its marketing efforts on behalf of Memorex products in the New England Area. Pictured above are (l-r): Joe Noversa, Pickwick; and Virginia Stephenson, Momorex Boston zone manager; Tom Lenaghan, Pickwick; and Gerry Costa, Pickwick senior buyer.

WHAT'S IN-STORE

CLASSICAL COMES TO CHARLOTTE — The Grapevine outlet in Charlotte, N.C., marks the formal opening of its new classical department this week. While the 1,100 square foot classical room might seem more appropriate in a large city like New York or Los Angeles, its presence in Charlotte, a city with a population of 500,000, is something of a surprise. Store manager **Steve Endres** credits the city's strong commitment to the arts with encouraging the chain to open the expanded facility. Aside from a whopping catalog, the store now features a listening room furnished with potted plants, tables and chairs, and a full-time DJ to handle requests. "We're trying to make the store as conducive as possible to classical buyers," Endres told us, "and we hope that the classical community will see the store as a haven." A bulletin board will keep patrons informed of programs being sponsored by the local symphonic society, opera and ballet companies, summer pops and broadcasts over the area's two National Public Radio (NPR) stations. Endres also told us that label support for the venture has been very strong. Among the trade-outs being offered by the labels for the opening festivities is a complete **Pavarotti** catalog from PolyGram, and \$100 and \$50 shopping sprees. Those shopping sprees will also be used to introduce clients to the store's classical club. Contestants will be entitled to 10% discounts on future purchases through the club, and Grapevine hopes to attract enough members to make a monthly mailer feasible. But all this classical activity shouldn't overshadow the fact that this outlet, which is slightly smaller than 100,000 square feet, isn't putting all its energy in one direction: a large cut-out and budget section was also recently bowed, and a full-line video section will soon be offering a rental program.

MORE VIDEO — Long Island City one-stop **Win Records, Inc.** is now distributing a complete video catalog. Among the labels being handled are Warner Bros., MCA, Paramount, Magnetic Video, CBS/MGM, Columbia, VCX and Media in both VHS and Beta. The company will also carry blank tape products by TDK, Ampex, Memorex and Fuji. **Herb Goldfarb** joins the company as vice president for the new video arm.

THEFT-PROOF TAPE DISPENSER — Vertx Systems of Inglewood, Calif. is introducing a line of cash register-controlled audio and video tape dispensers. The self-serve display cases, which don't accept money, are being touted as theft-proof. Customers are able to view cassettes through the dispenser's display front, and note the price and inventory number assigned to each item. The inventory number is then given to the cashier, who types the number into a cash register keyboard and confirms the price. After paying for the tape, the customer retrieves the tape from the dispenser with the use of a magnetic card. A totalizer, integrated in the keyboard, allows the retailer to keep a running inventory and to compare the dollar sales tabulated in the totalizer with actual cash receipts in the register, eliminating employee theft. The dispensers, which can display 40 cassettes and hold 400, will be available in several varieties to suit different types of retail outlets.

RECORD BAR NEWS — Record Bar continues its "Vinyl Avenger" campaign with a television blitz in support of **Kenny Rogers**, **the Chipmunks**, **Foreigner**, **Gary U.S. Bonds**, **the Oak Ridge Boys**, **Jlm Steinman** and other artists. Previously employed in print and in-store advertising, the Avenger, a comic book super hero-type, makes his television debut this month in the Atlanta, Charlotte and Raleigh-Durham markets. The campaign is supported by \$107,000 from the chain's major suppliers and supplemented by Record Bar with print and radio ads in select markets. All outlets will be provided with merchandising aids including "Vinyl Avenger" posters, price stickers and flyers. . . In other Record Bar items, the Statesville, N.C. outlet awarded a **James Taylor** catalog and a \$10 gift certificate to the customer who best described, in 25 words or less, "Why Dad Loves His Work." Taylor's most recent LP was on sale during the contest. . . In Norman, Okla., it was "Showtime at Record Bar," with a videotape playing scenes from *The Rose*, *Let It Be*, *Yellow Submarine*, *Close Encounters of The Third Kind* and *The Last Waltz* to publicize the sale price on those soundtracks. . . The nearby Indy 500 inspired the Terre Haute outlet to sponsor a "Watching the Wheels" promotion in support of the same named **John Lennon** single. Contestants were eligible to win a 12-speed bicycle, and radio station WVTS and the store made it a "Double Fantasy" by also offering a dream vacation. . . "We Want To Stroke You With Music" was the title of a promotion with Capitol Records in support of **Billy Squier's** "The Stroke" LP at the Winston-Salem, N.C. outlet. Radio station WSEZ gave away 15 Squier LPs over the air, with one listener receiving the grand prize of 25 albums of her choice.

NEW RELEASES — Congrats are in order for **Ed Commander** of **Wilcox Records** in Oklahoma City. Ed and his wife **Vicki** are the proud parents of eight-pound **Tyler James**. . . **Larry Mundorf**, vice president of retail operations for Stark/Camelot, and **Bob Varcho**, special products buyer for the chain, also just became parents again. For Larry and wife **Marllyn**, son **Timothy Daniel** is their second child, while Bob and wife **Barb** welcomed their fourth, daughter **Marrisa Kristina**. Best to everyone.

FOR QUICK COVERAGE — Send items to What's In-Store, c/o Cash Box, 1775 Broadway, New York, N.Y. 10019.

fred goodman

Keysor Corp. Introduces New Vinyl Compound With Audiophile Quality

(continued from page 5)

that Keysor would initially be asking for "a five cent per pound premium" which he hopes will be maintained. Broken down, he indicated that would roughly mean an increase in manufacturing costs of one cent per record.

"We're just basically passing our own production costs along at this point," added Hill. "Ideally, we would like to see pressings across the country upgraded and not just a select few lines. It's interesting, but there are those who contend that a high quality compound should cost more, because that way more care would be used in the manufacturing process due to the high price. We've never agreed with that. We hope that KC600 will be a large volume product so we'll be able to maintain those prices."

High grade vinyl compounds, no matter how quiet they might be, are not the only solution to improving the current quality of records, however. Both Keysor's Hill and Warner Bros.' Outwater noted that the industry is still dependent on good metal parts and good master lacquers to manufacture superior recordings.

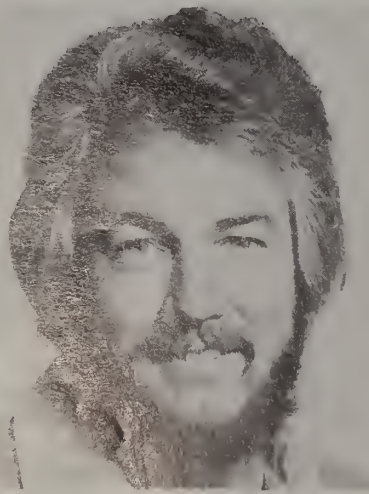
"With good compounds such as KC600, it is now possible to hear a lot of the noise attributed to plating and defective master lacquer blanks," said Outwater. The number of defective lacquer blanks, in particular, has been "a real serious problem," according to Outwater. The fact that only a handful of companies manufacture the highly-important product in the record manufacturing process has placed the industry in such a bind that a production crisis can occur if just one supplier should decide to drop out, as the industry learned

O'Shea Named To Home Video VP Post At Twentieth

LOS ANGELES — Bud O'Shea has been named group vice president, home video, for the Telecommunications division of 20th Century-Fox Film Corp. In his new post, O'Shea will be responsible for the development of home video markets, including both tape (cassette) and videodisc, through Magnetic Video Corp., a 20th Century-Fox subsidiary. He will be based at the Fox studios here.

Prior to joining 20th, O'Shea served as vice president, marketing, for MCA DiscoVision. He has also previously held positions with the now-defunct Infinity Records label, where he was senior vice president, and CBS Records.

O'Shea will report to Steve Roberts, president of 20th Century-Fox Telecommunications, in his new post.



Bud O'Shea

earlier this year when Alcoa considered dropping its line of aluminum lacquer parts or recording "circles" as they are known (**Cash Box**, Feb. 14, 1981).

"What we have is a rather large industry hanging on just a few suppliers, such as Transco, Audiorecord (a division of Capitol Magnetic Products) and Allied here in the U.S.," said Outwater, who added that, as acting chairman of the manufacturing standards group, WCI Manufacturing Quality Standards, he and his group would be taking the problem directly to the lacquer manufacturers.

"We've placed high on our list of priorities the need to bring pressure upon these manufacturers to increase the quality of master lacquer blanks," he said. "It's amazing that an entire industry can be at the mercy of a few manufacturers."

Outwater also noted that, in retrospect, labels, artists and producers provided the impetus to such companies as Keysor to provide quieter compounds. He cited the circumstances that surrounded the manufacturing of Fleetwood Mac's "Tusk" I.P. as one situation where the producers, together with label quality control executives, sat down with vinyl suppliers to ask for better compounds (**Cash Box**, Feb. 7, 1981).

"Now, a couple of years later down the road, this has been the result," he concluded.

NARM Announces Agenda For First Video Retail Meet

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) has issued the complete planned agenda for its inaugural video retailers convention, Aug. 10-13, at the Grand Hyatt Hotel in New York City. The agenda listed below is subject to change: Monday, Aug. 10: convention registration, 12:00 Noon-8:00 p.m., followed by the Welcoming Address, 7:30 p.m.

Tuesday, Aug. 11: Breakfast, 10:30 a.m.; Opening Business Session, Convention chairman's Welcoming Remarks, Noel Gimbel, Sound/Video Unlimited, 9:30 a.m.; Presentation, "What Is NARM?," John Marmaduke, NARM president and president of Hastings Books/Records/Video; "The Facts In Video Retailing," featured speaker Dr. Theodore Levitt, Harvard Graduate School of Business; New Product Presentations; Luncheon, 12:00 Noon-1:00 p.m.; General Sessions, Opening Remarks, Joseph A. Cohen, NARM executive vice president, 1:00 p.m.; Keynote Address, Arthur Morowitz, president, Video Shack; A Panel Discussion: Rentals and Sales, The Dual Opportunities, with George Atkinson, president of the Video Station, Jack Friedman, president of Video-To-Go, Gene Kahn, president of Columbia Video Systems, Bob Skidmore, president of Video Corner, and Steve Wilson, vice president, video operations, Fotomat; Conference/Exhibit Room Visiting, 3:00 p.m.-7:00 p.m.

(continued on page 41)

Davis LP Recorded On Digital Equipment

NASHVILLE — Sammy Davis, Jr.'s recent recording session at the Sound Emporium here marked the first multi-track master recorded and mixed on digital equipment in Nashville. All tracks, mixes and overdubs are being simultaneously recorded on both analog and digital equipment, thus making the project available on both types of masters.

SOUND VIEWS

NEW ROCK AND VIDEO: SELLING THE SOUNDS — The new rock's infatuation with video has deepened in the past year, and everyone from manufacturers to club owners and cable programmers are taking note. Clubs in New York and many other major northeast cities jumped on the video trend early, installing everything from ceiling monitors to oversized projection units, and now the midwest and west coasts have caught on. The Country Club, located in Southern California's San Fernando Valley, has been scheduling special video nights, as Hollywood's Cathay de Grande has since the successful promotions for New Romantic recording acts **Vsage** and **Spandau Ballet**. Now, the well-known Whisky has debuted its own large screen video system. The system was bowed last weekend during the return of local techno-punker **Tomata du Plenty** and **The Screamers**. Warner Home Video has released what must be considered the first videocassette for the home market by a new wave band with **Devo**: *The Men Who Make The Music*, which will be cropping up on cable shortly as well. Other outlets for new music on cable have been *New Wave Theatre* and the *Pop Network*, and with such imports as *Rock Goes To College*, it doesn't look like there will be a dearth of new music on pay TV. Bands like the **Boomtown Rats** have made names for themselves through videos and alternative music publications such as *D.I.Y.* now list current video clips produced for both independent and major label artists that are available to clubs, etc. A real sign of the times came when **Johnny Lydon** (nee Johnny Rotten of the infamous **Sex Pistols**) and his current band, **Public Image, Ltd.**, became heavily involved in video production, and fellow PiL member **Keith Levine** accepted an invitation to be on the video seminar, along with Stiff Records, Warner-Amex and Warner Bros. Records reps at the forthcoming New Music Seminar July 13. While Public Image is a far cry, musically, from such other artists as **Michael Nesmith** and **Todd Rundgren**, there is no doubt that the new rock's impact on music video is starting to be felt and can only add diversity to current music-oriented programming.



N.Y.C. TAKES A GANDER AT ELEPHANT PARTS — Pacific Arts Video Records and Pioneer Artists announced an exclusive worldwide licensing pact for **Michael Nesmith in Elephant Parts** at a recent screening party at N.Y.C.'s *Tavern On The Green*. Pictured at the soiree are (l-r): Actress **Madeline Kahn**; **Nesmith**; and **Pioneer Artists' president Barry Shereck**.

of the infamous **Sex Pistols**) and his current band, **Public Image, Ltd.**, became heavily involved in video production, and fellow PiL member **Keith Levine** accepted an invitation to be on the video seminar, along with Stiff Records, Warner-Amex and Warner Bros. Records reps at the forthcoming New Music Seminar July 13. While Public Image is a far cry, musically, from such other artists as **Michael Nesmith** and **Todd Rundgren**, there is no doubt that the new rock's impact on music video is starting to be felt and can only add diversity to current music-oriented programming.

CABLE BABBLE — The good news is that BRAVO, the diverse, arts-oriented entertainment channel, moved to a full seven-night viewing schedule July 1. Originally a two-day per week service when it began Dec. 8, 1980, BRAVO expanded its schedule due to increased interest from cable operators for more programming. A very positive sign, indeed, and one that should please record execs as well, since BRAVO has continually offered a sizeable number of music features, including CBS' *One Night Stand* earlier this year. Dance, opera and various specials focusing on popular adult-oriented artists have also been staples of the channel. More recently, BRAVO has scheduled a fine series of U.S. and foreign films, such as *Dona Flor and Her Two Husbands*, *Taking Off*, *Newsfront* and *The New Land*. All in all, New York-based BRAVO has taken some commendable steps in offering more than the run-of-the-mill assortment of movies that make the rounds of all the services. . . as well as specials that, more often than not, try to ape network TV. BRAVO's publicity tags it as "cable television's first distinctive entertainment channel for discriminating viewers," but while that sounds more like a pitch for Remy Martin, the channel does leave a nice aftertaste in a medium that is becoming much too bland. BRAVO is a satellite-delivered program service distributed nationwide by Rainbow Programming Services. . . Got a little extra cash? Well, if you're one of the lucky ones who does, you might think about investing in cable TV stock. According to Montgomery Securities, the stock of one Colorado-based cable corporation, United Cable Television, could jump as much as 46% within the next six months, from approximately \$28 per share to about \$42. The research analysts base these predictions heavily on the continuing growth potential in cable. Most significantly, the report stated that "cable companies are making the transition from being in the hardware business, building a coaxial plant to carry someone else's programming, to being programmers offering dozens of services exclusively for cable. . . Cable is a multi-channel pathway capable of distribution of dozens of programs." Obvious to some, perhaps, but as the programming tiers continue to pile up and franchises open up as fast as a McDonald's, many are just beginning to discover that there is still no end in sight to the spread of cable. . . In pay-TV parts, **Michael Nesmith in Elephant Parts** has been licensed for airing by SelectTV this fall in Dallas, Philadelphia, Ann Arbor, Tulsa, Oklahoma City, Milwaukee, Birmingham, Richmond, New Orleans, Norfolk, Louisville and L.A.

VIDEO SOFTWARE NOTES — Recent additions to the software jungle include a batch of mid-July releases from MGM/CBS Home Video, from the film of **Lerner & Lowe's** classic musical *Brigadoon* to the more contemporary *Hide In Plain Sight*, starring **James Caan**. The remaining releases include a collection of dance numbers from top Broadway shows entitled *American Dream Machine* and the **John Ford** adventure film *Mogambo*, with **Clark Gable**. Vietnam: *Chronicle Of A War*, the third edition of the CBS News Collectors Series, should be in the stores now. . . Magnetic Video picked up **Ron Hays' Music Image Odyssey** for distribution and the "visual music album" should certainly get some interest from combined record video dealers. Since *Odyssey* includes a stunning array of visual effects, done through computer imaging as well as other video and film techniques, sales would benefit significantly from in-store play, where it's impressive combination of classical, jazz, dance and electronic music can be properly showcased (it's in stereo). . . Speaking of jazz and dance, Optical Programming Assoc. is set to release another "interactive videodisc," entitled *Jazzercise*, following *How To Watch Pro Football* and *The First National Kidisc*. The highly popular exercise method of working out to popular music, which made the "Dancercise" LP a chart hit, has been adapted for the videodisc. Like **Ron Hays' Music Image Odyssey**, this is perfect to expose and promote via in-store play. Coming in September will be *Master Cooking Course*. . . Congrats are in order to Nostalgia Merchant and president **Nick Draklich**. According to the pre recorded videocassette software company, sales in the first half of 1981 were up 108% over the same period for the previous year.

michael glynn

AIR PLAY

RADIO DIRECTORY — The Assn. of Independent Radio Producers (A.I.R.), a non-profit trade association of programming producers and distributors, recently completed the first edition of its *Directory of Radio Programming*. As part of the organization's service, free copies of the edition have been mailed to every commercial radio station in the U.S. and Canada. A.I.R. plans to update and publish new editions each six months and continue to distribute them free of charge. This reference book lists literally every type of program, feature, custom service, etc. for every format that is available to radio programmers through the more than 60 firms that helped supply necessary information and input to complete the book. For further information on this directory or on A.I.R., they can be contacted at (213) 885-8855, or by writing to Box 8888, Universal City, Calif. 91608.

TAKING IT TO THE AIR — **KEYZ**/Anaheim decided enough was enough with ticket scalping. On July 6, the station interrupted normal programming to conduct a *Town Meeting of the Airwaves* concerning the problem of scalping that has plagued concert-goers for years, most dramatically during the last year. The *KEYZ Town Meeting* was held at the Quality Inn in Anaheim, where it was broadcast over **KEYZ AM-&FM**. Moderating the panel was PD **Dave Forman**, who directed questions to **Styx** manager **Derek Sutton**; **Jim Rissmiller**, president of Wolf and Rissmiller concerts; **Clair Rothman**, Forum Box Office Director; **Damon Zumwalt**, president of Contemporary Security; **Mel Levine**, California State Assemblyman; **Larry Goss**, president of Southern California Ticket Brokers Assn; and **Bruce Springsteen**, who was hooked in via telephone. It was outrageous ticket scalping at Springsteen's concerts here in Los Angeles last year that so dramatically brought the issue to a head with fans, music industry people and state politicians. Forman and the **KEYZ** staff deserve a real tip of the hat for their concern over such matters that drastically affect the industry. Forman says that these *Town Meetings of the Airwaves* will be a monthly event.



SITTING THIS ONE OUT — **Peter Bekker** (c), host of **CBS Radio's On Record** program, was recently visited by **David Lindley** (l) and **Joe Vitale**, who stopped by the **CBS** studios in New York to discuss their new LPs, "*El Rayo-X*" and "*Plantation Harbor*," respectively. **Vitale** is touring with **Joe Walsh's** band, while **Lindley's** group, *El Rayo-X*, is the opening act.

Music Co., Inc., is releasing a 1,024 page, two-volume boxed set containing the music and lyrics to all 211 songs ever recorded by the Beatles, arranged for piano, voice, organ and guitar. Entitled *The Complete Beatles*, the book will contain over 100 rare photographs, as well as interviews with **John Lennon** and **Paul McCartney**, and Beatles "experts" like **George Martin**. Additionally, **Cherry Lane's** boxed set will also include alphabetical discographies, biographies and a musical history of the group and its members. Besides serving as a complete historical reference book on the Beatles to supplement any specials that are broadcast, these books can also be a great promotional or contest tool to further lure listeners. It might be worth investigating. To find out if **Cherry Lane** is interested, the contact there is **Veronica Pope**, P.O. Box 4247, Greenwich, Conn. 06830. The telephone number is (203) 661-0707. . . . And while on the subject, there is yet another special on the **Fab Four** that is scheduled for re-release from August to September. The **BBC**-produced *The Story of the Beatles* is being distributed by **London Wavelength** and features 10 hours of interviews and music. Each hour is a separate entity and can be aired that way to maximize full potential. A few of the stations that have already cleared this special include **WNEW-FM**/New York; **WXRT-FM**/Chicago; **WYSP-FM**/Philadelphia; **WAAF-FM**/Worcester; **KSFJ-FM**/San Francisco; and **WAVA**/Washington, D.C.

BLIZZARD LEAVES FLURRY OF PROTEST — Jet recording artist **Ozzy Osbourne** take note: rock fans in Albuquerque, N.M. are incensed over the ex-**Black Sabbath's** leader's recently cancelled concert date that was re-routed to Colorado Springs. Many acts mistakenly bypass this city for one reason or another, unaware of the enthusiasm there for rock 'n' roll. "This is a good market for Osbourne, his record is doing very well for him here," said DJ **Tom Johnson** of **KWXL**, which helped organize a listener's petition to "bring Ozzy back to Albuquerque." Johnson says the Albuquerque fans have been quite active and responsive to the petition with calls and letters. **KWXL** isn't promising its listeners anything, but the hope there is that a well supported petition will persuade Osbourne to reschedule a date in Albuquerque. Johnson said that so many people were upset when the concert was scrubbed that the station decided to try and rally a unified plea to prove that Albuquerque is a viable market for Osbourne and other rock acts to play.

SOMETHING NEW — **Narwood Prod., Inc.**, is offering a new weekly series of one-hour specials called *The Music Makers*. **Skith Henderson** will be hosting the programs that will feature the musical stars of the last four decades. **Narwood** producer **Ellen Silver** says the show will have features on stars like **Frank Sinatra**, **Tom Jones** and **Tony Bennett** as told by the artists themselves. *The Music Makers* will also offer musical tributes to artists such as **Judy Garland**, **Nat "King" Cole** and **Bing Crosby** using archival tapes and interviews. **Narwood** is located in New York and can be reached at (212) 755-3320. . . . Tallahassee-based **Broadcast Center**, creators of "The Radio Game" scratch and match card game promotion, has formed a broadcast promotion consulting agreement with Los Angeles-based consultant **Rollye Bornstein**. . . . **Jon Sargent Prod.** is currently working on a three-hour **Journey** special. To be distributed worldwide by **London Wavelength** for a Labor Day Weekend broadcast, the special will feature an exclusive one-hour live concert, in addition to an in-depth interview with the group discussing its new LP, "Escape." mark albert



GOIN' FOR IT — While touring the U.S. in support of its latest LP, "Go For It," **Belfast** rockers **Stiff Little Fingers** stopped by to visit the staff at **WLIR/Long Island**. Pictured are (l-r): **Henry Clueny** and **Jake Burns** of the group; **Larry Dunn**, **WLIR** air personality; and **Ali McMordie** and **Jim Reilly** of the group.

Black Rock Acts Find Little Support From AOR Stations

(continued from page 6)

The fate of superstar **Stevie Wonder** on AOR has also been decided by narrow casting and the desire to please the target demographic, according to **KLOS**/Los Angeles program director **Tommy Hadges**.

"I put Stevie in the same category as **Elton John**," says **Hadges**. "Both of them made great FM music several years ago, but we're not playing them anymore, because their music isn't in touch with what our audience likes."

Artists like **Grace Jones** and **Donna Summer**, who had their first successes in disco, but have switched to more rock-oriented styles of late, are also finding the ears of many AOR programmers closed. **Janel Dolan**, music director at **KZEW**/Dallas, refers to the dilemma as an image problem.

"If an artist has a disco or funk image, it's hard for them to overcome it among our listeners," says **Dolan**. "Anything even slightly funky could be perceived as a format change, and we can't afford for that to happen. We're strictly rock — I mean we don't even play **Joni Mitchell**, **Poco** or **Pure Prairie League** anymore."

WWWM/Cleveland's music director **Martin Sobol** explained that AOR was the hardest format to cross over to, and that the only black-oriented music his station went with was old **Motown** party tunes and songs that were heavily guitar-flavored, such as **Isley Brothers** material.

FCC Denies Request To Reopen RKO Case

LOS ANGELES — **RKO General Inc.'s** quest to have the **Federal Communications Commission (FCC)** reevaluate its 1980 decision to strip the company of three TV licenses, has suffered a major setback as the **FCC** has refused to reopen the case.

The **FCC** had decided in January 1980 that **RKO** was unfit to hold TV licenses **WNAC**/Boston; **WOR**/New York and **KHJ**/Los Angeles because of improper conduct of its parent company **General Tire & Rubber (Cash Box, Aug. 4, 1979; Feb. 2, 1980)**. In addition to the TV licenses, **RKO's** radio licenses have also been placed in jeopardy.

RKO had hoped that under a new administration and with a new **FCC** chairman, **Mark Fowler**, that the agency would ask a U.S. Court of Appeals to return the case for further consideration. **RKO** attorneys argued that they were denied certain procedural hearings and that the case should be reopened. (**Cash Box, May 30**).

However, on June 8, **FCC** general counsel **Stephen Sharp** sent **RKO** attorneys a letter stating that the agency would not request the Court of Appeals to return the case voluntarily. **RKO** must now convince the court to overturn the **FCC's** decision.

The bottom line behind the market fragmentation and playlists that are Top 40 tight, of course, is the dollar. **Bobby Cole**, program director at **KMEL**/San Francisco, maintains that the choice to stay away from most black-oriented rock acts is "not out of preference but out of self preservation."

"If playing a broad range of music were successful, then we'd not hesitate to play a **Grace Jones** or a **Prince**, but that format has simply not worked out financially," explains **Cole**.

And although the majority of FM rocker stations excluded B/C rock from their programming, save the odd reggae cut and (continued on page 36)

Scott Named To VP/GM Post At TM Productions

LOS ANGELES — **Buddy Scott** has been named to the position of vice president/general manager for **TM Productions**, the Dallas-based multi-media production company. **Scott** was promoted from the position of vice president/general sales manager.

One of the first projects **Scott** will be responsible for in his new position is the further development of **TM's** "My Soft Spot," an image campaign designed for beautiful music stations.

Prior to joining the **TM** staff six months ago, **Scott** was vice president/general manager of **Drake-Chenault Programming** in Los Angeles. Before that, he served at a variety of positions, including general manager at **KXOA**/Sacramento and program director at **KMEN**/San Bernardino.

Commenting on **Scott's** appointment, **Pat Shaugnessy**, president of **TM Companies**, said, "TM is a broadcast laboratory, constantly involved in the research and development of new ideas, so we need people who understand the needs of broadcasters. **Buddy's** tremendous background in broadcasting is just the kind of asset **TM** can best utilize."



Buddy Scott

LP Chart
Position

- **THE A's • A WOMAN'S GOT THE POWER • ARISTA**
ADDS: None. **HOTS:** KZEL, WMMS. **MEDIUMS:** WCCC, WBAB, WBCN, WKLS, KNAC, WGRQ, KSJO, KROQ, WAAL, WNEW. **PREFERRED TRACKS:** Title.
SALES: Fair initial response in Midwest; weak in others.
- 6 AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC**
ADDS: None. **HOTS:** WBAB, KZEW, WBCN, WSHE, WLIR, WKLS, KROQ, WMMS, KMET, KMG. **MEDIUMS:** WCCC, WYDD, WCOZ, WBLM. **PREFERRED TRACKS:** Balls, Problem, Title.
SALES: Good to moderate in all regions.
- 78 ADAM & THE ANTS • KINGS OF THE WILD FRONTIER • EPIC**
ADDS: None. **HOTS:** WBAB, WLIR, KNAC, KROQ, WMMS, WHFS. **MEDIUMS:** KNCN, WBCN, WNEW. **PREFERRED TRACKS:** Antmusic, Title, Dog, Invasion.
SALES: Moderate to fair in all regions.

5 MOST ADDED

- **BALANCE • PORTRAIT/CBS**
ADDS: WAAL, WLIR, WBAB, KSHE, KZEL. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Breaking Away.
SALES: Weak initial response in all regions.



9 MOST ADDED

- 57 MARTY BALIN • BALIN • EMI AMERICA**
ADDS: KNX, WBCN. **HOTS:** KEZY, KSHE, KZOK, KNCN, KMEL, KZAM, KINK, KSJO, WAAL, WNEW. **MEDIUMS:** KZEL, WCCC, WBAB, WYDD, WOUR, WKLS, WMMS. **PREFERRED TRACKS:** Hearts.
SALES: Weak in East; moderate to fair in others.

2 MOST ADDED

- **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**
ADDS: KMG, WHFS, KMET, WMMS, WNEW, WAAL, KROQ, WBLM, KSJO, WGRQ, WKLS, KLOL, KZEL, KEZY, KSHE, KZOK, KNCN, KMEL, WCCC, WBAB, WYDD, KZEW, WBCN, WSHE, WCOZ, WLIR. **HOTS:** KMG, WNEW, KLOL, KEZY, KMEL, WCCC, WBAB, WBCN, WLIR. **MEDIUMS:** None. **PREFERRED TRACKS:** Fire And Ice, Helter Skelter.
SALES: Just shipped.



#10 MOST ACTIVE

- 92 BLACKFOOT • MARAUDER • ATCO**
ADDS: WLIR. **HOTS:** KZEL, KNCN, WCCC, WBAB, WOUR, WBCN, WSHE, WCOZ, WKLS, WGRQ, KSJO, WBLM, WNEW. **MEDIUMS:** WLIR, KSHE, KZEW, WAAL, KMG. **PREFERRED TRACKS:** Fly Away.
SALES: Moderate breakouts in all regions; weakest in East.

5 MOST ACTIVE

- 86 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**
ADDS: None. **HOTS:** KMG, KMET, KZEL, KEZY, KSHE, KNCN, WCCC, WBAB, KZAM, WOUR, WBCN, WCOZ, WLIR, WGRQ, KSJO, WBLM, WAAL. **MEDIUMS:** WMMS, WNEW, KZEW, WSHE, WKLS. **PREFERRED TRACKS:** Title, Burning, Joan.
SALES: Moderate to fair in all regions; strongest in West.



LP Chart
Position

- 63 GARY U.S. BONDS • DEDICATION • EMI AMERICA**
ADDS: None. **HOTS:** KNCN, WBAB, WNEW, WMMS. **MEDIUMS:** KEZY, KMEL, WBCN, WSHE, KMET. **PREFERRED TRACKS:** This Little, Blon.
SALES: Moderate to fair in all regions; strongest in Midwest.
- 102 DANNY JOE BROWN & THE DANNY JOE BROWN BAND • EPIC**
ADDS: None. **HOTS:** WCCC, WBAB, WBLM. **MEDIUMS:** KZEL, KNCN, KZEW, WSHE, WCOZ, WKLS, WGRQ, KSJO, KMET, KMG. **PREFERRED TRACKS:** Sundance, Edge.
SALES: Moderate to fair in all regions; strongest in West.
- 2 KIM CARNES • MISTAKEN IDENTITY • EMI AMERICA**
ADDS: None. **HOTS:** KEZY, KZOK, KNCN, WBAB, WYDD, KNX, KINK, WAAL, WMMS. **MEDIUMS:** KZEL, WCCC, WBCN, WNEW, KMET, KMG. **PREFERRED TRACKS:** Eyes, Break.
SALES: Good in all regions.

8 MOST ACTIVE

- 12 PHIL COLLINS • FACE VALUE • ATLANTIC**
ADDS: None. **HOTS:** WAAL, KEZY, KZOK, KNCN, WCCC, WBAB, KZAM, KZEW, WBCN, WSHE, WLIR, KINK, WKLS, WGRQ. **MEDIUMS:** KSHE, WYDD, WCOZ, WBLM. **PREFERRED TRACKS:** In The Air, I Missed, If Leaving.
SALES: Good to moderate in all regions.

8 MOST ADDED

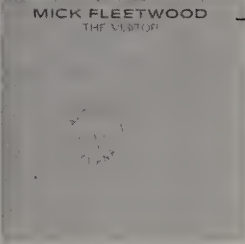
- **DAVE DAVIES • GLAMOUR • RCA**
ADDS: WNEW, WBAB, KZEL. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

- **DIESEL • WATTS IN A TANK • REGENCY**
ADDS: WKLS. **HOTS:** WOUR. **MEDIUMS:** KZEL, KZOK, WCCC, KZEW, WAAL. **PREFERRED TRACKS:** Open.
SALES: Fair initial response in West; weak in others.

- **DAVE EDMUNDS • TWANGIN ... • SWAN SONG/ATLANTIC**
ADDS: None. **HOTS:** WLIR, WHFS. **MEDIUMS:** WCOZ, KNCN, WBLM, WMMS, KMET, KMG. **PREFERRED TRACKS:** Another, Face, Live Again.
SALES: Weak in all regions.

4 MOST ADDED

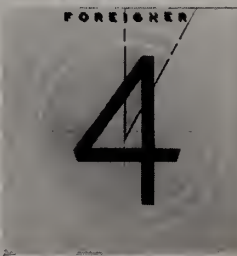
- 128 MICK FLEETWOOD • THE VISITOR • RCA**
ADDS: WNEW, WBLM, WGRQ, KZEW, KZOK. **HOTS:** WBCN, KNX, WLIR, KSJO, WMMS. **MEDIUMS:** KZEL, KEZY, WBAB, WCOZ, WKLS, KMET. **PREFERRED TRACKS:** Open.
SALES: Moderate in West; fair in others; weakest in East.



- 124 FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSVILLE**
ADDS: WBCN. **HOTS:** WBAB, WLIR, KMG. **MEDIUMS:** WBCN, KZEL, WCCC, WSHE, WKLS, WGRQ, WBLM, KMET. **PREFERRED TRACKS:** Open.
SALES: Weak in East; moderate to fair in others.

1 MOST ADDED

- **FOREIGNER • 4 • ATLANTIC**
ADDS: WHFS, KMET, WMMS, WNEW, WAAL, KROQ, WBLM, KSJO, WGRQ, KLOL, KZEL, KEZY, KSHE, KZOK, KNCN, WBAB, WCCC, KZAM, WYDD, WOUR, WBCN, WSHE, WCOZ, KNX, WLIR, WKLS. **HOTS:** KINK, KMG, KMET, WNEW, KROQ, KLOL, KEZY, WBAB, WCCC, KZAM, WBCN, WSHE, WLIR. **MEDIUMS:** None. **PREFERRED TRACKS:** Urgent.
SALES: Just shipped.



LP Chart
Position

- 43 PETER FRAMPTON • BREAKING ALL THE RULES • A&M**
ADDS: None. **HOTS:** WMMS, WNEW, KEZY, KSHE, KNCN, WCCC, WBCN, WSHE, KSJO, WBLM. **MEDIUMS:** KZEL, KMEL, KZEW, WOUR, WCOZ, WKLS, WGRQ, KROQ. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in West.
- 11 GEORGE HARRISON • SOMEWHERE IN ENGLAND • DARK HORSE**
ADDS: None. **HOTS:** KEZY, KNCN, WBAB, WSHE, KNX, KINK, WNEW. **MEDIUMS:** KZEL, WYDD, WOUR, WCOZ, WLIR, WGRQ, WMMS. **PREFERRED TRACKS:** All Those, Rules, Clone.
SALES: Good to moderate in all regions.
- 167 ICEHOUSE • CHRYSALIS**
ADDS: None. **HOTS:** WHFS. **MEDIUMS:** KZEL, KEZY, KROQ, KNCN, WCCC, WSHE, KNAC, KSJO, WBLM, KROQ, WMMS, KMG. **PREFERRED TRACKS:** We Can.
SALES: Moderate to fair in all regions; strongest in West.

- 88 IRON MAIDEN • KILLERS • HARVEST/CAPITOL**
ADDS: None. **HOTS:** KNCN, WBAB, WBLM, WMMS. **MEDIUMS:** WCCC, WBCN, WSHE, WCOZ, KMG. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in West.

- 49 JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA**
ADDS: None. **HOTS:** KLOL, KZEL, KEZY, KSHE, KNCN, KMEL, WCOZ, KSJO, WBLM, WNEW, KMET, KMG. **MEDIUMS:** KZEW. **PREFERRED TRACKS:** Stranger, Way Back.
SALES: Moderate to fair in all regions; strongest in West.

- 126 DAVID JOHANSEN • HERE COMES THE NIGHT • BLUE SKY/CBS**
ADDS: None. **HOTS:** WNEW, WMMS, WHFS. **MEDIUMS:** KZEL, WCCC, WBAB, WBCN, KNAC. **PREFERRED TRACKS:** Title.
SALES: Moderate in East; fair in others.

- 29 ELTON JOHN • THE FOX • GEFEN**
ADDS: None. **HOTS:** KNCN, WBAB, KNX, KINK, WNEW. **MEDIUMS:** KEZY, WOUR, WMMS. **PREFERRED TRACKS:** Nobody.
SALES: Moderate to fair in all regions; weakest in Midwest.

- 47 THE GREG KIHN BAND • ROCKIHNROLL • BESERKLEY/ELEKTRA**
ADDS: None. **HOTS:** KSHE, KZOK, WBAB, KZAM, WSHE, WGRQ, KSJO, KROQ. **MEDIUMS:** KNCN, WCCC, WOUR, WBCN, WCOZ, WLIR, KNAC, WNEW. **PREFERRED TRACKS:** Breakup, Hurting.
SALES: Good to moderate in all regions; weakest in South.

- 125 DAVID LINDLEY • EL RAYO-X • ASYLUM**
ADDS: None. **HOTS:** KMG. **MEDIUMS:** KINK, WBLM, KROQ, WNEW, WMMS, KMET. **PREFERRED TRACKS:** Mercury.
SALES: Moderate to fair in all regions; weakest in Midwest.

- 33 LOVERBOY • COLUMBIA**
ADDS: None. **HOTS:** KZEW, KSJO, WMMS, KMG. **MEDIUMS:** KMEL, WYDD, WGRQ, KMET. **PREFERRED TRACKS:** Kid, Turn.
SALES: Moderate to fair in all regions; weakest in East.

- 107 JIM MESSINA • MESSINA • WARNER BROS.**
ADDS: KZAM. **HOTS:** KNX, KINK. **MEDIUMS:** KZEL, KEZY, KZOK, KNCN. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in West.

2 MOST ACTIVE

- 3 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM**
ADDS: None. **HOTS:** KMET, WMMS, WNEW, WAAL, WBLM, KSJO, WGRQ, WKLS, KINK, KNX, KLOL, KZEL, KEZY, KSHE, KZOK, KNCN, WCCC, WBAB, KZAM, KZEW, WOUR, WBCN, WSHE, WCOZ. **MEDIUMS:** KME, WYDD. **PREFERRED TRACKS:** Gemini, 22,000, Voice.
SALES: Good in all regions.



LP Chart Position

7 MOST ADDED

NEW ENGLAND • WALKING WILD • ELEKTRA
ADDS: KMG, WKLS, WCOZ. HOTS: WBCN. MEDIUMS: KSHE, WBAB, KSJO, WBLM. PREFERRED TRACKS: Open.
SALES: Fair in East; weak in others.

ROBERT ELLIS ORRALL • FIXATION • RCA
ADDS: None. HOTS: None. MEDIUMS: WBCN, WCOZ, WLIR, WBLM, KROQ, WHFS. PREFERRED TRACKS: Open.
SALES: Fair in East; weak in others.

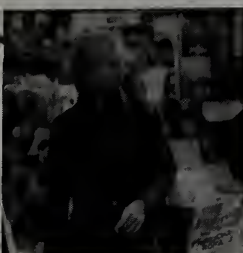
OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS
ADDS: None. HOTS: KNCN, WSHE, WBLM, WMMS, KMET, KMG. MEDIUMS: WCCC, KZEW, WCOZ, WLIR, KSJO, WAAL. PREFERRED TRACKS: Crazy, I Don't.
SALES: Good to moderate in all regions; strongest in Midwest.

PABLO CRUISE • REFLECTOR • A&M
ADDS: KNX. HOTS: KNCN, KZAM, KINK. MEDIUMS: KZEL, KEZY, KZOK, WAAL. PREFERRED TRACKS: Cool Love.
SALES: Moderate breakouts in West; fair in others.

THE JOE PERRY PROJECT • I'VE GOT THE ROCK 'N' ROLLS AGAIN • COLUMBIA
ADDS: KLOL. HOTS: KZEL, WBCN, WCOZ, WLIR, WBLM, KMG. MEDIUMS: KNCN, WBAB, KSJO, WAAL, WMMS, KMET. PREFERRED TRACKS: Title, South, East Coast.
SALES: Moderate in East and Midwest; fair in others.

1 MOST ACTIVE

4 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA
ADDS: None. HOTS: KMG, WHFS, KMET, WMMS, WNEW, KROQ, KSJO, WGRQ, WKLS, KLLO, KZEL, KEZY, KZOK, KNCN, KMEL, WCCC, WBAB, KZAM, WYDD, KZEW, WOUR, WBCN, WSHE, WLIR. MEDIUMS: WAAL, WBLM, KINK, KSHE, WCOZ. PREFERRED TRACKS: Nightwatchman, Woman In, Waiting.
SALES: Good in all regions.



6 MOST ADDED

POCO • BLUE AND GRAY • MCA
ADDS: KNX, WOUR, KZOK, KEZY. HOTS: KZAM, KINK. MEDIUMS: KZEL, KEZY, KNCN, WBAB, WMMS. PREFERRED TRACKS: Open.
SALES: Moderate breakouts in all regions; strongest in West.


131 POINT BLANK • AMERICAN EXCESS • MCA
ADDS: None. HOTS: WBLM. MEDIUMS: KZEW, WOUR, WSHE, WCOZ, WGRQ, KMET, KMG. PREFERRED TRACKS: Nicole.
SALES: Moderate to fair in all regions; strongest in South.

91 PRETENDERS • EXTENDED PLAY • SIRE
ADDS: None. HOTS: KNCN, KSJO, KROQ, KMET. MEDIUMS: WBCN, WLIR. PREFERRED TRACKS: Message, Precious, Porcelain.
SALES: Moderate in West; fair in others.

1 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: None. HOTS: WYDD, KZEW, KSJO, WNEW, WMMS, KMET, KMG. MEDIUMS: KEZY, KZOK, KMEL, WCOZ, WLIR. PREFERRED TRACKS: Let Him, Run, Tough.
SALES: Good in all regions.

3 MOST ADDED

THE ROCKETS • BACK TALK • ELEKTRA
ADDS: KMG, WHFS, WAAL, KROQ, WOUR, WCCC, KNCN, KZEL. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Open.
SALES: Just shipped.



LP Chart Position

10 MOST ADDED

THE RODS • ARISTA
ADDS: WKLS, WBAB. HOTS: None. MEDIUMS: KZEW, WOUR, KMG. PREFERRED TRACKS: Open.
SALES: Weak initial response in all regions.

13 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: None. HOTS: KZEW, KMET, KMG. MEDIUMS: WCOZ, WLIR, WBLM. PREFERRED TRACKS: Tom Sawyer, Limelight.
SALES: Good to moderate in all regions.

7 MOST ACTIVE

10 SANTANA • ZEBOP! • COLUMBIA
ADDS: None. HOTS: WMMS, WNEW, KSJO, KSHE, KZOK, KNCN, KMEL, WBAB, KZAM, WYDD, KZEW, WBCN, WLIR, KINK, WKLS, WGRQ. MEDIUMS: KMET, WBLM, KEZY, WCCC, WOUR, WCOZ. PREFERRED TRACKS: Winning, Searchin'.
SALES: Good to moderate in all regions; strongest in West.

192 SILVER CONDOR • COLUMBIA
ADDS: None. HOTS: WOUR. MEDIUMS: KEZY, KSHE, KZOK, KNCN, WBAB, KZEW, WSHE, KSJO, WBLM, WAAL, KMG. PREFERRED TRACKS: Open.
SALES: Fair in Midwest and West; weak in others.

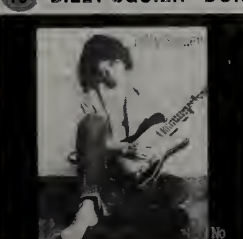
SPIDER • BETWEEN THE LINES • DREAMLAND/POLYGRAM
ADDS: None. HOTS: WBCN, WLIR. MEDIUMS: KZOK, WCOZ, KSJO, KROQ. PREFERRED TRACKS: Good To Me, You Didn't.
SALES: Fair in West and South; weak in others.

71 SPLIT ENZ • WAIATA • A&M
ADDS: None. HOTS: KNCN, KSJO, KROQ, WNEW, WHFS. MEDIUMS: KZEL, KZOK, KNCN, KMG, WBAB, WBCN, WLIR. PREFERRED TRACKS: One Step, History, Dance.
SALES: Weak in Midwest; fair in others.

72 SQUEEZE • EAST SIDE STORY • A&M
ADDS: None. HOTS: WHFS, WNEW, WAAL, WCCC, WBAB, KZAM, WBCN, WSHE, WLIR, KNCN, WBLM. MEDIUMS: WMMS, KROQ, KZEL, KEZY, KZOK, WOUR, WCOZ, WKLS, WGRQ, KSJO. PREFERRED TRACKS: Is That, Tempted.
SALES: Moderate in East; fair in others.

4 MOST ACTIVE

19 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None. HOTS: KMG, KMET, WMMS, WNEW, WBLM, KSJO, KLLO, KZEL, KSHE, WCCC, WBAB, KZEW, WOUR, WBCN, WSHE, WCOZ, WLIR, WKLS, WGRQ. MEDIUMS: WAAL, KROQ, KNCN, KMEL, WYDD. PREFERRED TRACKS: Stroke, Dark, Daze.
SALES: Good to moderate in all regions.



76 JIM STEINMAN • BAD FOR GOOD • CLEVELAND INT'L/CBS
ADDS: None. HOTS: KLLO, WBAB, KZAM, WKLS, WAAL, WNEW, WMMS. MEDIUMS: KZOK, KNCN, WCCC, WOUR, WLIR. PREFERRED TRACKS: Dreams, Title, Life.
SALES: Fair in Midwest; weak in others.

5 STYX • PARADISE THEATER • A&M
ADDS: None. HOTS: WYDD, KSJO, KMET, KMG. MEDIUMS: KEZY, KMEL, WOUR, WBLM, WNEW. PREFERRED TRACKS: Time, Snowblind, Rockin', Nothing Ever.
SALES: Good to moderate in all regions; weakest in East.

LP Chart Position

28 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
ADDS: None. HOTS: KZEW, WGRQ, KSJO. MEDIUMS: KSHE, WOUR, KMET. PREFERRED TRACKS: Hold On, Fantasy.
SALES: Good to moderate in all regions; weakest in East.

9 MOST ACTIVE

45 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL
ADDS: None. HOTS: KMG, WMMS, WNEW, WAAL, KZEL, KEZY, WCCC, WBAB, WOUR, WBCN, WLIR, WGRQ, KSJO. MEDIUMS: KROQ, KZOK, KNCN, WYDD, WSHE, WCOZ, WKLS, KNCN, WBLM. PREFERRED TRACKS: Talk To Ya, Wait Anymore.
SALES: Good to moderate in all regions.

UNION • ON STRIKE • PORTRAIT/CBS
ADDS: None. HOTS: KZAM, WOUR. MEDIUMS: KZEL, KZOK, WBAB, WAAL, WMMS. PREFERRED TRACKS: Open.
SALES: Fair in Midwest; weak in others.

6 MOST ACTIVE

15 VAN HALEN • FAIR WARNING • WARNER BROS.
ADDS: None. HOTS: KMG, KMET, WMMS, WAAL, KLLO, KZEL, KNCN, WCCC, WBAB, KZEW, WBCN, WSHE, WLIR, WKLS, WGRQ, KSJO, WBLM. MEDIUMS: WNEW, WYDD, WOUR, WCOZ. PREFERRED TRACKS: Sinners.
SALES: Good to moderate in all regions.

115 THE JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM
ADDS: WCOZ, WBLM, KMG. MEDIUMS: KEZY, KNCN, WCCC, WBAB, WSHE, WKLS, KSJO, KMET. PREFERRED TRACKS: Open.
SALES: Weak in East; fair in others.

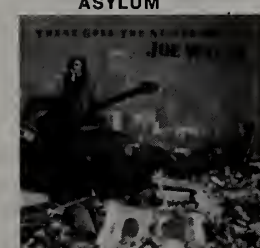
RANDY VANWARMER • BEAT OF LOVE • BEARSVILLE
ADDS: None. HOTS: None. MEDIUMS: KZOK, WCCC, KZEW, WOUR, KINK, WBLM, WAAL. PREFERRED TRACKS: Suzi.
SALES: Weak initial response in all regions.

183 JOE VITALE • PLANTATION HARBOR • ASYLUM
ADDS: None. HOTS: WBLM, WMMS. MEDIUMS: KEZY, KSHE, WBAB, KZEW, WSHE, WCOZ, KSJO, KROQ, KMG. PREFERRED TRACKS: Open.
SALES: Fair in Midwest; weak in others.

159 VOLUNTEER JAM VII • VARIOUS ARTISTS • EPIC
ADDS: None. HOTS: WGRQ. MEDIUMS: KNCN, WCCC, WBAB, WSHE, WKLS, KSJO, WAAL, KMG. PREFERRED TRACKS: Mississippi, Around.
SALES: Fair in Midwest; weak in others.

3 MOST ACTIVE

20 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM
ADDS: None. HOTS: KMG, KMET, WMMS, WNEW, KROQ, WGRQ, KINK, KLLO, KEZY, KSHE, KNCN, KMEL, WBAB, KZAM, WYDD, KZEW, WSHE, WCOZ, WLIR. MEDIUMS: WAAL, WBLM, WKLS, KZEL, KZOK, WCCC, WOUR. PREFERRED TRACKS: Illusion.
SALES: Good to moderate in all regions; strongest in Midwest.



64 THE WHO • FACE DANCES • WARNER BROS.
ADDS: None. HOTS: KSHE, KNCN, KZEW, KINK, KNCN, KMET, KMG. MEDIUMS: KEZY, KMEL, WOUR, WBCN, WCOZ, WLIR, WBLM, WAAL, WNEW. PREFERRED TRACKS: You Better, Coat, Tricky, You.
SALES: Moderate to fair in all regions; strongest in West.

142 GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.
ADDS: WBLM. HOTS: KZAM, KNX, KINK. MEDIUMS: KZEL, KEZY, KSHE, KZOK, KNCN, WCCC, WBAB, WSHE, WCOZ, KSJO, KROQ, WAAL, WNEW. PREFERRED TRACKS: Really Wanna.
SALES: Fair in West and Midwest; weak in others.

LAST WEEK	THIS WEEK		WEEKS ON CHART
2	1	THE ONE THAT YOU LOVE AIR SUPPLY	10
1	2	BETTE DAVIS EYES KIM CARNES	17
4	3	ELVIRA THE OAK RIDGE BOYS	11
5	4	JESSIE'S GIRL RICK SPRINGFIELD	17
6	5	THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY	10
3	6	STARS ON 45 — MEDLEY STARS ON 45	15
8	7	YOU MAKE MY DREAMS DARYL HALL & JOHN OATES	12
9	8	I DON'T NEED YOU KENNY ROGERS	6
7	9	ALL THOSE YEARS AGO GEORGE HARRISON	9
12	10	SLOW HAND POINTER SISTERS	8
13	11	BOY FROM NEW YORK CITY MANHATTAN TRANSFER	9
10	12	THIS LITTLE GIRL GARY U.S. BONDS	13
11	13	A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO	20
16	14	HEARTS MARTY BALIN	9
15	15	WINNING SANTANA	15
14	16	AMERICA NEIL DIAMOND	13
19	17	MODERN GIRL SHEENA EASTON	11
17	18	IS IT YOU LEE RITENOUR	14
21	19	GEMINI DREAM THE MOODY BLUES	7
24	20	QUEEN OF HEARTS JUICE NEWTON	8
18	21	I LOVE YOU CLIMAX BLUES BAND	23
22	22	SEVEN YEAR ACHE ROSANNE CASH	15
25	23	TIME THE ALAN PARSONS PROJECT	14
20	24	THE WAITING TOM PETTY & THE HEARTBREAKERS	12
27	25	SWEET BABY STANLEY CLARKE/GEORGE DUKE	12
31	26	TOUCH ME WHEN WE'RE DANCING CARPENTERS	5
26	27	SUKIYAKI A TASTE OF HONEY	20
30	28	DON'T LET HIM GO REO SPEEDWAGON	6
32	29	THE STROKE BILLY SQUIER	10
30	30	IN THE AIR TONIGHT PHIL COLLINS	8

LAST WEEK	THIS WEEK		WEEKS ON CHART
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PRIME MOVER

36	31	LADY (YOU BRING ME UP) COMMODORES ADDS: KFYE, KNUS-39, WIKS, WDRQ, KMJK-FM, WMC-FM, WZUU-30. JUMPS: KOPA 26 To 23, WZZR Ex To 25, KOFM Ex To 27, WBBQ Ex To 28, WCAO 25 To 21, WRFC 28 To 20, KINT 21 To 14, WMAK-FM 30 To 21, Q105 26 To 21, WAYS 26 To 21, WXKS 24 To 15, B97 25 To 21, WHHY 21 To 16, WSPT Ex To 29, KRTH Ex To 26, WGSV Ex To 28, WTRY Ex To 29, WSGN 23 To 17, KFRC 32 To 23, WGCL Ex To 29, 14Q 26 To 22, WKXX 22 To 17, WTX 19 To 16, KJR 22 To 17, WSEZ 30 To 22, WWKX 24 To 18, KC101 22 To 19, KEEL Ex To 33, WABC 38 To 33, FM102 23 To 18, KYX 24 To 19, WIFI 30 To 23, WBEN-FM 31 To 19, KJRB 20 To 17, WKBW 16 To 8, WRJZ 22 To 17, WPRO-FM 23 To 15, KIQQ 31 To 23, WFIL Ex To 28, Y103 33 To 25, KHFI 23 To 17, KCPX 22 To 18, Y100 28 To 23, WISM 24 To 17, BJ105 21 To 18, Z93 28 To 22. SALES: Moderate in the West and Midwest. Fair in the South.	5
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37	32	THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND ADDS: KOPA, WTRY, WKXX, WIKS, FM102, WTX, Z102-32, 13K. JUMPS: 96KX 32 To 27, KCPX Ex To 36, WIFI 27 To 24, WHHY Ex To 29, KERN 31 To 26, JB105 24 To 20, WSKZ 19 To 16, KRTH Ex To 30, WRJZ Ex To 28, WANS 30 To 26, KIMN Ex To 30, WSEZ Ex To 32, KZZP 5 To 2, WBEN-FM 10 To 7, KDWB 19 To 13, 94Q 24 To 21, KFI Ex To 29, KHFI 14 To 10, KYX Ex To 28, WISM 23 To 20, WKBW 13 To 9, KFMD 28 To 25, Z93 30 To 27, WRFC 24 To 17, WRVQ 18 To 9, KSFX 7 To 5, WICC Ex To 29. SALES: Moderate in the West and Midwest. Fair in the East and South.	9
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HIT BOUND

39	33	(THERE'S) NO GETTIN' OVER ME RONNIE MILSAP ADDS: WKIX, WOW-23, Q105-23, WPRO-FM, WIKS, WHBQ-14, Z102-30, B97, WOKY, KXOK-25. JUMPS: WCAO 28 To 24, KHFI 25 To 16, KJRB 29 To 24, WKBW 26 To 20, WZUU 27 To 23, WBBF Ex To 21, WISM 18 To 14, BJ105 27 To 24, WFIL 30 To 26, WRJZ 14 To 9, WZZP Ex To 20, WZZR 26 To 22, KOFM Ex To 28, Z93 24 To 20, WHHY 22 To 18, KEYN 26 To 23, KMJK-FM Ex To 26, WBBQ Ex To 27, WSKZ 30 To 22, WRFC 30 To 26, KINT 22 To 17, WICC Ex To 26, WKBO 20 To 15, WAYS 21 To 17, KIMN 29 To 24, WMAK-FM 24 To 19, WANS Ex To 28, WSPT Ex To 30, WTX 36 To 27, KEZR 26 To 23, 14Q 25 To 21, WSGN 21 To 16, KZZP 26 To 22, WGCL Ex To 27, WSEZ 26 To 20, KNUS 25 To 22, KC101 19 To 15, KJR Ex To 24, WBEN-FM Ex To 21, WAKY 14 To 10, KDWB 24 To 21, KEEL Ex To 32, 94Q 26 To 22, WKXX Ex To 26, KFI Ex To 30, WMC-FM 23 To 19, WPGC Ex To 29, WYYS 37 To 33, KYX 25 To 18, WIFI 25 To 22. SALES: Moderate in the West.	4
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CASH SMASH

47	34	ENDLESS LOVE DIANA ROSS & LIONEL RICHIE ADDS: KIQQ, KGPX, KDWB, WKBW, WFIL-27, KRQ-30, KSLQ-22, WCAO, WOW-20, Q102-35, WZZP, 14Q-25, WABC, WZZR, KFMD, WAYS-28, KNUS-36, WIKS, FM102. JUMPS: Q105 19 To 11, KEYN Ex To 26, WROR 24 To 19, KJR Ex To 23, WHHY Ex To 26, WRFC Ex To 28, KZZP 22 To 16, WMC-FM 16 To 10, WKBO Ex To 19, WSGN Ex To 24, KC101 23 To 18, JB105 33 To 29, WTRY Ex To 30, WAKY 18 To 12, KYX Ex To 23, Y103 40 To 31, WSEZ Ex To 28, WKXX Ex To 22, Y100 36 To 30, 13K Ex To 30, WBEN-FM Ex To 40, WWKX 30 To 25, Z93 Ex To 28, 94Q 27 To 18, WYYS 35 To 29, WBBQ Ex To 26, WQXI Ex To 24, WDRQ Ex To 20, WMAK-FM Ex To 26, WPGC Ex To 20, KJRB Ex To 28, B97 30 To 27, WPRO-FM Ex To 23, KMJK-FM Ex To 30, KHFI Ex To 29, KERN Ex To 34, KEZR 28 To 25, WISM 30 To 23, KRTH 28 To 24, WGSV Ex To 27. SALES: Moderate in all regions.	3
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LAST WEEK	THIS WEEK		WEEKS ON CHART
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38	35	DOUBLE DUTCH BUS FRANKIE SMITH JUMPS: WWKX 21 To 17, KRLY 19 To 4, FM 102 7 To 3, WXKS 11 To 7, KFI 20 To 11, Y100 11 To 8, Z93 18 To 14, 13K 3 To 1. SALES: Good in the West and South. Moderate in the East. Fair in the South.	8
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29	36	NOBODY WINS ELTON JOHN	11
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40	37	GIVE IT TO ME BABY RICK JAMES ADDS: WAXY, 13K. JUMPS: WBEN-FM 9 To 6, WPGC 13 To 9, FM102 Ex To 17, KRTH 8 To 4, KFRC 8 To 6, KFI 22 To 13, WKBW Ex To 3, Y100 31 To 19, WIFI 16 To 13. SALES: Good in the East and South. Moderate in the West and Midwest.	9
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28	38	WHAT ARE WE DOIN' IN LOVE DOTTIE WEST	7
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42	39	ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN ADDS: WPGC, KFI. JUMPS: WANS Ex To 29, B97 17 To 14, KHFI 27 To 22, KEZR 23 To 20, KFMD 11 To 9, WLS 41 To 29, WRFC 23 To 19, KBEQ 10 To 7, WSPT Ex To 28, KRBE Ex To 30, WSGN 29 To 25, WRJZ Ex To 30, KIQQ Ex To 39, Y103 26 To 22, KINT Ex To 30, WTX 26 To 23, KZZP 30 To 27, KYX 23 To 20, WMAK-FM 29 To 25. SALES: Fair in the West and Midwest. Weak in the East and South.	8
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44	40	IT'S NOW OR NEVER JOHN SCHNEIDER ADDS: WSEZ, WSGN, WWKX, WGH. JUMPS: WCAO Ex To 30, KEEL Ex To 31, Q105 15 To 8, WRJZ 30 To 27, WHHY 24 To 21, KEYN 28 To 25, BJ105 38 To 33, KOFM 28 To 24, KERN Ex To 32, KINT 19 To 16, KFRC 25 To 22, WFIL 28 To 25, CKLW Ex To 30, WGSV 17 To 13. SALES: Fair in the Midwest and South. Weak in the East and the West.	8
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PRIME MOVER

48	41	URGENT FOREIGNER ADDS: KEYN, WRFC, KFRC-39, WTX, WGCL-28. JUMPS: Q102 28 To 24, WISM 29 To 21, KERN Ex To 31, B97 Ex To 30, Q105 27 To 24, KFMD Ex To 24, KINT 15 To 10, WLS Ex To 37, KFYE Ex To 25, WSPT 25 To 15, WXKS Ex To 30, KJR Ex To 25, WHHY 29 To 25, KNUS 32 To 27, WBCY Ex To 26, KBEQ 15 To 11, WSKZ 28 To 20, WKXX 25 To 20, KRTH Ex To 29, WIFI 26 To 20, WANS Ex To 27, WWKX Ex To 29, KIMN Ex To 28, JB105 30 To 26, WTRY 29 To 24, WIKS Ex To 35, KZZP 27 To 23, KRBE 27 To 24, WSEZ Ex To 29, KIQQ Ex To 35, KYX Ex To 30, Y103 34 To 28, WBEN-FM 35 To 20, KSFX Ex To 16, WKBW Ex To 11, 94Q Ex To 27, BJ105 37 To 32, Z93 26 To 23, WPGC 28 To 25, KOFM Ex To 30, WBBQ Ex To 29, KHFI 29 To 26, KMJK-FM Ex To 29, WRVQ 27 To 24. SALES: Moderate in the Midwest. Fair in the South and West.	3
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HIT BOUND

57	42	COOL LOVE PABLO CRUISE ADDS: WKBW, WNCI, WGSV, JB105, KRBE, 96KX, WOW-21, KFYE, WZZP, WSKZ-26, WTRY, WPGC, WYYS, WIKS, WDRQ, KFI, KDWB-23. JUMPS: WCAO Ex To 28, WKXX Ex To 27, WICC Ex To 25, WHHY Ex To 27, WWKX Ex To 30, KEZR 24 To 21, 14Q 29 To 24, FM102 28 To 24, KJR 24 To 19, WSEZ 29 To 25, KJRB 25 To 22, KRQ Ex To 28, WBEN-FM 36 To 31, KIQQ Ex To 36, WRJZ 28 To 23, 94Q 29 To 25, KCPX Ex To 25, Y103 39 To 27, WISM 25 To 16, BJ105 39 To 34, KEYN Ex To 28, WBCY Ex To 30, WRFC 29 To 25, KIMN Ex To 29, WAYS 30 To 26, WTX 29 To 26, WSGN Ex To 26, KC101 27 To 22, WAKY 23 To 18, KYX Ex To 22.	3
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35	43	A LIFE OF ILLUSION JOE WALSH	9
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23	44	FOOL IN LOVE WITH YOU JIM PHOTOGLO	15
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RADIO CHART

TOP 100 SINGLES

July 18, 1981

LAST THIS WEEK	WEEKS ON CHART	
49	45	DON'T WANT TO WAIT ANYMORE TUBES 5 ADDS: 14Q-27. JUMPS: WCAO 29 To 25, KERN 30 To 25, WOW 22 To 19, WBCY 19 To 16, WHHY 30 To 26, KC101 28 To 25, WSEZ Ex To 31, KYXX Ex To 29, WBEN-FM 34 To 28, KEZR Ex To 26, WPRO-FM 24 To 18, KJR Ex To 22, KHFI 22 To 19, KEEL Ex To 34, KFMD Ex To 26, KBEQ 13 To 10, WAYS 29 To 24, WIFI Ex To 27, WKXX 27 To 21, KJRB 26 To 23, WRJZ 25 To 22, KCPX 32 To 26. SALES: Breakouts in the West and Midwest.

34	46	STRONGER THAN BEFORE CAROLE BAYER SAGER 10
53	47	LOVE ON A TWO WAY STREET STACY LATTISAW 5 ADDS: 14Q-26, WSEZ, KNUS-38, KRTH, WAXY, WKBW. JUMPS: WCAO 23 To 19, Y103 27 To 23, Q105 20 To 14, WABC 6 To 3, WQXI 24 To 20, WPGC 29 To 26, WRFC Ex To 23, WSGN 16 To 13, KRLY 15 To 5, WTIK Ex To 39, KC101 18 To 14, WFIL Ex To 30, WMAK-FM 15 To 11. SALES: Moderate in the Midwest and South.
41	48	BEING WITH YOU SMOKEY ROBINSON 22
56	49	FEELS SO RIGHT ALABAMA 6 ADDS: 94Q, WAKY-23, KIMN, KYXX, WGCL. JUMPS: WSKZ 23 To 18, WANS 29 To 24, WSEZ 22 To 12, WRFC Ex To 27, WAYS 17 To 14, WSGN 22 To 18, KCPX 25 To 22, WMAK-FM 27 To 22, WGSV 29 To 24, KEEL 16 To 9, WRJZ 11 To 6. SALES: Fair in the South.
50	50	IT DIDN'T TAKE LONG SPIDER 8
59	51	EVERLASTING LOVE REX SMITH/RACHEL SWEET 4 ADDS: WSEZ, WISM, BJ105-37, WBCY, WTIK, WFIL, WMC-FM. JUMPS: Q105 22 To 16, 94Q 20 To 17, WQXI 17 To 13, WRFC 27 To 21, WAYS 23 To 20, WSGN 27 To 22, KIQQ 37 To 27, KYXX 29 To 25, Z93 29 To 26, WBBQ Ex To 30, WMAK-FM Ex To 28, WRJZ Ex To 29. SALES: Fair in the Midwest.
43	52	ANGEL OF THE MORNING JUICE NEWTON 22
46	53	TAKE IT ON THE RUN REO SPEEDWAGON 18
68	54	YOU'RE MY GIRL FRANKE & THE KNOCKOUTS 3 ADDS: KOPA, 96KX, KFMD, WRFC, KFI, WBCY, WTIK, Y100-36, WZUU, Y103-37. JUMPS: 94Q Ex To 29, KHFI 30 To 27, WSGN Ex To 28, KIQQ Ex To 37, KCPX 34 To 29, BJ105 33 To 29, KZZP 29 To 26, WFIL Ex To 26, JB105 Ex To 33.

HIT BOUND

74	55	DON'T GIVE IT UP ROBBIE PATTON 2 ADDS: KIMN, Y100-37, WICC, WMAK-FM, KEEL, KRQ, WRJZ, WHHY, WKBO, WPGC, WZZR, KFMD, WRFC, KNUS-40, WAKY-22, KMJK-FM, KERN, KINT, WROR-27. JUMPS: KHFI Ex To 28, WSGN Ex To 27, KCPX Ex To 31, KZZP 28 To 25, KC101 30 To 25.
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HIT BOUND

57	57	FIRE AND ICE PAT BENATAR 1 ADDS: WKXX, 96KX, WSPT, WBBQ, WWKX, Q102-33, WXKS, Z93, KFI, WHHY, WBCY, WRVQ, WSKZ-30, KIMN, WICC, KIQQ, WANS, WTIK, WMAK-FM, KSF, WTRY, KZZP-29, WGCL-30, KCPX, 94Q, KYXX, KBEQ-19, BJ105-39, WPRO-FM, Z102-31, WIFI-25, KMJK-FM, KEYN, 92X-25, JB105-35, KERN, KFMD, Y100-34, WGH, KINT-20, WRFC, WNCI, KRBE, Y103-38. Day-Part: WOW, KJRB. SALES: Just shipped.
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64	58	TOM SAWYER RUSH 4 ADDS: WIFI. Day-Part: WSPT. JUMPS: WPGC 30 To 27, KINT 30 To 26, WRQX 12 To 7, B97 22 To 12, WGCL 25 To 14, JB105 25 To 19. SALES: Fair in the West, Midwest and South.
65	59	SUZI RANDY VANWARMER 5 ADDS: KYXX. JUMPS: KERN 35 To 28, WTIK Ex To 34, WBBQ Ex To 25, KBEQ 21 To 18, WIFI Ex To 30, KRBE 20 To 15.

HIT BOUND

60	60	WHO'S CRYING NOW JOURNEY 1 ADDS: 96KX, Q102-34, WHHY, WSKZ-29, WANS, WTRY, 94Q, KHFI, WISM-29, KFMD, WRFC, WAYS, WSPT, WKXX-29, WWKX, WYYS, FM102, KJRB, KSF, KMJK-FM, KIQQ, WBCY, KRTH, KFRC, KYXX, Z102-34, 92X, CKLW, Y100-33, WNCI, WBBQ, Z93-30, WRQX, WICC, KTS, KEZR, KBEQ-17, KRBE, WRJZ. SALES: Just shipped.
55	61	SHADDUP YOU FACE JOE DOLCE 13
75	62	REALLY WANNA KNOW YOU GARY WRIGHT 3 ADDS: Y103-36, WCAO, WSEZ, KHFI-30, WZZR, WAYS, WYYS, WIKS, KJRB, KERN, KC101, CKLW, WMAK-FM. JUMPS: WHHY Ex To 30, WSKZ Ex To 28, 94Q 19 To 14, WISM 26 To 22, WSGN 26 To 23, WKXX Ex To 28, FM102 Ex To 30, WBCY Ex To 23, WRVQ Ex To 26, KEZR Ex To 22, KBEQ 24 To 21, WRJZ 29 To 25.
67	63	THE KID IS HOT TONITE LOVERBOY 5 ADDS: WGCL. JUMPS: KSF Ex To 19, KMJK-FM 27 To 20, KERN 34 To 27, KINT 25 To 19. SALES: Fair in the West, Midwest and South.
73	64	NIGHTWALKER GINO VANNELLI 4 ADDS: BJ105-40, KRTH, WAXY, WMAK-FM, KEEL, WZUU. JUMPS: WCAO Ex To 27, 94Q Ex To 30, WRFC Ex To 29, WRJZ Ex To 26, Y103 32 To 29.
58	65	FANTASY GIRL .38 SPECIAL 7
71	66	NICOLE POINT BLANK 4 ADDS: KCPX, WIFI. JUMPS: KHFI 19 To 15, KINT 35 To 27, KRBE 12 To 6.
54	67	PROMISES BARBRA STREISAND 9

HIT BOUND

58	68	THAT OLD SONG RAY PARKER, JR. & RAYDIO 2 ADDS: WKBW, WFIL, Y100-35, Z93, WGSV, WRJZ, WCAO, 94Q, WQXI, WPGC-30, WISM-30, WAYS, WWKX, KFI, WBBQ-15, WROR-25, KZZP-30, KYXX. JUMPS: WTIK Ex To 37.
83	69	NOTHING EVER GOES AS PLANNED STYX 2 ADDS: WHHY, WANS, KEYN, WSPT, KMJK-FM, KYXX, WBBQ, WMAK-FM, JB105-34, Y103-39. Day-Part: WOW. JUMPS: WSEZ Ex To 33, KCPX Ex To 34, KINT 31 To 18, WRVQ Ex To 28, WICC Ex To 27, KBEQ 19 To 13, KRBE Ex To 29.
61	70	SIGN OF THE GYPSY QUEEN APRIL WINE 9
79	71	FLY AWAY BLACKFOOT 4 ADDS: WIKS, JB105. JUMPS: WHHY 27 To 23, WBEN-FM 33 To 27, KFMD Ex To 27, WSPT 26 To 23, WKXX Ex To 30, WBCY 27 To 24, KEZR Ex To 28. SALES: Fair in the Midwest.
72	72	SOMEDAY, SOMEWAY ROBERT GORDON 4
63	73	WHAT SHE DOES TO ME (THE DIANA SONG) THE PRODUCERS 6
52	74	LIVING INSIDE MYSELF GINO VANNELLI 18
51	75	JONES VS. JONES KOOL & THE GANG 9

87	76	STRANGER JEFFERSON STARSHIP 2 ADDS: WSKZ, KERN, KFRC-35, KBEQ-23, WIFI. JUMPS: KINT Ex To 28.
84	77	BREAKING AWAY BALANCE 2 ADDS: WGCL, KRQ-27. JUMPS: 96KX 26 To 22, WRVQ Ex To 30.
89	78	STARS ON 45 — MEDLEY II STARS ON 45 2 ADDS: WFIL, WGSV, KEEL, WGH, WZUU. JUMPS: WBBQ Ex To 22, KCPX Ex To 32, KINT Ex To 22, KC101 Ex To 30.
86	79	UNDER THE COVERS JANIS IAN 2 Day-Part: WRFC. JUMPS: Q105 23 To 19, WSGN 25 To 20, WAKY 24 To 21, BJ105 Ex To 36.
90	80	YOU DON'T KNOW ME MICKEY GILLEY 2 ADDS: KIQQ, WFIL, WIFI. JUMPS: WSGN 24 To 21, KINT Ex To 29.
66	81	YOU ARE FOREVER SMOKEY ROBINSON 5
69	82	THE REAL THING THE BROTHERS JOHNSON 5
76	83	WALK RIGHT NOW THE JACKSONS 4
70	84	SOME CHANGES ARE FOR GOOD DIONNE WARWICK 5
---	85	JOLE BLON GARY U.S. BONDS 1 ADDS: WKXX, KSF, KINT-23, WXKS, WBCY, KFRC, KZZP-24, WBBQ, JB105. ON: KRBE.
62	86	SWEETHEART FRANKE & THE KNOCKOUTS 20
60	87	STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE 14
---	88	PAY YOU BACK WITH INTEREST GARY O' 1 ADDS: KJRB, KIQQ, KCPX, BJ105, KINT, WGH. JUMPS: JB105 34 To 31. ON: KJR.
---	89	SQUARE BIZ TEENA MARIE 1 ADDS: CKLW, WIFI, WGH. ON: WXKS, KINT, BJ105, KIQQ. SALES: Fair in the East and Midwest.
---	90	LOVE LIGHT YUTAKA 1 ADDS: KEYN, WRJZ. ON: WSPT, KRLY, KCPX, WBBQ, WIFI, KIQQ, KINT.
80	91	IT HURTS TO BE IN LOVE DAN HARTMAN 4
77	92	DON'T LET GO THE COAT THE WHO 4
94	93	AMERICAN MEMORIES SHAMUS M'COOL 3
78	94	TOO MUCH TIME ON MY HANDS STYX 18
96	95	PULL UP TO THE BUMPER GRACE JONES 3 SALES: Fair in the South.
82	96	WATCHING THE WHEELS JOHN LENNON 17
---	97	I WAS COUNTRY WHEN COUNTRY WASN'T COOL BARBARA MANDRELL 1 SALES: Fair in the Midwest and South.
85	98	JUST THE TWO OF US GROVER WASHINGTON, JR. 24
81	99	HOW 'BOUT US CHAMPAIGN 23
93	100	WHAT CHA' GONNA DO FOR ME CHAKA KHAN 10

LOOKING AHEAD

WE'RE IN THIS LOVE TOGETHER AL JARREAU ADDS: WANS, CKLW, WGSV. ON: WKXX, WBCY.
YOU'RE MINE TONIGHT PURE PRAIRIE LEAGUE ADDS: KCPX, KINT, KEEL. JUMPS: WRFC Ex To 30.
FOR YOUR EYES ONLY SHEENA EASTON ADDS: WAYS, BJ105-38, KC101.

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

RCA • GET USED TO IT •



	CASH BOX
RICK SPRINGFIELD "JESSIE'S GIRL" • (JH-12201)	4*
HALL & OATES "YOU MAKE MY DREAMS" • (PB-12217)	7*
RONNIE MILSAP "(THERE'S) NO GETTIN' OVER ME" • (PB-12264)	33*

	CASH BOX
ALABAMA "FEELS SO RIGHT" • (PB-12236)	49*
MILLENNIUM FRANKE & THE KNOCKOUTS "YOU'RE MY GIRL" • (JH-11808)	54*
GRUNY RECORDS JEFFERSON STARSHIP "STRANGER" • (JB-12275)	76*

YOU CAN DEPEND ON RCA TO DELIVER

Promoters Optimistic Despite Poor Gate For Country Fests

(continued from page 6)

contended it would clog area roads, disrupt operations of nearby hospitals, nursing homes and local businesses and promote drinking and drugs in the city.

To placate the residents, the picnic was moved from its intended site across from Gilley's club to an area outside of the city, and to satisfy promoters, it was extended from a two- to a three-day event. When the controversy surrounding the event began to take on national proportions via coverage by the press, promoter Cryer predicted the affair could attract anywhere from 10,000-30,000 people. Actual attendance was estimated at a couple thousand.

Gilley's manager, Sandy Brokaw, blamed the low turn-out on the rain and the adverse publicity the event received. Brokaw pointed out that there were more people at Gilley's club on all three nights than at the picnic site, where such artists as Ernest Tubb, Faron Young, Ricky Skaggs, Leon Everette, Johnny Rivers, Joe Ely, Gail Davies, Rex Allen Jr., Margo Smith, the Bayou City Beats and others were scheduled to perform.

Despite the disappointing first showing, Brokaw said Gilley's picnic will be an annual event, adding, "I have no doubt it will be a success — it took Willie Nelson years to get his going."

Perhaps the most disappointing showing was the "Carolina Jamboree," which was billed as the "world's largest country music festival." Spread over two days, the concert featured more than 30 top country artists and was sponsored by Coastal Country Jamboree, Inc., a company formed by South Carolina land developer Thomas Scott Quinn (**Cash Box**, May 9). Promoters were anticipating 100,000 people for the

Moscheo Of BMI To Head NARAS Nashville

NASHVILLE — Joe Moscheo of Broadcast Music, Inc. (BMI) was elected to a one-year term as president of the Nashville Chapter of the National Academy of Recording Arts and Sciences (NARAS) at the July board meeting.

Other officers elected at the meeting included Tom Brannon, first vice president; Aaron Brown, second vice president; Bob Montgomery and Moses Dillard, vice presidents; Gerry Teifer, secretary; and Charles Fach, treasurer.

The Board of Governors also elected Moscheo and Buzz Cason to serve as national trustees, along with incumbents Don Butler and Bill Denny. John Sturdivant and Brannon were also elected to two-year terms as alternate trustees to serve alongside incumbent alternates Fach and Merlin Littlefield.

Kelly Signs Deal With Gant's Golden Bridge

NASHVILLE — Songwriter Casey Kelly has signed an exclusive songwriting agreement with Golden Bridge Music (ASCAP), a division of Don Gant Enterprises. Kelly, who has had songs recorded by Kenny Rogers, George Benson, Helen Reddy, Loretta Lynn, Dottie West, America, Roy Clark, Hank Williams, Jr. and others, is the first writer to sign with Gant's ASCAP affiliate.

"We are most pleased to welcome a writer with Casey's credentials to Golden Bridge," said Gant. "With his background as a writer, session musician and performer (as a solo artist he has performed in concert with Jackson Browne, Frank Zappa, Alice Cooper and the Beach Boys), Casey is one of the most well-rounded writers in Nashville."

two-day event. Jerry Bryant, executive producer of the concert, estimated a total of 50,000 people attended, but conflicting reports from various people who attended the concert placed the estimate closer to 5,000 per day.

Large Investment

According to Bryant, approximately \$2.5 million was invested in the concert, which included developing the site, a 500-acre tract of land. The specially constructed stage, placed atop a hill, was roofed and surrounded by a moat, which, according to Bryant, did raise some complaints from artists and patrons alike. Bryant said the moat would be cut back to allow the artists to be closer to the fans. Despite the setbacks, Bryant remained convinced the concert would be a total success next year.

"This was the biggest event in the history of country music as far as an outdoor festival," Bryant said. "One of the problems was people couldn't imagine something like this happening — it was too good to be true. The number of people that saw the two-day show saw one of the best shows ever — it was one of a kind. We did what everyone said was impossible."

Despite the dismal overall showing at the box office, promoters of these concerts remained fiercely optimistic that the one-, two- and sometimes three-day events can succeed. Giving credence to this optimistic attitude is the five years of success the two-day "Jamboree in the Hills" in Wheeling, W. Va. has experienced. Set for July 18-19, and featuring 16 top country artists, sponsors of this annual event expect to meet and perhaps surpass last year's record attendance of 42,000. Also, Varnell Enterprises here succeeded in promoting a multiple artist country concert at Anaheim (Calif.) Stadium in October, 1980, which featured Merle Haggard, Emmylou Harris, Alabama and Willie Nelson and attracted 31,000 people.

Two of the bright spots in the recent holiday weekend were the Statler Brothers' annual picnic/concert in Staunton, Va., which drew well over 60,000 fans, and Ronnie Milsap's concert at Beech Bend Park near Bowling Green, Ky., which attracted 17,200 fans according to park manager Don Reeves.

Though promoters can't put the blame on any one thing for the recent concerts, they all seem to agree concert promotion is a risk. Something can always go wrong to hamper even the best laid plans. Flanzer summed it up best by saying, "In our business, if it's not a gas strike, it's the weather."



OAKS SPONSOR 'STARS' BENEFIT — The Oak Ridge Boys recently sponsored the third annual "Stars For Children" benefit concert, with proceeds going to programs for the prevention of child abuse. Held at the Reunion Arena in Dallas, Texas, the concert raised \$175,000. Attracting a capacity crowd of 19,000, the show featured Alabama, the Bellamy Brothers, Roy Clark, Larry Gatlin and the Gatlin Brothers Band and the Oaks. Pictured following the concert are (l-r): Bobby Craig, program director, KPLX/Arlington, Texas; Randy Owen and Teddy Gentry of Alabama; Richard Sterban of the Oak Ridge Boys; and Mark Herndon and Jeff Cook of Alabama.



CBS FETES SCHNEIDER — CBS Records, Nashville hosted a reception for Scotti Brothers artist John Schneider, which was also attended by representatives of the Scotti Brothers organization when they were in Nashville recently. Schneider, who stars in the CBS-TV series *The Dukes of Hazzard*, recently released his first single on the Scotti Brothers label. Pictured are (l-r): Stan Mores and Ben Scotti, Scotti Brothers; Joe Casey, CBS; Tony Scotti, Scotti Brothers; Schneider, Rick Blackburn, CBS; and Johnny Musso, Scotti Brothers.

Barbara Mandrell Crossing Over To Mass Appeal Via Television Show

(continued on page 8)

country music fans and the people that want a family show."

Mandrell takes care to emphasize the word "family," also indicating the desire to appeal to all ages in her live show. "I think there is a place on television for a family show," she says, "and I don't mean my sisters and I being a family. I mean all ages — where it's for the children as well as the teenagers and the adults and grandma and grandpa."

"That's what I've tried to make my concerts, too. I have a lot of teenagers at my concerts, but I also have grandparents there and, of course, the people in between and the itty bitty ones."

Her live dates command quite an audience, garnering as many as 37,000 (at the Houston Astrodome in March 1980) for single dates. During a tour with the Statler Brothers, she broke the Kentucky state record for gate receipts at a country show, bringing in \$100,600 in Louisville, also a U.S. record for a double-act country performance.

The success of her live appearances has spawned a live album, which was taped under the guidance of long-time producer Tom Collins at Opryland's Roy Acuff Theater in the early part of June. Her single, "I Was Country When Country Wasn't Cool," a duet with George Jones that spent two weeks at #1 and still rests among the Top 20 records on the **Cash Box** Top 100 Country Singles Chart, will be contained in the set, which should see a late-summer or

early-autumn release on MCA.

"I'm excited about it," says Mandrell of the forthcoming release, "because that's my job. I'm an entertainer. The bottom line of it is I was put here to be an entertainer — whether it's recorded or live or what — so it's been a long time coming. I got a chance to play some of the instruments on the record, and that was a thrill."

Before Mandrell ever became a singer, she was noted as an instrumentalist, and she plays no less than six different ones during her live shows.

She maintains, however, that she is a master of only three non-vocal mediums. "Really, my instruments are steel guitar, sax, and five-string banjo," she admits, "but I can take any other instrument and play at it."

"I can play a few tunes on some other instruments when I know I want a certain sound," she adds. "Like in this year's concert tour, I'm playing mandolin on a number because I want it to have twin mandolins, so I bought one for my steel player and one for me. Fifteen minutes later we were playing the song. That doesn't mean I'm a mandolin player, but I can use my ear and pick out

(continued on page 33)

Hughes-Ghent Forms Crossover Promo Firm

NASHVILLE — Hughes-Ghent Promotion, a new firm specializing in records showing significant crossover potential, has been formed by Gene Hughes and Jeannie Ghent.

While organized as a separate business entity linked to country promotion firm Gene Hughes Promotion, the Hughes-Ghent team plans to back product with the potential of breaking in multiple markets.

"With the competition for the entertainment commodity dollar becoming tighter every day, anyone aiming at the million copy seller — certainly the real blockbuster hit — just about has to get crossover exposure," said Hughes on the new company's objectives. "We think the multiple format station contact offered by Hughes-Ghent Promotion can make the difference."

Hughes, who was a lead singer with the Casinos when the group hit with "Then You Can Tell Me Goodbye" in the '60s, worked in promotion with Starday King Records before turning independent. He has operated out of Nashville for the past three years.

Ghent was national promotion coordinator for ABC/Dot Records and MCA, Country Division. She also worked for RCA before taking on an independent status.

COUNTRY

TOP 75 ALBUMS

	Weeks On 6/11 Chart	Chart		Weeks On 6/11 Chart	Chart
1	18	1	39	14	39
2	7	2	40	48	40
3	18	4	41	2	52
4	13	3	42	42	42
5	12	5	43	4	54
6	39	6	44	37	36
7	20	8	45	1	—
8	9	9	46	14	46
9	20	10	47	13	38
10	10	10	48	30	43
11	19	11	49	12	53
12	2	33	50	168	48
13	13	13	51	36	51
14	43	14	52	5	44
15	14	15	53	1	—
16	53	16	54	18	41
17	24	18	55	5	55
18	10	12	56	46	47
19	22	17	57	56	60
20	18	20	58	43	59
21	38	30	59	39	56
22	20	22	60	6	49
23	37	25	61	2	61
24	5	24	62	37	50
25	6	19	63	4	57
26	24	26	64	4	58
27	5	28	65	3	62
28	33	29	66	8	66
29	55	34	67	2	63
30	117	21	68	4	64
31	17	23	69	11	65
32	3	35	70	23	67
33	10	27	71	106	70
34	13	31	72	8	66
35	4	45	73	11	65
36	14	32	74	61	73
37	17	37	75	8	74
38	1	—		53	75

THE TWO SIDES OF

Razzy Bailey

The New 2 Sided Smash...

**"MIDNIGHT HAULER/
SCRATCH MY BACK
(And Whisper in my Ear)"** PB-12268

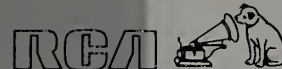
BB 48 CB 55* RW 45***

From the LP "MAKIN' FRIENDS"



AHL1-4026

including the #1 hit single
"Friends/Anywhere There's A Jukebox"



CASH BOX TOP 100 COUNTRY

July 18, 1981

	Weeks On Chart	6/11		Weeks On Chart	6/11		Weeks On Chart	6/11
1 FEELS SO RIGHT ALABAMA (RCA PB-12236)	9	1	34 SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE) JOHN DENVER (RCA PB-12246)	7	40	68 (I'M GONNA) PUT YOU BACK ON THE RACK DOTTIE WEST (Liberty 1419)	2	86
2 LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN) TOMPALL & THE GLASER BROTHERS (Elektra E-47134)	12	3	35 WHILE THE FEELING'S GOOD REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49738)	6	39	69 HURRICANE LEON EVERETTE (RCA PB-12270)	1	—
3 PRISONER OF HOPE JOHNNY LEE (Asylum/Full Moon E-47138)	8	6	36 ANGELA MUNDO EARWOOD (Excelsior SIS-1010)	10	36	70 SOMETIMES WHEN WE TOUCH STEPHANIE WINSLOW (Warner Bros. WBS-49753)	4	75
4 THE MATADOR SYLVIA (RCA PB-12214)	13	2	37 LONGING FOR THE HIGH BILLY LARKIN (Sunbird SBPR-7562)	8	37	71 HEADIN' FOR A HEARTACHE CINDY HURT (Churchill CR-7772)	6	72
5 FIRE & SMOKE EARL THOMAS CONLEY (Sunbird SBPR-7561)	6	5	38 OLDER WOMEN RONNIE McDOWELL (Epic 19-02129)	4	46	72 IT DON'T HURT ME HALF AS BAD RAY PRICE (Dimension DS-1021)	2	84
6 FOOL BY YOUR SIDE DAVE ROWLAND and SUGAR (Elektra E-47135)	12	8	39 I DON'T HAVE TO CRAWL EMMYLOU HARRIS (Warner Bros. WBS-49739)	6	41	73 RIGHT IN THE PALM OF YOUR HAND MEL McDANIEL (Capitol 5022)	1	—
7 DIXIE ON MY MIND HANK WILLIAMS, JR. (Elektra/Curb E-47137)	8	11	40 I JUST NEED YOU FOR TONIGHT BILLY "CRASH" CRADDOCK (Capitol P-5011)	5	43	74 JUST GOT BACK FROM NO MAN'S LAND WAYNE KEMP (Mercury/PolyGram 57053)	1	—
8 UNWOUND GEORGE STRAIT (MCA 51104)	10	10	41 YOU'RE THE BEST KIERAN KANE (Elektra E-47138)	5	44	75 IT'S REALLY LOVE THIS TIME FAMILY BROWN (RCA PB-50583)	2	83
9 TOO MANY LOVERS CRYSTAL GAYLE (Columbia 11-02078)	9	12	42 TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)	2	49	76 SMOOTH SOUTHERN HIGHWAY THRASHER BROTHERS (MCA-51123)	5	76
10 I DON'T NEED YOU KENNY ROGERS (Liberty 1415)	5	16	43 YOU DON'T KNOW ME MICKY GILLEY (Epic 14-02172)	3	47	77 TENNESSEE WHISKEY DAVID ALLAN COE (Columbia 11-02118)	4	79
11 I STILL BELIEVE IN WALTZES CONWAY TWITTY & LORETTA LYNN (MCA 51114)	8	14	44 BY NOW STEVE WARINER (RCA PB-12204)	15	7	78 TAKE IT AS IT COMES MICHAEL MURPHY/KATY MOFFATT (Epic 19-02075)	4	80
12 DON'T BOTHER TO KNOCK JIM ED BROWN & HELEN CORNELIUS (RCA PB-12220)	11	13	45 GOOD TIMES WILLIE NELSON (RCA PH12254)	4	50	79 WHERE CHEATERS GO BEN MARNEY (Southern Biscuit SBR-107)	4	81
13 THEY COULD PUT ME IN JAIL BELLAMY BROTHERS (Warner/Curb WBS-49729)	7	15	46 BEDTIME STORIES JIM CHESNUT (Liberty 1405)	7	47	80 HOLD ON RICH LANDERS (Ovation OV 1173)	2	85
14 RAINBOW STEW MERLE HAGGARD (MCA 51120)	7	17	47 PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761)	1	—	81 BURNING BRIDGES BILLY NASH (Liberty 1410)	5	82
15 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic 19-01045)	15	4	48 I'VE BEEN A FOOL STEPHANIE WINSLOW (Warner Bros. WBS-49753)	4	51	82 LOVE NEVER HURT SO GOOD DONNA HAZZARD (Excelsior SIS-1016P)	2	87
16 DREAM OF ME VERN GOSDIN (Ovation OV-1171)	11	18	49 SHOULD I DO IT TANYA TUCKER (MCA-51131)	4	54	83 I'M INTO LOVIN' YOU BILLY SWAN (Epic 14-02196)	1	—
17 DON'T WAIT ON ME THE STATLER BROTHERS (Mercury/PolyGram 57051)	6	22	50 WE DON'T HAVE TO HOLD OUT ANNE MURRAY (Capitol 5013)	4	56	84 (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ ED BRUCE (MCA-51139)	1	—
18 JUST LIKE ME TERRY GREGORY (Handshake WS8-70071)	12	20	51 TODAY ALL OVER AGAIN REBA McENTIRE (Mercury/PolyGram 57054)	3	57	85 SWEET NATURAL LOVE MICK LLOYD & JERRI KELLY (Little Giant LG046)	1	—
19 WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS WAYLON & JESSI (RCA PB-12245)	7	21	52 SWEET SOUTHERN LOVE PHIL EVERLY (Curb/CBS ZS6-02116)	6	53	86 HELLO WOMAN DOUG KERSHAW (Scotti Bros. ZS6 02137)	4	88
20 I WAS COUNTRY WHEN COUN- TRY WASN'T COOL BARBARA MANDELL (MCA 51107)	11	9	53 SOMEBODY'S DARLIN', SOMEBODY'S WIFE DOTTSY (Tanglewood TGW 1908)	4	58	87 THE PARTNER NOBODY CHOSE GUY CLARK (Warner Bros. WBS-49740)	3	90
21 RICH MAN TERRI GIBBS (MCA 51119)	7	23	54 HONKY TONK HEARTS DICKY LEE (Mercury/PolyGram 57052)	5	55	88 MATHILDA JOHN WESLEY RYLES (MCA-51128)	2	91
22 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)	4	35	55 MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)	2	63	89 SECRETS MAC DAVIS (Casablanca/PolyGram NB 2336)	1	—
23 DON'T GET ABOVE YOUR RAISING RICKY SKAGGS (Epic 19-02034)	12	24	56 TEXAS COWBOY NIGHT MEL TILLIS & NANCY SINATRA (Elektra E 47157)	2	67	90 ONE TOO MANY MEMORIES RAY PILLOW (First Generation FGS 011)	2	93
24 GOOD OL' GIRLS SONNY CURTIS (Elektra E-47129)	13	25	57 FOOL, FOOL BRENDA LEE (MCA 51113)	7	59	91 ON THE INSIDE PATTI PAGE (Plantation PL 201)	2	92
25 COULD YOU LOVE ME JOHN CONLEE (MCA 51112)	18	26	58 MY BABY'S COMING HOME AGAIN TODAY BILL LYERLY (RCA PB-12255)	5	62	92 YOU'RE THE REASON JOHN REX REEVES (Soc-A-Gee SC-110)	2	94
26 I SHOULD'VE CALLED EDDY RAVEN (Elektra E-47136)	9	27	59 LOVE AIN'T NEVER HURT NOBODY BOBBY GOLDSBORO (Curb/CBS ZS6 02117)	3	69	93 SWEET HOME ALABAMA THE CHARLIE DANIELS BAND (Epic 14-02185)	1	—
27 WHISKEY CHASIN' JOE STAMPLEY (Epic 19-02097)	9	28	60 THIS MUST BE MY SHIP DIANA TRASK (KARI 121)	7	60	94 GOOD FRIENDS MAKE GOOD LOVERS JERRY REED (RCA PB-12253)	5	74
28 QUEEN OF HEARTS JUICE NEWTON (Capitol 4997)	7	31	61 DADDY BILLY ED WHEELER (NSD 94)	5	61	95 NEVER ENDING CROWDED CIRCLE FRANKIE AUMAN (KIK-905)	2	95
29 WIND IS BOUND TO CHANGE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 11-02123)	7	30	62 TAKIN' IT EASY LACY J. DALTON (Columbia 18-02188)	1	—	96 SEND ME THE PILLOW YOU DREAM ON THE WHITES (Capitol P-5004)	6	71
30 A TEXAS STATE OF MIND DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBS 49745)	5	33	63 YESTERDAY'S NEWS (JUST HIT HOME TODAY) JOHNNY PAYCHECK (Epic 19-02144)	4	65	97 MY WOMAN LOVES THE DEVIL OUT OF ME MOE BANDY (Columbia 11-02039)	15	19
31 IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Brothers ZS6-02105)	6	34	64 KEEP ON MOVIN' KING EDWARD IV & KNIGHTS (Soundwaves NSD/SW-4635)	8	64	98 ALL I HAVE TO DO IS DREAM NANCY MONTGOMERY (Ovation OV 1172)	6	89
32 MIRACLES DON WILLIAMS (MCA-51134)	3	42	65 IT'LL BE HIM DEBBY BOONE (Warner/Curb WBS 49720)	5	66	99 LOVE DIES HARD RANDY BARLOW (Paid PAD-133)	14	32
33 MAYBE I SHOULD HAVE BEEN LISTENING GENE WATSON (MCA-51127)	5	38	66 SCRATCH MY BACK RAZZY BAILEY (RCA PB-12268)	2	78	100 LOVE TO LOVE YOU CRISTY LANE (Liberty 1406)	12	29
			67 BORN ORION (SUN-1165)	5	70			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Texas State Of Mind (Peso/Wallet — BMI)	30	I Should've Called (Milene — ASCAP)	26	Never Ending Crowded Circle (Magic Castle —	62
All I Have To Do Is Dream (House Of Bryant — BMI) 98		I Still Believe In Waltzes (Southern Nights — ASCAP) 11		ASCAP/Blackwood — BMI)	95
Angela (Music West Of The Pecos — BMI)	36	I Was Country (Pi-Gem — BMI)	18	On The Inside (Welbeck — ASCAP)	91
Bedtime Story (House Of Gold — BMI)	46	(I'm Gonna) Put You (Chappell/Sailmaker/Welbeck		One Too Many Memories (Sawgrass — BMI)	90
Born (Shelby Singleton — BMI)	67	/Blue Quill — ASCAP)	68	Older Women (Tree — BMI)	38
Burning Bridges (Sage & Sand — SESAC)	81	I'm Into Lovin' You (Oaks — BMI)	83	Party Time (Tree — BMI)	47
By Now (Pi-Gem — BMI/Chess — ASCAP)	44	It Don't Hurt Me Half As Bad (Combine Music — BMI) 72		Prisoner Of Hope (Elektra/Asylum — BMI)	3
Could You Love Me (Rose — BMI)	25	It'll Be Him (Hat Band/Baron — BMI)	65	Queen Of Hearts (Drunk Monkey Music — ASCAP) 28	
Daddy (Sleepy Hollow — ASCAP)	61	It's Now Or Never (Gladys Music — ASCAP)	31	Rainbow Stew (Shade Tree — BMI)	14
Dixie On My Mind (Roccephus — BMI)	7	It's Really Love (Sunbury — CAPAC/Dunbar —		Rich Man (Song Biz — BMI)	21
Don't Bother To Knock (Pi-Gem — BMI)	12	PRO-C)	75	Right In The Palm (Hal-Clement c/o The Weik Group —	
Don't Get Above Your (Peer International — BMI)	23	I've Been A Fool (Yatahey — BMI)	48	BMI)	73
Don't Wait On Me (American Cowboy Music — BMI) 17		Just Got Back From No Man's Land (Tree — BMI)	74	Scratch My Back (Fame — BMI)	66
Dream Of Me (Sable/Sawgrass — BMI)	16	Just Like Me (Al Gallico/Algee — BMI)	20	Secrets (Bobby Goldsboro — ASCAP)	89
Feels So Right (Mavppop — BMI)	1	Keep On Movin' (Phono — SESAC)	64	Send Me The Pillow (Four Star — BMI)	96
Fire & Smoke (Blue Moon/April — ASCAP)	5	Longing For The High (Cross Keys — ASCAP/Timber —		Should I Do It (Unichappell/Watch Hill — BMI)	49
Foot By Your Side (Kelly & Lloyd — ASCAP)	6	SESAC)	37	Smooth Southern Highway (Tree — BMI/Cross Keys —	
Fool, Fool (Irving/Doris/N Dixie/Danor/Almo —		Love Ain't Never Hurt Nobody (House Of Gold — BMI) 59		ASCAP)	76
BMI/ASCAP)	57	Love Dies Hard (Frebar — BMI)	99	Some Days Are Diamonds (Tree — BMI)	34
Good Friends (Warner-Tamberlane/Face The Music —		Love Never Hurt So Good (Music City —		Somebody's Darlin' (Emerbyville — BMI)	53
BMI)	94	ASCAP/Combine — BMI)	82	Sometimes When We Touch (Welbeck —	
Good Ol' Girls (Cross Keys — ASCAP)	24	Love To Love You (Cristy Lane — ASCAP)	100	ASCAP/ATV/Mann & Well — BMI)	70
Good Times (Tree — BMI)	45	Lovin' Her Was Easier (Combine — BMI)	2	Surround Me (Al Gallico — BMI/Bibo — ASCAP)	15
Headin' For A Heartache (Welbeck — ASCAP)	71	Mathilda (Combine — BMI)	88	Sweet Home Alabama (Dutchess/Leeds/Hustlers —	
Hello Woman (Doug Kershaw — BMI)	86	Maybe I Should Have (Screen Gems/EMI — BMI)	33	BMI)	93
Hold On (Nub-Pub Music — ASCAP)	80	Midnight Hauler (House Of Gold — BMI)	55	Sweet Natural Love (Jerrimick — BMI)	85
Honky Tonk Hearts (Hall-Clement — BMI)	54	Miracles (Dick James — BMI)	32	Sweet Southern Love (Everly and Sons/Music Table —	
Hurricane (Blackwood — BMI/Rich Bin — ASCAP) 69		My Baby's Coming Home (Chaparral — ASCAP)	58	BMI)	52
I Don't Have To Crawl (Visa Music — ASCAP)	39	My Woman Loves (Baray — BMI)	97	Take It As It Comes (ATV — BMI)	78
I Don't Need You (Boothrite — BMI)	10				
I Just Need You For Tonight (Hall-Clement — BMI) 40					

= Exceptionally heavy radio activity this week

= Exceptionally heavy sales activity this week

COUNTRY

THE COUNTRY COLUMN

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



RANDY PARTON (RCA PB 12271)
Shot Full Of Love (3:30) (Hall-Clement Publications c/o The Welk Music Group — BMI) (B. McDill) (Producer: M. Post)

Parton's first single for RCA did extremely well for a new artist, cracking the Top 40 of the country chart. With its country/rock approach and excellent arrangement, this one has the potential to go all the way. Country and adventurous pop formats should pick it up immediately.

DEWAYNE ORENDER (JED Records JED 5-81)
This World Holds Nothing Since You're Gone (2:50) (Cedarwood Publishing Co., Inc. — BMI) (J.S. Schneider, C.G. Southall) (Producer: D. Orender)

Orender has achieved success in the past as a singer, but no prior release equals the quality of this smooth country ballad with its tender backing vocals. It was a hit 18 years ago for Stonewall Jackson and looks like it could do it again. Top choice for automatic radio and jukebox add.



Moe Bandy

Ranch Roundup, Aug. 21-22, in Wichita Falls. The real Texas cowboys from the largest working ranches in the Lone Star State will gather to compete in rodeo events, plus a chili cook-off, ranch talent competition and a ranch queen contest. Additional events will include cow milking, team branding, saddle bronc riding and team roping to determine the best of the ranches. Proceeds will benefit three Texas charities.

COUNTRY MUSIC IN PALESTINE? — **Moe Bandy** has revealed plans to join the ever-increasing number of country artists who are building night clubs (**Mickey Gilley, Johnny Lee, Hank Cochran**, etc.). This one, a proposed multi-million dollar country music nightclub, will be located in Palestine, and will be called, most appropriately, Moe Bandy's Country. Plans call for bringing some of the top names in country music to the small town of Palestine. Stay tuned for more information as plans develop.

LEWIS FILES SUIT — Elektra artist **Jerry Lee Lewis** has filed a \$5 million counter-suit against the label for breach on contract. A suit filed by Elektra in March is already pending in California against the singer's Tennessee management firm, TalentDisc. Lewis' suit claims Elektra "has intentionally interfered with the contractual relationship between Lewis and TalentDisc." Lewis' attorney is **James Neal**. The amount of damages Lewis has incurred thus far is "unascertained," according to the suit. The suit contends the label has interfered with Lewis' livelihood by not allowing him to record. Said Lewis' manager, **Robert Porter**, "We want to get on with Jerry's career — we're not interested in lawsuits." Lewis, 45, has been hospitalized in Memphis since June 30 and was listed in serious condition after undergoing surgery.

TWITTY TO ANOTHER LABEL? — Word on Music Row is that **Conway Twitty** has reached an agreement with Elektra Records for a multiple-album deal. When contacted, the label would neither confirm nor deny the report.

ANOTHER STANDARD — According to Combine Music's recent newsletter, the prolific and profound **Kris Kristofferson** has written another soon-to-be-standard. The song is "Here Comes That Rainbow Again," and he has recorded it, with **Fred Foster** producing. It will reportedly be his next single. Maybe that old magic is back.

TEXAS STATE OF MIND — Spurred by the success of their first two single releases, "You're The Reason God Made Oklahoma" and "Texas State Of Mind," **David Frizzell** and **Shelly West** have been working steady concert dates some 25 days a month. A string of TV dates has also been posted, including appearances on *That Nashville Music, Pop Goes The Country*, the *John Davidson Show*, *Merv Griffin*, *Hee Haw* and the *Music City News Awards*. The duo will also guest on *Don Kirshner's Rock Concert* later this summer.

APPOINTMENTS AT AIRWAYS — Airways Records, a new label based in Atlanta, has some new appointments to announce, according to its president **Jerry C. Wilson**. **Ted Moseley** has joined the label as vice president of marketing and administration; **Royce G. Clark** has been appointed director of production and promotion; **Linda Oberg** is media and publicity director; and **Friday Bey** is administrative assistant and receptionist. The label has released album product by **Mack Vickery, Wolfman Jack** and **The Platters**.

JONES AND WYNETTE — **George Jones** and **Tammy Wynette** are scheduled to headline the main room at the Frontier Hotel in Las Vegas for a week beginning July 23.

A FIRST — If you want to see **Don Williams** without (well, almost) his famous and ever present trademark Stetson, check the inside sleeve of his newly released "Especially For You" album.

OUR OWN BACKYARD — **Eddie Rabbitt** was recently spotted clad in leather and posed on a big black Honda behind the building that houses the **Cash Box** Nashville office. Rabbitt was posing for the cameras of *US Magazine*.

ORBISON HAS HIS DAY — **Roy Orbison** Day is planned for July 19 in the singer's hometown of Odessa, Tex. The event will mark his homecoming after an absence of 15 years. Orbison's buddies, the **Bellamy Brothers**, will share the spotlight with him in concert that night at the Ector County Coliseum.



Roy Orbison

jennifer bohler

HITS OUT OF THE BOX

MEL McDANIEL (Capitol A5022)
Right In The Palm Of Your Hand (2:55) (Hall-Clement Pub. c/o The Welk Music Group — BMI) (B. McDill) (Producer: L. Rogers)

SAMM SMITH (Sound Factory S.F. 446)
Sometimes I Cry When I'm Alone (3:03) (Button Willow Music, Inc. — BMI/Chablis Music — BMI) (L. Bastian) (Producer: B. Emmons)

MOE BANDY & JOE STAMPLEY (Columbia 18-02198)
Honky Tonk Queen (2:40) (Baray Music Inc./Mullet Music Corp. — BMI) (R. Hicks) (Producer: R. Baker)

JOHN ANDERSON (Warner Bros. WBS49772)
I Love You a Thousand Ways (3:00) (Peer International Corp. — BMI) (L. Frizzell, J. Beck) (Producer: N. Wilson)

FEATURE PICKS

ROD POWELL (Cornstock NSD/COM 1660)
Sad Time Of The Night (2:57) (White Cat Music — ASCAP) (E. Bach, A. Wolf) (Producer: P. Parker)

JIMMY PAYNE (KIK 907)
Turn In My Love On (2:16) (Ironside Music — ASCAP) (B. Milsap) (Producers: B. Milsap, B. Holmes)

CLIFFORD RUSSELL (Sugartree SU77701)
Only Fools Play With Love (2:56) (Think Music — BMI/Emeryville — BMI) (B. Reneau, D. Goodman) (Producers: B. Reneau, K. McManus)

NEW RIDERS OF THE PURPLE SAGE (A&M 2352-S)
No Other Love (3:04) (Marmalan Music — BMI) (J. Dawson, A. Kemp) (Producer: C. Mellone)

WYVON ALEXANDER (Gervasi S.P. 659)
Women (2:39) (Willjex — ASCAP/Concorde — SESAC) (C. Walker, E. Jones, K. Franceschi) (Producers: B. Saporiti, J. Shook)

BOBBY G. RICE (Charta NSD/CH 161)
Temperature's Risin' (2:50) (Jason Dee Music — BMI/Sun Belt Music Co. — ASCAP) (C. Fields, B. G. Rice) (Producer: C. Fields)

SUPER GRIT COWBOY BAND (Hoodswamp HS 8002)
If You Don't Know Me by Now (3:06) (Hoodswamp Music — BMI) (B. Ellis) (Producer: C. Mattocks)

HOWDY GLENN (Fire FI-2002)
You Ought to Hear Me Cry (2:55) (Tree Pub. Co. Inc. — BMI) (W. Nelson) (Producer: H. Glenn)

ALBUM REVIEWS

SMOOTH SOUTHERN HIGHWAY — Thrasher Brothers — MCA MCA-5814 — Producer: Jim Foglesong — List: 8.98

The Thrashers have a lot going for them — they have been a successful gospel group, and are now maneuvering toward a career in the country department ala the Oak Ridge Boys. Also talent and versatility seem to run deep in the veins of this four-member vocal group. The harmonies are impressive, and the ability to generate excitement is undeniable. The group really shines on "Smooth Southern Highway," "As Long As We Keep Believing" and "The Captain And The Delta Queen."



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COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. PARTY TIME — T.G. SHEPPARD — WARNER/CURB — 49 REPORTS.
2. TAKIN' IT EASY — LACY J. DALTON — COLUMBIA — 37 REPORTS.
3. HURRICANE — LEON EVERETTE — RCA — 27 REPORTS.
4. RIGHT IN THE PALM OF YOUR HAND — MEL McDANIEL — CAPITOL — 25 REPORTS.
5. (I'M GONNA) PUT YOU BACK ON THE RACK — DOTTIE WEST — LIBERTY — 24 REPORTS.
6. JUST GOT BACK FROM NO MAN'S LAND — WAYNE KEMP — MERCURY — 24 REPORTS.
7. TIGHT FITTIN' JEANS — CONWAY TWITTY — MCA — 22 REPORTS.
8. I'M INTO LOVIN' YOU — BILLY SWAN — EPIC — 21 REPORTS.
9. (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ — ED BRUCE — MCA — 20 REPORTS.
10. IT DON'T HURT ME HALF AS BAD — RAY PRICE — DIMENSION — 18 REPORTS.

MOST ACTIVE COUNTRY SINGLES

1. (THERE'S) NO GETTIN' OVER ME — RONNIE MILSAP — RCA — 69 REPORTS.
2. I DON'T NEED YOU — KENNY ROGERS — LIBERTY — 64 REPORTS.
3. DON'T WAIT ON ME — THE STATLER BROTHERS — MERCURY — 55 REPORTS.
4. MIRACLES — DON WILLIAMS — MCA — 52 REPORTS.
5. OLDER WOMEN — RONNIE McDOWELL — EPIC — 49 REPORTS.
6. RAINBOW STEW — MERLE HAGGARD — MCA — 48 REPORTS.
7. A TEXAS STATE OF MIND — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 47 REPORTS.
8. MAYBE I SHOULD HAVE BEEN LISTENING — GENE WATSON — MCA — 44 REPORTS.
9. RICH MAN — TERRI GIBBS — MCA — 41 REPORTS.
10. YOU DON'T KNOW ME — MICKEY GILLEY — EPIC — 40 REPORTS.

CPA Meets In Austin In Connection With FICAP Mini-Clinic

NASHVILLE — The newly formed Country Promotion Assn. (CPA) held its monthly meeting June 27 in Austin, Tex. in conjunction with the Federation of International Country Air Personalities (FICAP) mini-clinic (Cash Box, July 11), at which time the following appointments were made:

Art director — Joe Casey, CBS; Fund Raising Committee — Bruce Adelman (Elektra) and Erv Woolsey (MCA); Membership Committee — Barbara Kelly (independent), Gene Hughes (independent) and Debbi Gibson (independent); Benefits Committee — Peter Svenson (independent) and John Curb (independent); Newsletter — Johanna Edwards (independent) and Wayne Edwards (RCA); and Merchandising Aid — Bob Saporiti (independent).

Further information can be obtained from CPA director of publicity Johanna Edwards by calling (214) 238-1494.

Tutt And Ferguson Create Syndicated Country Radio Show

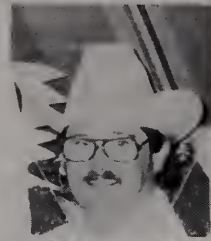
NASHVILLE — Scott Tutt and Roger Ferguson last week bowed a new syndicated radio program, *Sound News From Nashville*, designed to provide radio stations with a current news and interview program about country music.

The program, which consists of six three-minute segments per week, features interviews with country music acts, artist profiles, and news reports, Tutt said. Hosting the show will be Julie Conyer, who, in addition to being available for personal appearances, will telephone in reports to keep listeners abreast of major breaking news events in country music.

Tutt said the cost of the package will vary according to the market size of the individual stations. Further information about the show is available by writing to *Sound News From Nashville*, P.O. Box 121553, Nashville, Tenn. 37212, or by telephoning (615) 329-3371.

THE COUNTRY MIKE

GLOBAL SATELLITE NETWORK BOWS COUNTRYLINE — The Global Satellite Network, current producers of the weekly hit AOR radio program, *Rockline*, has announced plans to initiate a weekly country program, *Countryline*, beginning Oct. 19. *Countryline*, designed to follow in the same vein as its rock predecessor, will be hosted by **KLAC**/Los Angeles afternoon drive personality **Harry Newman** and feature music and interviews with major country artists and personalities. The Thursday evening, 90-minute program will be broadcast live, via satellite, from Hollywood, Nashville and other cities sporting major country music events. Listeners will have the opportunity to call in to the studios over a national toll-free line and speak directly to the artist. Artists scheduled to appear on initial segments of the program include **Dolly Parton**, **Waylon Jennings**, **Burt Reynolds**, **Ronnie Milsap** and **Charley Pride**.



Steve Cantrell

PERSONALITY PROFILE — Steve Cantrell became especially immersed in music while in high school in the early '60s. By 1964, as a part-time money making venture, he hired out as a disc jockey for local and high school dances. Upon graduation, after deciding on a radio career, Cantrell was offered a position with hometown station **WJEH**/Gallipolis, Ohio, in 1966. For two years, he basically handled the mornings, yet became experienced with the full gamut of time slots until 1968, when the United States Air Force came a-calling. Cantrell spent half of his service years in Thule, Greenland, broadcasting over **AFRTS**, then, in 1969, was transferred to Goldsboro, N.C. and went with **WGRR**, an adult contemporary station where he again worked varying shifts. Once out of the service, Cantrell was looking to get back to Ohio when he came across **Ron Barlow**, then program director for **WMNI**/Columbus. In 1973, Cantrell began doing mornings for **WMNI**, a slot he retains to this date. But, in addition to his a.m. air shift, Cantrell worked up through the ranks as production director, then music director, and, in 1977, he was appointed program director by owner and general manager, **William Mlnch**.

LINE UP CHANGES AT WHN — Due to two vacancies created when **WHN**/New York air personalities **Lee Arnold** and **Jessie** left the station to pursue other career opportunities, program director **Ed Salamon** has named two replacements to fill the slots. **Dana Lauren** will take over **Jessie's** 8 p.m.-midnight shift. Lauren joins the staff at **WHN** after two years of experience with **K-Best**/San Diego doing the all-niters, then afternoon drives. From midnight - 5:30 a.m. will be **Brian Kelly**, most recently filling in the mornings at **WCBS-FM**/New York. As a result, the new line-up for **WHN** runs as follows: 5:30-10 a.m., **Del DeMontreux**; 10 a.m.-3 p.m., **Mike Fitzgerald**; 3-8 p.m., **Dan Taylor**; 8 p.m.-midnight, **Lauren**; and midnight-5:30, **Kelly**.

BOZEMAN TABBED AT WJRB — **Don Kelth**, program director of **WJRB**/Nashville, announced the appointment of **Janet Bozeman** to the position of music director. Most recently, Bozeman was assistant to the program director at **WJRB** for the past year. Prior to that, she served as promotion director with **KFRM/KICT** in Wichita, news producer with **KABC**/Los Angeles, and television news anchorman for the CBS affiliate in Wichita and the ABC affiliate in Richmond, Va. Commenting on Bozeman's promotion, Kelth stated, "Janet has been doing all of our music research and preparing the weekly chart for some time, and she will do a fine job with the added responsibilities." Music calls will be taken daily from 9 a.m.-2 p.m. (CST). Chart numbers will remain available after noon on Tuesdays. "We will still have the same music philosophy," stated Bozeman. "New artists will get a break on **WJRB**."

WHK'S 'UGLIEST BARTENDER' SEARCH IN FULL SWING — For the second consecutive year, **WHK**/Cleveland, in cooperation with the National Multiple Sclerosis Society, Northeastern Ohio Chapter, has once again begun its search for the ugliest bartender in a four-county northern Ohio area. In the contest, which began June 29, patrons of area nightclubs donate money to the ugliest bartender of their choice, and the bartenders receive one vote per 25 cents collected. The bartender who accumulates the most votes by the Aug. 3 deadline wins a trip for two, including airfare and hotel accommodations, to Las Vegas. Afternoon drive personality and Honorary Ugly chairman "**Wild Bill**" **Wilkins** will be making the bar rounds in an effort to induce participating club patrons to "vote." **WHK** and the Multiple Sclerosis Society hope to exceed the \$32,000 mark achieved last year.

KWKH LOOKING FOR PD — After two years as program director for **KWKH**/Shreveport, **Ted Williams** will be moving into a sales position with the 50,000 watt, Great Empire station. Those interested in the Shreveport PD position should send air tapes and resumes to **Gene Dickerson**, P.O. Box 31130, Shreveport, La. 71130.

country mike

PROGRAMMERS PICKS

Mark Thomas	WCXI/Detroit	Takin' It Easy — Lacy J. Dalton — Columbia
Steve Wilmes	WIRE/Indianapolis	(I'm Gonna) Put You Back On The Rack — Dottie West — Liberty
Ron West	KSON/San Diego	Miracles — Don Williams — MCA
Tom Phlfer	KRMD/Shreveport	Hurricane — Leon Everette — RCA
Tony Kidd	WZZK/Birmingham	Sweet Home Alabama — The Charlie Daniels Band — Epic
Becky Joseph	WSLR/Akron	Miracles — Don Williams — MCA
Rick Stewart	KRAK/Sacramento	Right In The Palm Of Your Hand — Mel McDaniel — Capitol
Bill Warren	KNOW/Monroe	Party Time — T.G. Sheppard — Warner/Curb
John Marks	WSAI/Cincinnati	Texas Cowboy Night — Mel Tillis and Nancy Sinatra — Elektra
Duncan Stewart	WDLW/Boston	(When You Fall In Love) Everything's A Waltz — Ed Bruce — MCA



KLAC SPONSORS COWBOY DAY — Cowboys have always been some of America's favorite heroes, and recently some of the legendary ones gathered together in North Hollywood to salute one of their favorite people — **Nudie**, western tailor to the stars. **KLAC**/Los Angeles sponsored the three-hour western jam and tail tale session, with DJ **Sammy Jackson** broadcasting live from **Nudie's** shop. Cowboys participating in the show included **Roy Rogers**, **Rex Allen**, **Eddie Dean**, **Jimmy Wakely**, **Tex Williams**, **Doyle O'Dell** and **Charlie Hodge**. Pictured swapping a few tall tales are (l-r): **Nudie**, **Jackson** and **Allen**.

BLACK CONTEMPORARY

TOP 75 ALBUMS

		Weeks On Chart			Weeks On Chart
1	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	1 13	38	LICENSE TO DREAM KLEER (Atlantic SD 19288)	34 23
2	THE DUDE QUINCY JONES (A&M SP-3721)	2 16	39	KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	29 14
3	KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	4 7	40	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	33 12
4	A WOMEN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	3 14	41	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	36 34
5	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	7 6	42	I'M IN LOVE EVELYN KING (RCA AFL1-3962)	— 1
6	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	13 4	43	TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	37 17
7	STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	5 10	44	BUSTIN' LOOSE ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	50 3
8	RADIANT ATLANTIC STARR (A&M SP-4833)	8 20	45	INTUITION LINX (Chrysalis CHR 1332)	40 5
9	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	10 12	46	GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147)	46 8
10	NIGHT CLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	9 9	47	NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	57 2
11	MY MELODY DENICE WILLIAMS (ARC/Columbia FC 37048)	12 16	48	ALICIA ALICIA MEYERS (MCA-5181)	48 13
12	WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	6 12	49	MAGIC MAN ROBERT WINTERS AND FALL (Buddah/Arista BDS 5732)	38 15
13	IN THE POCKET COMMODORES (Motown M8-955M1)	19 2	50	IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	39 27
14	SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	15 8	51	IT'S WINNING TIME KLIQUE (MCA-5198)	55 5
15	THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	14 27	52	THREE PIECE SUIT RAMSEY LEWIS (Columbia FC 37153)	52 6
16	VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	18 19	53	NIGHTWALKER GINO VANNELLI (Arista AL 9539)	49 11
17	MIRACLES CHANGE (Atlantic SD 19301)	17 14	54	TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	54 7
18	GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	16 30	55	I GOT THE MELODY ODYSEY (RCA AFL1-3910)	58 4
19	TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	20 7	56	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	— 1
20	BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1)	11 20	57	L.J. REYNOLDS (Capitol ST-12127)	60 3
21	SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	23 9	58	WANTED DREAD AND ALIVE PETER TOSH (Rolling Stones/EMI-America SO-17055)	62 2
22	CLOSER GINO SOCCIO (Atlantic SD 16042)	22 8	59	PORTRAITS SIDE EFFECT (Elektra 6E-335)	44 9
23	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	30 3	60	LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	63 7
24	HOTI LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605)	24 5	61	NEVER GONNA BE ANOTHER ONE THELMA HOUSTON (RCA AFL 1-3842)	59 8
25	LOVE IS... ONE WAY ONE WAY (MCA-5163)	25 21	62	PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	43 18
26	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	26 36	63	CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	— 1
27	"RIT" LEE RITENOUR (Elektra 6E-331)	21 8	64	'NARD BERNARD WRIGHT (GRP/Arista 5011)	42 17
28	WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	— 1	65	THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	56 27
29	DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	— 1	66	MAGIC TOM BROWNE (GRP/Arista 5503)	53 22
30	WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	51 2	67	ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	67 21
31	GRAND SLAM ISLEY BROTHERS (T-Neck/CBS FZ 37080)	28 19	68	HOTTER THAN JULY STEVIE WONDER (Tamla/Motown T8-373M1)	68 37
32	HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	27 18	69	STONE JAM SLAVE (Cotillion/Atlantic SD 52224)	69 40
33	TOO HOT TO SLEEP SYLVESTER (Fantasy F-9607)	35 6	70	CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	66 40
34	CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	31 18	71	LOVE LIFE BRENDA RUSSELL (A&M SP-4811)	70 15
35	UNLIMITED TOUCH (Prelude PRL 12184)	41 5	72	JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE JOHNNY "GUITAR" WATSON (DJM/PolyGram 501)	64 7
36	IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	45 2	73	HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	47 26
37	TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5226)	32 13	74	LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	72 12
			75	GLAD YOU CAME MY WAY JOE SIMON (Posse POS 10002)	65 15



KNIGHTS OF THE SOUNDTABLE INVADE ATLANTA — Casablanca/PolyGram recording group Cameo recently visited Atlanta, where it was feted by the city and had a day proclaimed in its honor. Pictured standing at the reception are (l-r): Herb Beldt, regional vice president, PolyGram; Aaron Mills, Jeryl Bright, Anthony Lockett and Tomi Jenkins of the group; Bob Sherwood, executive vice president and general manager, PolyGram; Bill Haywood, vice president, black music marketing, PolyGram; Charlie Singleton, Larry Blackmon and Gregory Johnson of the group; Tommy Young, national promotion manager, black music, PolyGram; Tim Monnig, Atlanta branch manger, PolyGram; and Ernie Singleton, director black music marketing, PolyGram. Pictured kneeling are (l-r): Mathan Lettenant and Stephan Moore, of the group; Andrew Young, mayoral candidate; and Tony St. James of the group.

THE RHYTHM SECTION

EXTRAPOLATING . . . — In a word, that's what Believe In a Dream (BID)/Epic group **The Reddings** is doing. The group is not only employing the late **Otis Reddings'** family name, which has served as an attention getter, but it is also taking his music and creating contemporary manifestations. Something that the late Redding achieved in legend and historical significance, the young trio of Reddings hope to become in actual fact for now and the future. The legendary R&B singer's influence on black music and his fusion with rock's foundation is often lauded; but for the new Reddings, it's time to establish a separate identity, one that does not demand or require comparisons with other music or artists. The group's debut LP last year, "The Awakening," issued the charting single, "Remote Control." The current single, "You're The Only One," from the "It's All The Name You See" LP, has already reached #48 on the **Cash Box** B/C singles chart. The group mixes the best of R&B, funk and black music balladry to come up with a sound that borrows from the best of tradition and the school of "what's-happenin' now." "R&B music has really always been there, but it is getting more popular," commented **Otis Redding, III**, son of the late singer and one of the Reddings' core along with brother **Dexter** and cousin **Mark Lockett**. "We like jazz, R&B, rock and gospel; we think it all has broad appeal if done right," the young namesake added. The younger Redding explained that all but three of the songs on the current album were written by group members and that it was a vehicle to capture the energy of their live performances. The band began a tour earlier this month of the U.S. and hopes to build a wider audience on this outing. He said that the eight-member touring aggregation, which is moderate in size by most standards, offers musicianship and showmanship in one package. "I think our music will reach more people this time, because they won't have to wonder who we are," explained Redding.

BETWEEN THE LINES — At the center of Voss Development Corp.'s foray into the music biz is producer **Bob Margouleff**, known for his production of some of **Stevie Wonder's** seminal work, including "Music Of My Own Mind" and "Talking Book." Margouleff is producing Voss' first artist, 23-year-old singer/songwriter **Billy Patrick**, using musicians he's employed in other production projects under way, such as **Wonderlove** guitarist **Michael Sembello**, long-time associate **David Sanborn** (whom Margouleff will produce in August) and veteran synthesizer sessionist **Lance Ong**. With the development of Voss' label, Royal Records, Margouleff said that the Southern California-based home builder has committed the resources to build Patrick's career through a variety of alternative mediums to radio, involving both promotion video and television. While Margouleff is actively involved in bringing the Voss project to fruition, he is equally committed to his studio work with Sembello, using many of the same players from the Patrick sessions. He said that his project with Sembello, which was recorded as a master in various studios around L.A. during down time for future considerations, is now being shopped among major labels. He said that the R&B/pop music of Sembello, which was engineered by Margouleff partner **Howard Slegel**, has garnered strong interest among some industry majors. Margouleff said another project involving local pop outfit **Avalon** may also come out as a shot in the dark. The band, which has recorded on various film soundtracks, has now been approached about composing and performing the soundtrack to a horror movie spoof now in production. Margouleff is keeping at the center of a variety of things, not only to stimulate creativity, but to stir up the business juices as well.

SOUNDTRACKING — Legendary jazzist **Ornette Coleman** recently put the finishing touches on the soundtrack to **Peter Bogdanovich's** forthcoming cinema effort, entitled *Box Office*. Coleman, who recently re-emerged on the New York jazz stage June 26-27 during a series of dates at **Joe Papp's Public Theater**, wrote, arranged and performed the soundtrack for Bogdanovich, who wrote, directed and produced the film.

RAP MANIA — Talking Heads bassist **Tina Weymouth** has been in the studio and has reportedly come up with a pseudo rap effort, titled "Wordy Rappingood" b/w "Elephant." Word has it that the A-side music is danceable and fun and that the flip side, while danceable, will grow monotonous after a few spins. But remember that Weymouth, who is fronting the band **Tom Tom Club**, never makes boring music. The 12" Island single is so far only an import in the U.S.

ODD CROSSOVER VINYL — Imagine your favorite R&B station blasting away with **Kraftwerk's** new Warner Bros. LP on the turntable. The group's title track single, "Pocket Calculator," which features the quirky rhythmic groove the German-based quartet is known for, has "werked" its way into WBLS-FM's rotation. The station is not a novice at such daring programming. The **Bus Boys's** debut Arista product has also earned a place on the station's playlist.

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JAZZ

ON JAZZ

FESTIVAL FINALE — Whew! Unbelievable but true, we made it through another festival extravaganza. True to form, this year's Kool Jazz Festival in New York (formerly the Newport Jazz Festival) was a three-ring circus of conflicting programs, inexcusable omissions, hit-or-miss sound systems and more than a few of the finest musical moments we've heard in a long time. With as many as three concerts scheduled simultaneously, deciding which shows to see was frequently a toss-up (We defy anyone to choose between "M'Boom Meets the World Saxophone Quartet," Art Blakey with Freddie Hubbard, "The Art of Jazz Singing" with Carmen McRae and Joe Williams or the Public Theater's presentation of Ornette Coleman and Prime Time and not experience some remorse over their decision!). Aside from World Sax, representatives of the avant garde were conspicuously few: Art Ensemble of Chicago saxophonist Roscoe Mitchell made a brief but controversial appearance on the "Goin' to Chicago" program (Mitchell's contribution consisted of modulating off one tone for several minutes; the Broadway crowd was not pleased) and violinist Leroy Jenkins' group split a Town Hall bill with Air. Although we were fairly fortunate, many people complained loud and hard throughout the festival about poor sound, especially at electric concerts held in Carnegie and Town Halls. Yet, through it all, there were many excellent concerts and a couple of pleasant surprises. Perhaps the highest level of energy was generated during the opening night collaboration between M'Boom and World Sax. Held in the vast Cathedral of St. John the Divine, the percussionists were spotted a few points over



BLOWIN' AT KOOL — Trumpet player extraordinaire Freddy Hubbard was one of the featured performers at this year's New York Kool Jazz Festival.

the saxophonists by the hall's unwieldy acoustics. While unison sax parts travelled to the back of the church, where they collected and slowly rolled back towards the stage, creating very strange echoes, M'Boom's glistening percussion had no problem cutting through the expanse of the Cathedral. The saxophonists did manage to rise to the occasion, however, and Julius Hemphill, David Murray and Oliver Lake challenged the hall with spark and candor. As always, M'Boom was astoundingly melodic, as the nine-man percussion ensemble incorporated saw, chimes, steel drums, vibes, timbales, trap sets and a wall of gongs into their performance. M'Boom pit boss Max Roach was the undisputed heavyweight champ of the evening. . . . Although rumours abounded of personality clashes between singers Nell Carter and Linda Hopkins, their "Wild Women Don't Have the Blues" program was an engaging blend of blues and black vaudeville. Pianist/arranger Dick Hyman led a somewhat less than fiery band that featured contributions from Kenny Davern, Doc Cheatham, Jay Berliner and Vic Dickenson. While special guest Sippie Wallace could barely walk or see, she could still hear the blues. Any 82-year-old woman who sings "You been flirtin' with the butcher/you been flirtin' with the baker/but now you're messin' with my man/and that's flirtin' with the undertaker" is one feisty customer. . . . An evening of duets at Carnegie Hall featuring Carol Sloane and Norman Simmons, Herbie Hancock and Ron Carter, Zoot Sims and Lee Knoitz and John Lewis and Milt Jackson proved too staid for our tastes, although most people we talked with thoroughly enjoyed the concert. However, we found Red Rodney and Ira Sullivan to be the only real stand-outs on the bill. . . . Our luck was better the next evening when we returned to the hall for an outstanding performance by Ella Fitzgerald with the Jimmy Rowles trio. Will somebody please tell us how she still manages to sound like she's 19? . . . Dancers had a real field day at Roseland. A killer bill featuring Panama Francis and his Savoy Sultans and the Ellington

(continued on page 41)

TOP 40 ALBUMS

	Weeks On Chart	6/11		Weeks On Chart	6/11
1 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	1	12	20 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	20	8
2 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E 305)	2	36	21 MAGIC TOM BROWNE (GRP/Arista 5503)	13	22
3 "RIT" LEE RITENOUR (Elektra 6E-331)	3	11	22 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	24	15
4 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	4	14	23 RAIN FOREST JAY HOGGARD (Contemporary 14007)	21	7
5 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	7	5	24 RACE FOR THE OASIS KITTYHAWK (EMI-America ST-17053)	25	5
6 THE DUDE QUINCY JONES (A&M SP 3721)	5	15	25 WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	—	1
7 HUSH JOHN KLEMMER (Elektra 5E-527)	6	7	26 ALL MY REASONS NOEL POINTER (Liberty LT-1094)	19	15
8 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DELUCIA (Columbia FC 37152)	9	7	27 ALL AROUND THE TOWN BOB JAMES (Tappan Zee/Columbia C2X 36786)	26	22
9 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153)	10	6	28 M.V.P. HARVEY MASON (Arista AB 4283)	27	9
10 GALAXIAN JEFF LORBER FUSION (Arista AL 9545)	8	13	29 TIN CAN ALLEY JACK DeJOHNETTE'S SPECIAL EDITION (ECM 1-1189)	31	4
11 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010)	11	20	30 PATRAO RON CARTER (Milestone M-9099)	28	12
12 TARANTELLA CHUCK MANGIONE (A&M SP-6513)	12	9	31 UNITED WOODY SHAW (Columbia FC 37390)	32	3
13 STRAPHANGIN' BRECKER BROTHERS (Arista AL 9550)	14	6	32 THE BEST OF AHMAD JAMAL (20th Century-Fox/RCA T-631)	33	2
14 LIVE STEPHANE GRAPPELI/ DAVE GRISMAN (Warner Bros. BSK 3550)	15	7	33 CARNAVAL SPYRO GYRA (MCA 5149)	29	38
15 APPLE JUICE TOM SCOTT (Columbia FC 37419)	23	2	34 BY ALL MEANS ALPHONZE MOUZON (Pausa 7087)	34	18
16 'NARD BERNARD WRIGHT (GRP/Arista 5011)	16	21	35 DOUBLE RAINBOW TERUMASA HINO (Columbia FC 37420)	—	1
17 VOICES IN THE RAIN JOE SAMPLE (MCA 5172)	17	24	36 EYES OF THE MIND CASIOPEA (Alfa AAA-10002)	30	8
18 LOVE LIGHT YUTAKA (Alfa AAA-10004)	18	11	37 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	37	10
19 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC37126)	22	11	38 LATE NIGHT GUITAR EARL KLUGH (Liberty LT-1079)	36	33
			39 WINTER MOON ART PEPPER (Galaxy/Fantasy GXY-5140)	35	10
			40 GIVE ME THE NIGHT GEORGE BENSON (Qwest/Warner Bros. HS 3454)	39	50

THE MAN WITH THE HORN — Miles Davis — Columbia FC 36790 — Producer: Teo Macero — List: None — Bar Coded

This is easily the most anticipated jazz release of the year. Davis fans will be pleased to hear that the trumpeter still has what it takes, as he works out sans electronic devices. It ain't "Bitches Brew," but the godfather of the fusion movement weaves a generous sampling of rock and black pop styles to make this an essay on the possibilities of jazz/funk/dance fusion. Expect this one to cross over.

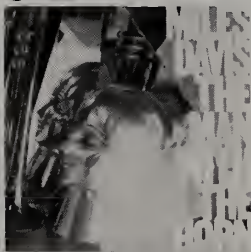
LIVE AT THE PUBLIC THEATER IN NEW YORK — Giorgio Gaslini Quintet — Dischi Della Querclia 2Q 28009 — Producer: Gioglio Gaslini — List: 15.98

Italian pianist/composer/Producer Gaslini, well known in Europe for his fine technical abilities and role as proselytizer for the American avant garde jazz movement, has yet to make his mark in this country. This excellent double-pocket set, featuring fine contributions from saxophonists Gianluigi Trovesi and Gianni Bedori, should help to rectify the situation. Distributed here by Rounder Records.

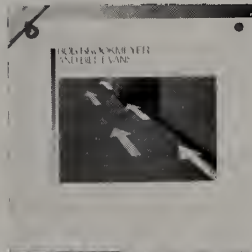
THREE QUARTETS — Chlck Corea — Warner Bros. BSK 3552 — Producer: Chlck Corea — List: 8.98

It's nice to see Chlck Corea can still lay off the cute stuff when he wants to. This is a real stripped-to-the-waist-and-ready-for-action group, with Eddie Gomez on bass, Steve Gadd on drums and Michael Brecker on a truly smokin' tenor saxophone. The section of "Quartet No. 2" dedicated to John Coltrane is easily the most forthright, in-the-groove track Corea has laid down in years. Play on.

JAZZ ALBUM PICKS



GIORGIO GASLINI QUINTET
LIVE AT THE PUBLIC THEATER IN NEW YORK



AS TIME GOES BY — Bob Brookmeyer and Bill Evans — Blue Note LT-1100 — Producers: Jack Lewis and Pete Welding — List: 8.98

This is a goody. If you weren't hip to it the first time around as "The Ivory Hunters," you now have the perfect opportunity to discover a unique double piano date. Brookmeyer, a renowned valve trombonist, is also a superior pianist, and he acts as an excellent foil for Evans. The MJQ rhythm section of Connie Kay and Percy Heath gives this album the sensitive rhythmic foundation it needs.



APRIL IN PARIS/LIVE — Thelonious Monk — Milestone M-47060 — Producer: Orrin Keepnews — List: 9.98

Part of Milestone's Riverside reissue series, it's been far too long since these 1961 concert recordings were available. Having had so many great tenor players in his band, Monk's recordings with saxophonist Charlie Rouse don't always receive the accolades they should. Suffice to say, he again demonstrates that he has absorbed enough of Monk's conception to extend each piece through his contributions.



ECHOES FROM AFRICA — Dollar Brand and Johnny Dyani — Inner City IC 3019 — Producers: Horst Wever and Matthias Winkelmann — List: 7.98

While many of the more experimental rock musicians like David Byrne and Mick Fleetwood are just discovering the possibilities of fusing African rhythms and folk melodies with western pop music, pianist Dollar Brand and bassist Johnny Dyani have been following a similar trail across three continents for some time. Naked in its simplicity, the calm yet joyous tone of this album makes for a culturally transcendent yet highly personal recording.



KOOL JAZZ IN NEW YORK — Jazz activity in New York City got a major boost from the recently completed Kool Jazz Festival. Aside from festival-sponsored concerts, independently produced events like Ornette Coleman's performance at the Public Theater and New York Jazz Magazine's awards reception also helped to make the city a summer haven for jazz lovers. Pictured in the **top row** are (l-r): Freddie Watts and Ray Mantilla of M'Boom; author and drummer Arthur Taylor; Dr. George Butler, vice president, jazz A&R, Columbia Records; Max Roach of M'Boom; Julius Hemphill of the World Saxophone Quartet; and

Coleman talking with ASCAP membership representative Tyron Jenkins backstage at the Public Theater. Shown in the **bottom row** are (l-r): Ella Fitzgerald accepting a bouquet of roses from Ken Sunshine, ASCAP communications coordinator, during a break between her two shows at Carnegie Hall; and Panama Francis, Roy Eldridge, Sun Ra, Papa Jo Jones, Johnny Hartman, Jimmy Heath, Vic Dickerson and Bob Ottenhoff of radio station WBGO at the New York Jazz Magazine awards ceremony at the Savoy. Highlight of the Kool Festival was Miles Davis' first public appearance in several years.

Barbara Mandrell: Crossing Over To Mass Appeal Via TV

(continued from page 24)

whatever I want it to do."

Mandrell was born on Christmas Day in Houston in 1948. By the time she was five she was playing the accordion. "Before I learned to read English," she says, "I learned to read music . . . both treble and bass clef."

Three years later, while playing with two cousins, she discovered she could sing harmony. "I remember making everybody listen to me like at a family gathering," she recalls. "I'd go from person to person and say, 'Now, listen to this.' I made sure they found out I could sing harmony."

When Mandrell was 11, her mother, Mary, and father, Irby, began playing bass and guitar, respectively, at home for entertainment on weekends with Norm Hamlet, a steel player noted for his work in Merle Haggard's band. Mandrell was immediately captivated by Hamlet's instrument, and coaxed him into teaching her how to play it.

Two weeks later, she added the saxophone to her studies when she enrolled in band at school. As she puts it, "Once you stop playing for free and start playing for money, you've gone professional." Six months later, Mandrell was a pro.

Shortly after, the family formed a musical unit, the Mandrells, along with two other young men, one of them a drummer named Ken Dudney. Mandrell began dating Dudney when she was 14, and, four years later, upon graduation from high school, the two were married. Disavowing her musical interests, she became a serviceman's wife, but while Dudney was overseas, she moved with her family to Tennessee.

One night, upon arrival in Nashville, she attended the Grand Ole Opry at the original Ryman Auditorium. In the middle of the show, she turned to her father and said, "If you'll manage me, I'd like to try to get on the other side of the microphone again. I wasn't cut out to be in the audience."

It was no time at all before she was performing at Nashville's nightspots and Printer's Alley, and, just four months after her move to Music City, Mandrell signed with CBS Records. Under the direction of Billy Sherrill, she stayed with the label five years, joining the Grand Ole Opry in 1972. In 1975, she jumped to ABC Records (now owned by MCA) and, since working with producer Tom Collins, has put together a long string of hit material ranging from the slow, moving "Years" to her spunky "Sleeping Single In A Double Bed" to the R&B-flavored remake of Luther Ingram's "(If Loving You Is Wrong) I Don't Want To Be Right."

Prime Time Sisters

It wasn't until the Mandrell sisters began appearing on prime time, though, that Barbara became a household name. The sudden spurge in recognition has caused its share of problems. "TV is very powerful," she notes. "It's visual; it's a saturated, concentrated effort. I can't go anywhere now without being recognized."

Her biggest worry, a drop in record sales that seems to accompany the transition of most recording artists who become regular television personalities, failed to surface. "The show has actually increased my record sales," says Mandrell. "It was a concern of mine before doing the television

show — I thought it might hurt. MCA told me, though, that the retailers say they have people come in asking for a Barbara Mandrell record — they're not looking for anything in particular — they're just looking for anything."

Mandrell surrounds herself with business associates who double as relatives (aside from Collins and Dennis Morgan and Kye Fleming, who write most of her songs). Her sisters, Louise and Irlene, are, of course, regulars on the show, and Louise performs alongside her husband, R.C. Bannon. Barbara's husband is her financial manager ("He has to make sure that we have a future because there's no retirement in our business. You don't know when your retirement comes; it comes when the fans say it comes"), and her mother is responsible for managing her Nashville office. Even her mother-in-law is a part of the team, running the fan club, which has become a major task since the TV show began.

Credits Father

Mandrell has the utmost respect for her father, Irby, who acts as personal manager for both Barbara and Louise. "My entire career," she says, "my entire existence — a lot of the credit goes to my father. He's the greatest manager — not just because he's my dad. He's got a lot of artists asking for him, but he doesn't have the time. It's a full-time job with me and Louise."

With all that she has accomplished in just 32 years, Mandrell maintains that she has "just scratched the surface." It doesn't take her long to come up with new endeavors for the future.

"There are some great ideas in recording that I haven't gotten to do yet," she says. "We're about to attempt it, but it's going to take awhile to get all the tracks down." After a brief summer tour, she's scheduled to begin work on her next album Aug. 9.

After a couple months of deliberation, she has also agreed to return to Hollywood in September and begin a second year with NBC. "In television our ratings actually went higher when they started showing reruns," boasts Mandrell. "It's one of those shows where new people discover you all the time, so I expect to go back and do an even better show than we did before."

Serious About Films

"Beyond television, I'm dead set on and quite serious about doing some films. I had a taste with the TV show, just enough to make my mouth water."

Thanks to Collins, she is learning about publishing (Collins heads Pi-Gem) and producing, and is also interested in handling production duties for records, television shows and, eventually, movies. A part in a Broadway play isn't outside of her realm of thinking either.

One would tend to think that, after the months spent on the set in Hollywood, she would want to take a rest. "When I get tied up in knots, I think about years ago at Fan Fair or years ago at conventions when I was bored and nobody wanted to come and see me," she relates, "and that helps you keep things in their proper perspective."

"I'm a positive person; I have to find the positive things and really concentrate on them and forget the negative things: the hours and the strain."

INTERNATIONAL

Canadian Industry Carries On Despite National Postal Strike

by Kirk LaPointe

TORONTO — A national mail strike has disrupted the business community and could erode the music industry's anticipated profit margins if it lasts — as it is expected to — for several weeks or months. While many record companies, promoters, agents and publishers surveyed by **Cash Box** last week have at their disposal alternative means of conducting business, all agree that a prolonged strike by the Canadian Union of Postal Workers will make chaotic the often-tenuous ties with many industry concerns in outlying areas of the country.

The postal workers began their strike at midnight, June 30. Negotiations with the federal Treasury Board broke off three days earlier. At press time, no further talks were scheduled.

Record companies could eventually bear the brunt of the strike most deeply. A survey of six major and independent firms found that most were relying heavily on retailers to help distribute albums and singles to radio stations in secondary Canadian markets, some were making greater use of the government-run (but not strikebound) priority post service, and all were utilizing existing courier and inter-branch trucking systems.

No Choice

"Let's face it," said David Bluestein, president of The Agency, the country's largest concert and club agent, "nothing is the same without the mail service. We can do all we can, but nothing will replace the mail."

Bluestein said his firm is making use of drivers and couriers locally and is utilizing

air and bus courier systems to other centres.

Larry Green, national promotional director for WEA Music of Canada Ltd., said his firm is trying to upgrade its out-of-town salesman and promotional visits. Green also said he has phoned many radio stations in smaller communities and has asked them to pick up promotional records — for which WEA has recently begun to charge a flat annual fee — at nearby retail outlets.

"We're quite sure our plan will meet with cooperation, particularly in smaller towns where the retailers and radio stations tend to work together closely," Green said. "And there's really no problem in major Canadian centers. We're confident we can get the product to those people."

The radio service, begun this year, charges stations \$375 a year for rock product, \$300 for adult contemporary and \$50 for country. Stations requiring full service pay \$625 annually.

"We're in a sort of double bind because of the service," Green admits. "But we learned a lot from the last strike (six years ago, which lasted 10 days)."

Liz Braun, national press and publicity director for CBS Records Canada Ltd., said

(continued on page 35)

CBS/Sony Tells Accounts To Stop Renting Records

by Koza Otsuka

TOKYO — Following closely on the heels of calls for a government ban on the renting of records at retail outlets, CBS/Sony has informed its accounts that its product must not be used as rentals. The CBS/Sony announcement, in the form of a letter to its accounts, followed official calls for the banning of rentals by the Japan Phonograph Record Assn. (JPRA) (**Cash Box**, April 11) and the AARDJ, the retailers' trade association. (**Cash Box**, July 11).

Citing the reason that CBS/Sony product "should be sold to users only for their own use and not for lease and duplication," the company's letter to its accounts said, in part, that "all dealers are required not to sell records we manufacture to rental record dealers.

"In short," the letter continued, "we must exclude the rental business from the record industry to guard our legal interests."

With nearly 300 outlets throughout Japan offering record rentals, the JPRA and AARDJ both claim that the practice encourages home taping and violations of existing copyright laws.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — **Marlo Kaminsky**, president of Microfon Argentina, reported to **Cash Box** that his company has signed an agreement with RCA for the pressing and distribution of the Microfon product through the RCA organization. The contract was signed with **Adolfo Pino**, RCA's international vice president, in Rio de Janeiro and is effective immediately. Kaminsky told **Cash Box** that this agreement will allow him to concentrate his efforts on the development and promotion of new product, while the RCA commercial team will be able to directly reach 35% more dealers than the previous Microfon net.

American Recording is this week hosting the visit of Brazilian chanteuse **Gretchen**, whose tour to Argentina has already been mentioned in this column. Her latest album, which includes "Conga, Conga, Conga," a discotheque hit, is selling briskly.

CBS and Interdisc hosted a convention at the Bauen Hotel to explain to the CBS sales force the ideas behind the sales & promo campaign that will follow the distribution contract signed between both companies last week. The event has been attended by execs of both companies, and a new label, to be distributed also by CBS and A&Red by Interdisc topper **Ruben Aprille**, is to be launched soon.

The Chamber of Record Producers issued a letter to the Minister of Economy stating that, due to incorrect policies in the past, the phonographic industry is facing serious economic and financial problems. One of the reasons for this has been the import of hundreds of thousands of records and tapes in the past, and the chamber is asking for a straight increase in import duties and a moratorium on national, state and city taxes.

PolyGram is releasing a new album by pop chanteur **Sergio Denis**, who has been a hot name for months due to three albums released by different companies: PolyGram last year launched his previous album, followed by K-tel with a compilation and CBS with a budget LP of old recordings.

EMI has been developing promotion efforts in the TV field through videocassettes of its main international artists that are admitted in programs in Buenos Aires and the interior of the country. There is also work around window panels for dealers on a nationwide basis.

miguel smirnoff

Canada

TORONTO — WEA is breathing a sigh of relief over the continuing national mail strike. It sent two key Canadian releases — the much-touted debut album from **Geoff Hughes** and the debut single from **Bernie La Barge** — to radio stations days before

the strike pulled off. Impressive national adds have resulted . . . LaBarge is heavily involved in another strong comeback recording — the **Walter Zwole and the Rage** album from A & M. "Thrillz" is Zwole at his most assured in years. **Robin Geoffrey Cable** seems to have wrought the power that Zwole capably conveys in concert but so rarely displays on vinyl . . . **Saga** will play the Redding Festival in Britain this summer. The band is recording a fourth disc with **Rupert Hine** in England.

kirk lapolnte

France

PARIS — A&M Records chairman **Jerry Moss** recently completed a promotion and business trip of nine countries in Europe in as many days. The visit followed the enormous success of A&M product in Continental Europe (distributed by CBS Records), and the sales breakthroughs of its **Supertramp** and **The Police**. During his business meetings with CBS staffers in the major markets, Moss took time to present and promote upcoming releases by major A&M artists, including **Brothers Johnson**, **Peter Frampton**, **Herb Albert**, **Styx**, **Tim Curry**, **.38 Special**, **Split Enz**, **Bryan Adams**, **Carpenters**, **Neville Brothers**, **Rita Coolidge**, **Squeeze** and **Robert Williams**. One of the highlights of the trip was the presentation to Moss by **Norman Block**, managing director, CBS Switzerland, of a specially designed triple platinum award for Supertramp's "Breakfast in America" album. The sales of "Breakfast in America" per person of the Swiss population is equivalent to sales of over five million units in the United States. Moss also received on behalf of **Will Jennings**, songwriter for **Almo Irving** and **Rondor Music International**, a gold record for sales in Holland of over 50,000 copies of the **Steve Winwood** LP, "Arc of a Diver," to which Will contributed four songs, including "While You See A Chance" and "Night Train." The album is now approaching the platinum mark.

dilek koc

Italy

MILAN — WEA Italiana is organizing a promotion operation for July called "WEA brings music." A coach full of artists (among them **Enzo Avallone**, **Nicola Di Bari**, **Il Giardino del Semplici**, **Ronnie Jones**, **Michele Pecora** and others) will visit record shops, journalists, disc-jockeys and operators in the music business throughout Italy.

CGD recently released a new album by **Mimmo Cavallo**, entitled "Uh, Mamma." The track, written by Cavallo when the Russians invaded Afganistan, is a "hymn" to freedom.

The 15th edition of the SIM/HiFi (International Music and High Fidelity Fair) will



RISING STAR — Scotland's **Sheena Easton** (c), whose debut single, "Morning Train (9 To 5)," on EMI was a worldwide hit, received a gold record from EMI America/Liberty Records president **Jim Mazza** (l) and EMI/A&R vice president **Don Grierson**, who were in London on a business trip.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Tu Para Mi** — Franco Simone — Microfon
- 2 **Hoy He Empezado A Quererte** — Dyango — EMI
- 3 **De Nina A Mujer** — Julio Iglesias — CBS
- 4 **Todo Fuera Del Amor** — Air Supply — Microfon
- 5 **Su Mas Vallente** — Lucrecia — CBS
- 6 **The Gambler** — Kenny Rogers — EMI
- 7 **Vivir Sin Ti** — Camilo Sesto — Microfon
- 8 **Living In The Front Line** — Eddy Grant — ATC/Music Hall
- 9 **Carlita De Pena** — Los Moros — RCA
- 10 **Quiero Dormir Cansado** — Emmanuel — RCA

TOP TEN LPs

- 1 **Musica Muy Exclusiva** — various artists — K-tel
- 2 **Como Te Amo** — various artists — K-tel/ATC
- 3 **De Nina A Mujer** — Julio Iglesias — CBS
- 4 **En Argentina** — Franco Simone — Microfon
- 5 **Pensar En Nada** — Leon Gieco — Music Hall
- 6 **Flash Gordon** — soundtrack — EMI
- 7 **Estrellas En 45** — various artists — Phonogram
- 8 **Exitos Del Amor 81** — various artists — Microfon
- 9 **Greatest Hits** — Kenny Rogers — EMI
- 10 **Chanson D'Amour** — various artists — K-tel

—Prensario

Australia

TOP TEN 45s

- 1 **Bette Davis Eyes** — Kim Carnes — EMI America
- 2 **This Ole House** — Shakin' Stevens — Epic
- 3 **Turn Me Loose** — Loverboy — CBS
- 4 **Bad Habits** — Billy Field — WEA
- 5 **Kids In America** — Kim Wilde — Rak
- 6 **Gotta Pull Myself Together** — The Nolans — Epic
- 7 **Jealous Guy** — Roxy Music — Polydor
- 8 **They Won't Let My Girlfriend Talk To Me** — Jimmy & The Boys — Avenue
- 9 **Stars On 45** — Mercury
- 10 **Keep On Loving You** — REO Speedwagon — Epic

TOP TEN LPs

- 1 **The Beatles Ballads** — Parlophone
- 2 **Face Value** — Phil Collins — Atlantic
- 3 **Bad Habits** — Billy Field — WEA
- 4 **The Fox** — Elton John — Rocket
- 5 **Loverboy** — CBS
- 6 **Corroboree** — Split Enz — Mushroom
- 7 **Vienna** — Ultravox — Chrysalis
- 8 **Hi Infidelity** — REP Speedwagon — Epic
- 9 **Christopher Cross** — Warner Bros.
- 10 **Bad For Good** — Jim Steinman — Epic

—Kent Music Report

Germany

TOP TEN 45s

- 1 **Stars On 45** — CNR
- 2 **Hands Up (Give Me Your Love)** — Ottawan — Carrere
- 3 **Lieb mich ein letztes Mal** — Roland Kaiser — Hansa
- 4 **In The Air Tonight** — Phil Collins — Atlantic
- 5 **Shaddap You Face** — Joe Dolce Music Theatre — Ariola
- 6 **Loreley** — Dschinghis Khan — Jupiter
- 7 **This Ole House** — Shakin' Stevens — Epic
- 8 **Chequered Love** — Kim Wilde — RAK
- 9 **Bette Davis Eyes** — Kim Carnes — EMI
- 10 **Mind Of A Toy** — Visage — Polydor

TOP TEN LPs

- 1 **A wie ABBA** — ABBA — Polydor
- 2 **Face Value** — Phil Collins — WEA
- 3 **Long Play Album** — Stars On 45 — CNR
- 4 **Visage** — Polydor
- 5 **This Ole House** — Shakin' Stevens — Epic
- 6 **Turn Of The Tide** — Barclay James Harvest — Polydor
- 7 **Christiane F.** — *Wir Kinder vom Bahnhof Zoo* — soundtrack/David Bowie — RCA
- 8 **Die schönsten Melodien der Welt No. II** — Orchester Antony Ventura — Ariola
- 9 **Stinker** — Marius Muller-Westernhagen — Ariola
- 10 **Computerwelt** — Kraftwerk — Kling Klang

—Der Musikmarkt

INTERNATIONAL



RCA ARGENTINA TO MANUFACTURE, DISTRIBUTE MICROFON LABEL — RCA Records Ltd. (Surcursal) of Argentina and Microfon Argentina, that nation's largest independent label, have reached an agreement under which RCA will manufacture and market all Microfon product, as well as Ariola, Arista, MCA, Motown and others, which Microfon distributes in Argentina. Pictured at the signing are (l-r): Paul Friedman, manager, international financial planning and analysis, RCA; Buddy McCluskey, director, marketing, RCA Latin America & Pacific; Mario Kaminsky, head of Microfon; Adoito Pino, vice president, RCA Latin America & Pacific; and Jorge Schutt, director, finance, RCA Latin America & Pacific.

INTERNATIONAL DATELINE

take place in Milan, Sept. 3-7, at the Milan Fair Center. Exhibitors and visitors are expected from every part of the world.

The Red Record label, directed by **Sergo Veschl** and oriented toward new jazz talents, signed a distribution agreement with I.R.D. The label was previously distributed by Editoriale Sciascia.

A new recording studio was born in Milan — **Bob Studio**. Managing director is the musician and arranger **Gianni Bobbio**.

The eighth edition of the singers & songwriters review, organized by the Club Tenco, will take place in Sanremo Sept. 1-5. The Tenco awards will be given this year to **Chico Buarque de Hollanda**, **Ornella Vanoni** and **Giorgio Calabrese**. Beside the review, there will be the sixth Congress of the New Song, which will be attended by artists and journalists.

Organized by L'Associazione (the association of the Italian composers and authors), a free concert attended by more than 100,000 people took place in Milan at the Piazza Duomo on July 1. On the stage there were some of the most famous singers/songwriters in Italy — **Franco Battiato**, **Pino Daniele**, **Giorgio Gaber**, **Gino Paoli**, **Roberto Vecchioni** and **Antonello Venditti**.

The Sugarmusic publishing group acquired the Insieme music publishing company, created by **Bob Lumbroso**. The Insieme catalog includes many hits by **Mina**, **Ornella Vanoni**, **Johnny Hallyday**, **Demis Roussos**, **Miguel Bose** and others. Lumbroso will continue his activity as an independent producer and music publisher with the Carre d'As company.

Good times for foreign artists on tour in Italy during the summer. After the successful tour of **Dire Straits**, concerts have been announced by **Robert Palmer** and **John Mayall** (July); **James Brown** (July and

August); **David Crosby** (end of July); and **Grace Jones** and **Ray Charles** (August and September). Another big name from England, **Mike Oldfield**, is currently on tour in Italy.

The song contest Un Disco Per L'Estate, organized by **Gianni Ravera**, was held in Saint Vincent from June 25-27. The winner of this edition was the singer **Franco Dani** with the song "Piccolo Amore Mio," available on the Vedette label.

mario de luigi

Japan

TOKYO — **Minoru Sasaki**, president of Shinjuku-Teito-Musen Co., one of the big record retailers in Tokyo, has been elected as the chairman of the board of directors of the Association of All Record Dealers of Japan (AARDJ) at the general meeting held at Atami spa in Tokyo June 23.

According to the Japan Phonograph Record Assn. (JPRA), the total record sales revenues in May this year reached 14.4 billion yen, eight percent down from the prior month, but 10% up over the same month of the previous year. On the other hand, in volume, this was 13,159,000 units, 13% down from the last month and a seven percent decrease from the same month of the previous year.

At the same time, the total sales of tapes in May reached 6.9 million units in volume, two percent and 11% up, respectively, over both previous months and the same month of the prior year. Sales revenues of 10.1 billion yen, 12% and 16% up, respectively, prior month and the same month of last year. Of the formats of tapes, eight-tracks showed the highest increase, with 16% and 18% increases in volume over the previous month and the same month of the prior year, respectively.

kozo otsuka

Canadian Music Industry Carries On Despite Strike

(continued from page 34)

the company's promotional representatives in many centers are servicing newspaper reviewers much in the same way radio is traditionally covered.

Braun said the company has in the past made strong use of the priority post service, and is giving its important mail for international destinations to its Toronto customs broker for posting in New York State.

Judy Anderson, manager of communications for CBS, said the firm is making use of courier systems to maintain a steady flow of checks and invoices.

"Usually, when we go to pick up a check, an invoice is exchanged," Anderson said. "We've already been using the priority post and courier systems in the past, and during the strike we're likely to step that up quite a bit. But all mail that isn't important is being held back."

Representatives from all six record firms surveyed said the strike would not affect release dates for domestic or international product.

"You can't close up shop because the strike is on," said Jane Hodgson, publicity director for Capitol Records-EMI of Canada Ltd., which is making heavy use of local courier and Ontario sales systems. She said much of the company's correspondence to stations and newspapers will be included in packages sent by courier.

Radio stations in Moncton, New Brunswick, Thunder Bay, Ontario, Regina, Saskatchewan and Windsor, Ontario — all important secondary markets without branch offices nearby — said it was too early to determine the effects of the strike, but all had contacted some companies about the flow of product and were assured by discussions.

While the mood of those surveyed seemed somewhat carefree during the first few days of the national walkout, all agreed that their attitudes could sour if the situation persists for weeks.

"At this point," a deadpan Bluestein quipped, "it has given me a great excuse to tell people, 'Your check is in the mail.'"

Devort Upped At UA

PARIS — Bertrand Devort was recently named to the post of director of advertising and publicity for United Artists in France. He replaces Gianni Masotto, who was named international press representative for UA in Hollywood, Calif.

Devort joined UA in 1977 as a trainee at the firm's Bordeaux branch office. Following that stint, Devort served at UA branches in Colombia, Peru and Venezuela.



MORE AWARDS — During a recent concert tour of Australia, CBS recording artist Billy Joel (l) was awarded platinum discs for sales of his "The Stranger," "52nd Street" and "Glass Houses" LPs. Paul Russell, CBS Australia managing director, presented the awards.

Azzoli Named To Head ATV Music Of Canada

TORONTO — Val Azzoli has been named to the position of vice president/director of ATV Music Publishing of Canada and Welbeck Music of Canada. The restructuring of the Canadian arm of the ATV publishing operations also saw Sam Trust named chairman of the board.

In addition, the headquarters of ATV Music for Canada has relocated to 180 Bloor Street West, suite 1400, Toronto M5S 2V6.

Azzoli, who has been with the Canadian branch of ATV Music since its inception in 1978, previously served as a professional manager and producer. He was instrumental in signing Canadian writers Eddie Schwartz ("Hit Me With Your Best Shot"), now recording for Atco; B.B. Gabor, currently with Anthem; Dave Tyson; and CBS recording artist Aldo Nova.

Annual Sales Increase At Nippon Phonogram

TOKYO — Nippon Phonogram reported a significant increase in sales revenues for the fiscal year ended March 20. Revenues of 11.1 billion yen (\$50.4 million) represented a 67.3% increase over the previous fiscal year.

Records sales accounted for 8.8 billion yen (\$39.8 million), or 79% of the total; while prerecorded tapes brought in 2.3 billion yen (\$10.6 million).

Top acts for the company during the fiscal year included Kaori Momoi, Yoshie Kashiwabara, Yukari Kaneko, Junko Ohashi and Eddy Yamamoto.

Ariola Revamps Promo

HAMBURG — K.P. Schleinitz will direct the international promotion department and Hans Scherer will be responsible for national promotion following a reorganization at Ariola Germany.

Effective July 1, the changes primarily affected the promotion department.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 Amoureux Solitaires — Lio — Ariola
- 2 Semplice — Gianni Togni — Pardiso/CGD
- 3 Chi Ferma La Musica — Pooh — CGD
- 4 Canta Appress 'A Nule — Edoardo Bennato — Ricordi
- 5 Enola Gay — Orchestral Manoeuvres in the Dark — Dindisc
- 6 Sara Perche Ti Amo — Ricchi e Poveri — Baby
- 7 Woman — John Lennon — Geffen
- 8 Donatella — Rettore — Arston
- 9 Johnny And Mary — Robert Palmer — Island
- 10 L'Artigliano — Adriano Celentano — Clan

TOP TEN LPs

- 1 Icaro — Renato Zero — RCA/Zerolandia
- 2 Making Movies — Dire Straits — Vertigo
- 3 Rondo Veneziano — Rondo Veneziano — Baby
- 4 Strada Facendo — Claudio Baglioni — CBS
- 5 Le Mie Strade — Gianni Togni — Paradiso-CGD
- 6 1978-1981 — Pooh — CGD
- 7 Lio — Ariola
- 8 Pleasure — Steven Schlaks — Baby
- 9 Guilty — Barbra Streisand — CBS
- 10 Notte Rosa — Umberto Tozzi — CGD

—Musica E Dischi

Japan

TOP TEN 45s

- 1 Blue Jeans Memory — Masahiko Kondo — RVC
- 2 Hurricane — Chanels — Epic/Sony
- 3 Nagal Yoru — Chiharu Matsuyama — News
- 4 Smile For Me — Nahoko Kawayi — Nippon Columbia
- 5 Ruby No Yubawa — Akira Terao — Toshiba/EMI
- 6 Natsu No Tobira — Seiko Matsuda — CBS/Sony
- 7 Dakaretai, Molchido — Eikichi Yazawa — Warner/Pioneer
- 8 Oyome Sanba — Hiromi Goh — CBS/Sony
- 9 Nagisa No Love Letter — Kenji Sawada — Polydor
- 10 Ai No Corrida — Quincy Jones — Alfa

TOP TEN LPs

- 1 Reflections — Akira Terao — Toshiba/EMI
- 2 Jidal O Koete — Chiharu Matsuyama — News
- 3 Greatest Hits — Arabesque — Victor
- 4 A Long Vacation — Eiji Otaki — CBS/Sony
- 5 Silhouette — Seiko Matsuda — CBS/Sony
- 6 Modern Girl — Sheena Easton — Toshiba/EMI
- 7 Orange Express — Sadao Watanabe — CBS/Sony
- 8 Ai No Corrida — Quincy Jones — Alfa
- 9 Hara Yukogakataru Hitotoki — Yuko Hara — Victor
- 10 Ringetsu — Miyuki Nakajima — Canyon

—Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 Ghost Town — The Specials — 2 Tone
- 2 One Day In Your Life — Michael Jackson — Motown
- 3 Can Can — Bad Manners — Magnet
- 4 Going Back To My Roots — Odyssey — RCA
- 5 Body Talk — Imagination — R&B
- 6 Memory — Elaine Page — Polydor
- 7 Being With You — Smokey Robinson — Motown
- 8 Stars On 45 Vol. II — Star Sound — CBS
- 9 No Woman No Cry — Bob Marley & The Wailers — Island
- 10 (You Don't Stop) Wordy Rappin'hood — Tom Tom Club — Island

TOP TEN LPs

- 1 No Sleep 'Til Hammersmith — Motorhead — Bronze
- 2 Present Arms — UB40 — DEP International
- 3 Anthem — Toyah — Safari
- 4 Stars On 45 — Star Sound — CBS
- 5 Disco Nites, Disco Daze — various artists — Ronco
- 6 Ju Ju — Siouxsie & The Banshees — Polydor
- 7 Secret Combination — Randy Crawford — Warner Bros.
- 8 Magnetic Fields — Jean-Michel Jarre — Polydor
- 9 Duran Duran — EMI
- 10 Charlots Of Fire — Vangelis — Polydor

—Melody Maker



HAVING A RENAISSANCE BALL — RCA Records recently held a party at New York's Underground to kick off the release of the new Village People LP, "Renaissance". Pictured backstage are (l-r): Ray Simpson of the group; Henri Belolo, executive producer; Felipe Rose of the group; Bob Summer, president, RCA Records; Alex Briley, David Hodo, Jeff Olson and Glenn Hughes of the group; and Jacques Morali, producer.

Black Rock Acts Find Little Support From AOR Stations

(continued from page 19)

acts like Hendrix and Garland Jeffreys, some of the more adventuresome AORs have fared well with black contemporary rock artists.

WNEW/New York, one of the nation's most promising AOR stations is currently getting good response to reggae acts like Black Uhuru, Max Romeo and Peter Tosh, while WBCN/Boston is a big booster of Mother's Finest and James.

"The last time I checked, music didn't have a color," says Tony Berardini, program director at WBCN/Boston. "If you program a Rick James or a Prince cut between Jimi Hendrix or a Foreigner, it's gonna work, because it's all rock 'n' roll."

Berardini went on to say that WBCN recently staged a live broadcast of Mother's Finest and that it was currently programming Third World and Grace Jones without any negative audience response.

Optimistic Future

Even more optimistic, WMMR/Philadelphia program director Charlie Kendall feels that there will be more of a demand for artists like James and Prince as music evolves in the '80s.

"I think that we're seeing a cyclic return to dance and R&B music," says Kendall. "Hall & Oates' 'You Make My Dreams Come True,' The A's 'Woman Got Power,' The Police's 'Zenyatta Mondatta' LP and even the new Pat Benatar are all pretty danceable stuff, and I think you'll start to see

more black-oriented rock on AOR as time marches on."

Getting the B/C-rock artist played on the AOR level has been an uphill struggle for the record company promotion man. And, while resistance is currently stronger than ever, Skip Miller, vice president of promotion for Motown, feels positively about the rock radio future for James and Teena Marie.

"If AOR stations day parted properly by putting new-to-format acts like Rick or Teena on from 10 a.m.-3 p.m. and 6 p.m.-midnight and got the active listener, I'm sure the rock audience would get behind them," Miller contends.

Presently, Miller is trying the "word of mouth" approach to AOR promotion by garnering consumer press and having his staff develop one-on-one relationships with rock programmers by phone or with regular station visits to keep James and Marie visible.

Word Of Mouth

George Gerrity, national album promotion director for Warner Bros., is also using "word of mouth" promotion for Prince and Grace Jones. Like James, both acts have had great success on the dance club circuit, but they've also had lots of trouble making it in the rock mainstream.

"We're relying on taking these acts to the streets — trying to get radio people out to see what a rock 'n' roller Prince is," says Gerrity. "We're also attempting to get media exposure — TV, live appearances and plenty of press. The press still has lots of tastemaker ability and can sell records."

While Warner Bros. is trying to win over an audience with Prince, who is close to the core of rock 'n' roll, with a grassroots level tour, it must take a different tack with new music artist Jones.

Jones is making inroads on the more open-minded FM stations and the college outlets, which remain wide open playlist-wise.

"We're going to keep plugging away with Prince and Grace," says Gerrity. "Remember, it took us two years to establish The B-52's as a serious musical entity and three albums before Devo finally blasted through to the mainstream. I think we'll eventually get there with black-oriented rock acts like Was (Not Was), Grace Jones and Prince."

Sang Signs To Sutra

NEW YORK — Samantha Sang has signed a worldwide recording contract with Sutra Records, a division of the Buddah Group. The first single, "Let's Start Again," has just been released, and Sang is currently recording her debut album for the label.



DONNA SHINES FOR CAPITOL — Capitol recording artist Donna Washington recently gave a showcase performance for label employees at Capitol's Hollywood Tower. Washington is pictured singing "Scuse Me, While I Fall in Love," from her "Going For The Glow" album.

EXECUTIVES ON THE MOVE

(continued from page 10)

Olsen Named — Kenneth Olsen has become counsel to the entertainment firm of Lewin & Aharoni, P.C., New York City.

Lamb Named At Geltzer — Patricia A. Lamb has been named a vice president of Geltzer & Company, Inc. She is a three-year veteran of Geltzer. She joined the company as an account executive and was promoted to account supervisor prior to her present post. Previously, she worked at Grey & Davis public relations.

Hadar Named — Ronnie Hadar has been named international sales manager for Media Home Entertainment. Prior to joining Media, he was vice president of the international division of Cannon Films and executive vice president of Select-A-Tape, a home video cassette company.

Gulnn To Shawnee — Shawnee Press, Inc., the music publishing division of Waring Enterprises, has appointed Patricia Guinn to the position of church music director of promotion and advertising. Her responsibilities will encompass the various aspects of promotion for both the Harold Flammer and GlorySound catalogs.

Global Appoints Tollin — The Global Satellite Network has announced the promotion of Cindy Tollin to general manager. She has been with Global since its inception in the early spring.

Dodgen Named — Warner Amex Satellite Entertainment Company has announced the appointment of Gary Dodgen as manager, affiliate relations for MTV: Music Television. He was media planner for Benton & Bowles, Inc. as well as account executive for Hecht, Higgins and Peterson.

Cheney Named — Kristofferson & Associates has appointed Philip Cheney to head its music video/film division. He recently completed a promotional video for Rhino Records' Nu-Kats, as writer, producer & director, and was also associate producer of a promotional video for Gerard McMahon & Kid Lightning, for ARC/Columbia Records.

Wilt Appointed — Al Bunetta Management has named Dawn L. Wilt to assist him in all areas. She has had experience in entertainment law and video production.

Vaughn Appointed — Warner Amex Satellite Entertainment Company has announced the appointment of Marian Vaughn to traffic manager, MTV: Music Television. She comes to WASEC from HBO where she was assistant manager of traffic. She was also community director at WHN and traffic assistant for WNBC AM and WYNY FM.

Changes At Licorice Pizza — Richard Zeff has been named Licorice Pizza's new advertising director. Previously he managed Licorice Pizza's Hollywood location and also worked in Pizza's West L.A. location. Replacing Zeff in the Sunset store as manager is Joanne Petrowich. Also announced was the appointment of Dennis Wingett as Pizza's newest district manager. Formerly Wingett was the manager of Licorice Pizza Downey. Replacing Wingett in Downey is Ed Castanon.

EAST COASTINGS

(continued from page 12)

BITS 'N' PIECES — Utopia played to an intimate audience of WNEW-FM contest winners at **Levon Helm's** home studio in Woodstock, N.Y. last weekend, but listeners all over the country had a chance to join in the fun as it was happening. The show was broadcast live via satellite to over 80 radio stations through the Source network. . . The next **Police** album is now scheduled for late September release. The group has scheduled a couple of summer North American dates, with the prospect of more to be announced. Thus far, it's Philly on Aug. 22 and Toronto the 23. . . Former Dictator **Top Ten** is working with a group called **Box Talk** . . . **The Pretenders** will begin their U.S. tour in Florida Aug. 10 to coincide with the release of "Pretenders 2" . . . **Brad Whitford**, guitarist and founding member of **Aerosmith**, has left the band to form the **Whitford/St. Holmes Band** with **Derek St. Holmes**, ex-**Ted Nugent** lead singer. The group also includes bassist **Dave Hewitt**, ex-**Babe Ruth**, and drummer **Steve Pace**. The group will debut in late July on Columbia, with **Tom (Judas Priest) Allom** producing. . . Contemporary Communications Corp. has signed ex-**Rare Bird** vocalist **Mark Ashton** for worldwide management.

dave schulps and dan nooger

DANCE DANCE DANCE — Top selling dance music records compiled from sales reports of northeast area retailers specializing in 12" singles.

Top Ten

- I'm In Love** — Evelyn King — RCA PD 12241
- I'll Do Anything For You** — Denroy Morgan — Becket BKD 502
- Shake It Up Tonight** — Cheryl Lynn — Columbia 43-02103
- Gonna Get Over You** — France Joli — Prelude 610
- A Little Bit Of Jazz** — Nick Straker Band — Prelude 612
- Get On Up And Do It Again** — Suzy Q — RFC/Atlantic DM 4813
- Razzmatazz** — Quincy Jones — A&M SP 10240
- Wikka Wrap** — Evasion — SAM S 12339
- I Know You Will** — Log — Salsoul SG 351
- Here I Am** — Dynasty — Solar 11504

Breakouts

- Let's Go Dancing** — Sparque — West End 22135
- Jammin' Big Guitars** — Vaughn Mason — Brunswick 7-13039
- Let's Dance** — West Street Mob — Sugar Hill 559
- Searching Rap** — Bon Rock & Rhythm Rebellion — Reeling & Racking 1001
- Dirty Harry** — Disco Mix — Magnum 0044
- Faith And Fire** — Vivian Reed — Carrere 8.112 (import)
- Baby Dance** — Joy — Rio 002 (import)
- Ease Your Mind** — Touchdown — Radio Shack Of London Town SHACK 12-1 (import)
- Mercy** — Carol Jiani — Matra PRO-1 (import)
- First True Love Affair** Jimmy Ross — Quality/RFC QRFC 002

COIN MACHINE

Exidy Will Open Plant In Ireland

SUNNYVALE — Exidy, Inc. recently announced plans for the opening of a production facility in Ireland. Final arrangements will be completed shortly with the IDA (Industrial Development Authority) for a plant in Nenagh, County Tipperary, Ireland.

John Hogan, who most recently served as production manager for another video games manufacturer in Tipperary, has been appointed director of manufacturing for the new Exidy facility. He will report directly to company president Noah Anglin.

Exidy Ireland Ltd. is expected to start operations August 17, this year, with their newly developed game "Venture." The new facility, according to company officials, will enable Exidy to provide high quality, realistically priced, locally produced video games to the European market.



MIDSUMMER DAY BASH — C.A. Robinson recently hosted a mid-summer showing that featured newly released games by nine major manufacturers. Pictured at the July 1 event (l-r) are: Sandy Bettelman, treasurer, C.A. Robinson; Adrea Bettelman; Frank Ballouz, vice president of marketing, Atari; MaryAnn Layne, manager of marketing services, Atari; Hank Tronick, vice president, C.A. Robinson; Leah Bettelman; and Al Bettelman, president, C.A. Robinson.

C.A. Robinson Draws 750 To Mid-summer Show

LOS ANGELES — Prompted by the flurry of potential hit games that have recently been released by major manufacturers, C.A. Robinson held a July 1 showing here featuring new product by Atari, Bally, Centuri, Cinematronics, Game Plan, Gremlin/Sega, Midway, Taito and Stern. The show, which included the usual C.A. Robinson hospitality and buffet luncheon, drew in excess of 750 people.

A plethora of new Atari video games including "Centipede," "Red Baron" and "Battlezone" were prominently displayed at the mid-summer show, but operators and members of the Southern California coin machine community were also given a chance to survey and play: Centuri's "Plelades" and "Phoenix"; Bally's new pins "Fireball II" and "Eight Ball Deluxe"; Cinematronics' "Armor Attack"; Game Plan's "Shark Attack," "Intruder," and "Killer Comet"; Gremlin/Sega's "Super Moon Cresta," "Pulsar" and "Space Odyssey"; Midway's "Wizard Of Wor" and "Gorf"; Taito's "Colony 7"; and Stern's "Super Cobra."

According to C.A. Robinson executive vice president Ira Bettelman, the one day affair was "put on because of the unusually big numbers of games that have been put on the market in recent weeks."

"We felt that there were so many strong new games out there that they deserved special consideration and awareness," said Bettelman. "We figured it would be worth the operators' time and effort to come down and see all this new product."

Bettelman added that the large turnout was a clear indication of how big and competitive the industry has become.

Midway Releases 'Wizard Of Wor' As Its Latest Full Color Video Game

CHICAGO — "Our new 'Wizard Of Wor' is a magical, colorful and challenging game that's proved to be another Midway success in all test locations," stated Stan Jarocki, vice president of marketing for Midway Mfg. Co., in announcing the release of the new video game.

In the play process, player "Warriors" descend into many different dungeon mazes to destroy a variety of monster opponents and beat the Wizard. Two players

compete for score simultaneously and can be allies against the monsters. In the one player mode, the computer acts as the second player. The game calls for quick reflexes, skill and "hide and seek" strategy.

Wizard Of Wor features a varied pattern of dungeon mazes that become increasingly difficult as the game progresses. The cast of enemy "Worlings" includes Burwors, which are always visible; and Gar-

(continued on page 39)

Taito America Announces New 'Colony 7' Video

CHICAGO — The power of "extended weaponry" is a key feature in the new "Colony 7" video game being introduced by Taito America. It enhances the play action and also provides an incentive for repeat play. According to Taito America president Jack Mittel, "For an additional coin, a player can increase his score by increasing his power of destruction. 'Extended Weaponry' is a built-in incentive for the novice and pro alike because every player wants to achieve a higher score. With Extended Weaponry, the player increases his score and the operator increases his profits."

The game's play theme puts the player on a mission to defend Colony 7 from the evil Jarvians by sending converging pulse rays to destroy the enemy before either his cannons or the entire Colony is destroyed. The enemy's fighter ships make intelligent strafing runs to penetrate the player's protective shields and the "Bomber" tries to wipe out the cannons with its sure-fire aim.

If the player destroys the enemy's Advisor he will earn a high point value and destroying the Scout means he will be attacked by fewer replacement fighter ships. When the situation seems desperate, the player can hit his Mega-Blaster button to destroy everything in the range of its radiating explosion or can activate the "Eradicator" to wipe out everything on the entire screen. Play becomes progressively

(continued on page 39)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)
2. TOUCH ME WHEN WE'RE DANCING CARPENTERS (A&M 2344)
3. (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PB-12264)
4. ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)
5. DON'T WANT TO WAIT ANYMORE TUBES (Capitol P-A5007)
6. COOL LOVE PABLO CRUISE (A&M 2349)
7. URGENT FOREIGNER (Atlantic 3831)
8. EVERLASTING LOVE REX SMITH/RACHEL SWEET (Columbia 18-02169)
9. THE KID IS HOT TONITE LOVERBOY (Columbia 11-02068)
10. DON'T GIVE IT UP ROBBIE PATTON (Liberty P-A 1420)

TOP NEW COUNTRY SINGLES

1. (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)
2. A TEXAS STATE OF MIND DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBS 49745)
3. MIRACLES DON WILLIAMS (MCA-51134)
4. OLDER WOMEN RONNIE McDOWELL (Epic 19-02129)
5. TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)
6. PARTY TIME T.G. SHEPPARD (WarnerBros./Curb WBS 49761)
7. YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)
8. MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)
9. YOU'RE THE BEST KIERAN KANE (Elektra E-4713B)
10. TEXAS COWBOY NIGHT MEL TILLIS & NANCY SINATRA (Elektra E 47157)

TOP NEW B/C SINGLES

1. I'M IN LOVE EVELYN KING (RCA PB-12243)
2. THE REAL THING THE BROTHERS JOHNSON (A&M 2343)
3. LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)
4. SQUARE BIZ TEENA MARIE (Gordy/Motown T 54327F)
5. YOU ARE FOREVER SMOKEY ROBINSON (Tamla/Motown T 54327F)
6. JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)
7. I LOVE YOU MORE RENE & ANGELA (Capitol P-5010)
8. JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191)
9. DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)
10. HOLD TIGHT CHANGE (Atlantic 3832)

TOP NEW A/C SINGLES

1. QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)
2. HEARTS MARTY BALIN (EMI America 8084)
3. FEELS SO RIGHT ALABAMA (RCA PB-12236)
4. ENDLESS LOVE DIANA ROSS AND LIONEL RICHIE (Motown M 1519F)
5. SOME CHANGES ARE FOR GOOD DIONNE WARWICK (Arista AS 0602)



Ed Doris

Doris Appointed Director Of New Distributor Group

LOS ANGELES — Edward G. Doris, former executive vice president at Rock-Ola and a 20-plus year coin machine industry veteran, has been named executive director of the newly formed Amusement and Vending Machine Distributors Assn. (AVMDA).

Commenting on the appointment, AVMDA president Ira Bettelman said, "Ed's experience in the industry makes him the perfect man for a job that requires full time effort at enacting the goals of the organization."

Bettelman also said that Doris' first assignment in his new role will be to coordinate a membership drive for the association.

The AVMDA is a trade group devoted to the interest and welfare of distributors of coin operated equipment and vending machines nationwide.



NEW STERN PHONO — Stern Electronics, Inc. announced the release of a new, 100-selection phonograph called "Da Vinci," which is currently in production at the Chicago-based factory. Sleekly designed, the attractive new model is available for immediate delivery, according to Tom Campbell, director of marketing.

COIN MACHINE

CASHBOX AND MUSIC: THE BEST OF BOTH WORLDS

Bally Unveils New Supersized Pinball machine with 'Embryon'

CHICAGO — "Embryon" is the latest supersized flipper released by Bally Pinball Division. In addition to attractive artwork and design, the new model abounds in challenging skill shots and heated pinball action.

The game has three separate captured ball features, each one slightly different in play and value. On the left side, three drop targets guard the ball and increase the value of the target behind the ball for points, extra ball and special. On the right side, a single drop target guards the ball and increases the target value for points as well as spotting a multiplier. The center captured ball feature is truly exciting with three balls and two targets. When a ball strikes either target, it qualifies the two outside targets on that side to award advance bonuses and qualifies the inner target for future closures to award an Embryon letter.

Another unique scoring feature on the new model is the top drop targets with a rotating circle of award lites. Depending upon the lite flashing when the drop targets are all hit, a letter is awarded, a bonus multiplier is spotted, the bonus is collected or an extra ball is awarded. There is also a special lite that flashes in the sequence.

Innovative Option

One of the most innovative player options in Embryon is the flipsaver flipper, which is located on the right side of the playfield and the player qualifies for it by completing the A & B lanes.

As noted by Bally Pinball Division, Embryon is a multi-ball game with a new twist. Spelling the letters E-M-B-R-Y-O-N lites the top saucer for locking the ball. The player who locked it can release it through hitting the right captive ball stand up target while the playfield release lite flashes. If the player does not get it, the next player



'Embryon'

releases it by pushing the right flipper as it is indicated by a flashing lite on the lower arch to begin his game. This ball then takes the place of a new ball coming up in the shooter lane.

Exciting Features

Embryon's exciting play action, sophisticated voice commands and eye-catching graphics make for a profit-making package, according to Bally, and "a super-size machine of the future."

The new model is available through factory distributors and further information may be obtained by contacting Bally Pinball Division, 90 O'Leary Drive, Bensenville, Ill. 60106.



VALLEY HONORS SAFFRON — In recognition of the "tops in the nation" volume of home pool tables purchased during 1980, Saffron Billiard Supply of Royal Oak, Mich. was honored by The Valley Company (Bay City, Mich.), with a unique award. This award, pictured above, is a special desk, fashioned after a Valley Black Cougar Limited coin-operated pool table, only it has drawers, with drawer pulls made of eight balls. In making the presentation to Al Saffron, head of the family-owned business, Valley president Chuck Milhem said, "Al Saffron and his family have led the way in broadening the appeal of pool and billiards in the Southeast Michigan area, and we at Valley are proud to be associated with this firm. They and others like them have been keys to the growth of this industry." Pictured are (l-r): Chuck Milhem, Al Saffron, Jo Saffron, Claudia (Saffron) Handley, David Saffron and Valley's director of sales Emil Marcet. The Valley company has also recently presented similar "one of a kind" desk awards as Distributor of the Year prizes. H.A. Franz & Co. of Houston, Tex. and Peach State Distributing Co. of Atlanta, Ga. were signaled out as this year's top distributors.

COIN MACHINE

CHICAGO CHATTER

The newly debuted "Embryon" pin is currently in full production at the Bally factory. It is described by **Tom Nieman**, Bally Pinball Division marketing vice president, as "the most exciting wide-body game we've had since 'Space Invaders,'" which is saying a lot when you consider the latter's appeal. Embryon is "very skill oriented," as he further pointed out, and is equipped with "probably the most devastating sound package" in terms not only of the accompanying sound effects but the outstanding "instructional type speech" element, which seems to be especially appealing to players. The new model's been garnering some terrific test reports — so, watch for it.

MIDWAY'S SERVICE MANAGER **Andy Ducay** spent a couple of days in Las Vegas as a guest instructor at the Nevada Gaming School, following which he planned to take a week's vacation before resuming his schedule of Midway service schools.

DATELINE DENVER, where a gala open house celebration was in progress on June 26 to herald the spacious new headquarters of Mountain Coin Machine Dist. at 300 W. 53rd Place (Unit B). General manager **Marty Cerin** said the big event drew about 15 manufacturers reps and some 300 guests. Plenty of food and beverages were served for one and all; and a lavish product display, showing current games and some brand new prototypes, highlighted the day's activities. In addition to the Denver facilities, Mountain Coin has branch offices in Salt Lake City, Phoenix and Albuquerque. We wish them well in their new digs.

TOM CAMPBELL, Stern's marketing director, was a guest at the Mountain Coin gala, accompanied by the factory's national sales manager **Ron Monzo**. Both gentlemen brought rave notices about the party and the new Mountain Coin facilities. Tom mentioned that in discussions with some of the distributor and operator guests, he observed that a turn around in pinball seems to be surfacing, attributable to "a few very strong pinball machines" among which happens to be Stern's current model, "Lightning."

Exidy Aids Public Television Station

SAN FRANCISCO — For the fourth consecutive year, Exidy, Inc. donated a video game to KQED, a public television station out of San Francisco, in support of the station's million dollar fund raising drive. The game, "Fire One," brought in a high bid of \$1,400. In addition, San Francisco distributor Advance Automatic Sales donated a second Exidy game, "Sidetrak" and, together, the donations helped KQED to exceed its \$1.2 million goal for 1981.

As stated by Meline Seeno, the station's big gifts director, "The KQED auction staff, in fact the entire working force at KQED, and I send Exidy our greatest thanks for their contribution to our Million Dollar Auction."

Lila Zinter, Exidy's director of marketing, commented, "Exidy realizes the tremendous necessity of using our growing industry to the advantage of non-profit organizations. We hope others in the field will join us in sharing the fortune of the industry with those in need."

Taito America Bows 'Colony 7'

(continued from page 37)

more challenging and difficult and bonus points increase in value as the enemy because smarter and more elusive.

Colony 7 is available in both upright and trimline cabinets through Taito's distributor network. Further information may be ob-



'Colony 7' upright and trimline

tained by contacting Taito America Corp., 1256 Estes, Elk Grove Village, Ill. 60007.

Midway Releases New 'Wizard Of Wor' Video Game

(continued from page 37)

wors and Thorwors, which move and fire more quickly and have the ability to be invisible. Worluk, the Wizard's messenger, is sent into the fray when "Worlings" are defeated. The Worluk is a winged creature that flies about the dungeon maze in an erratic manner, seeking to destroy the "Worriors" or escape. If Worluk is hit by either Warrior, the next dungeon becomes double score.

The Wizard may choose to appear when Worluk is shot. He will teleport with amazing speed, appearing in one position on the

screen and reappearing in a new position, furiously hurling lightning bolts constantly to destroy the Worriors.

Each maze pattern has Escape Doors at either end, which are used for strategic exit and entry by Worriors to outwit the monster Worlings, Worluk and Wizard. The Radar Screen feature is used to determine general location of invisible monsters in the dungeon mazes.

Players operate a four directional handle which turns and moves the Worriors about the maze. The fire button is pressed for

shots from the special rifle weapon. Single coins give each player two Worriors. Double coins give players five Worriors each. Bonus Worriors are awarded at various dungeon levels, which is operator adjustable.

Wizard Of Wor is available in three Midway models: standard arcade, Mini-Myte and cocktail table. Further information may be obtained through factory distributors or by contacting Midway Mfg. Co., 10750 W. Grand Ave., Franklin Park, Ill. 60131.



'Wizard Of Wor' arcade



'Wizard Of Wor' mini-myte



'Wizard Of Wor' cocktail

Pizza Time Hosts Asteroids Tourney To Benefit M.S.

LOS ANGELES — In an effort to raise \$50,000 for the Muscular Dystrophy Association, Pizza Time Theatre will be hosting its first Asteroids Tournament Aug. 24 through Sept. 3 at 50 Pizza Time Theatres in 12 states. Proceeds from the event, which will be hosted by Pizza Time's mouse mascot Chuck E. Cheese, will be donated directly to the association on the Jerry Lewis-Muscular Dystrophy Telethon, Labor Day Weekend.

For a one dollar entry fee, participants will be given five tokens to play the popular Atari Asteroids video games. Entrants may register to play as often as they wish during the two-week tournament, scheduled to run Mondays through Thursdays from 2-8 p.m.

Age categories will be seven and under, eight through eleven, twelve through fifteen and sixteen and over. Both the standard Asteroids game and the new Asteroids Deluxe will be used for the event.

An Asteroids Deluxe game will be given as the first Place National Prize for the highest score. Prizes given at local Pizza Time Theatres will include Atari Home Video games with the new Asteroids cartridge, as well as game tokens and Chuck E. Cheese T-Shirts.

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Anheuser-Busch Eyes Country Music Industry

NASHVILLE — Bill Hudson and Assoc., a Nashville-based advertising/public relations agency, will work as special consultants to the Anheuser-Busch, Inc. marketing department in developing projects within Nashville's music industry. Preliminary plans include live concerts, special premium recordings and celebrity endorsements.

According to Bob Brandon, director of marketing services for Anheuser-Busch, "We have been watching the growth of country music with a great amount of interest and through the Hudson Agency will be expanding our involvement with several Nashville recording artists, as well as with many of the industry's annual activities. We believe country music will continue to increase its vast appeal in the '80s, and at the same time, we want to continue our efforts to further identify with its ever-expanding number of fans."

"It's a healthy move for everyone," noted Bill Hudson, "Anheuser-Busch is internationally known for approaching all things in a first class manner, and their support of the industry can certainly only serve to enhance country music."

Hudson added that his company is open to any ideas from the industry concerning potential special projects.

SPARS July Meet Set

NEW YORK — The Society of Professional Audio Recording Studios (SPARS) will conduct a regional meeting on July 21 at 12:30 p.m. "A Record Company's View of the Audio Industry" will be the topic of discussion by Stephen Trailman, executive director of the Recording Industry Assn. of America (RIAA).

Produced by Atlantic Studios' David Telg, SPARS vice president/secretary, the luncheon seminar, set for Gallagher's Steak House, 228 W. 52nd St., New York, will cost \$20 per person. Reservations may be made by contacting Beverly Fish at (212) 582-5055. The meeting is open to SPARS members only.

SPARS also recently announced nine new additions to its membership — A&M Records Don Hahn and Thomas B. May from Hollywood, Calif.; Streeterville Studios' Jim Dolan, Jr. of Chicago, Ill.; and Sound 80's Eric Philhofer of Minneapolis, Minn. became SPARS Regular Studio Members; while Teletronics' Vin Glizzi of New York became a SPARS affiliate studio. Otari Corp.'s Steve Krampf of Belmont, Calif. joined as a SPARS Advisory Associate Member; and Michael Faulkner of Audiotechniques, Inc., Michael Harris of Harris Audio Systems; Paul Sloman of Arista Records; and Richard Factor of Eventide Clockworks became SPARS Associate Members.

Popular Media Moves

NEW YORK — Popular Media Products, Inc. has moved to new offices at 1614 N. Fairfax, Los Angeles, Calif. 90064. The new telephone number is (213) 851-6104.

Walters Signs Three

NEW YORK — Norby Walters Assoc. has signed Rick James, Fatback Band and Taana Gardner for worldwide agency representation.

POINTS WEST

(continued from page 14)

Jim Keltner on drums, **Tim Drummond** on bass, **Ben "Heartbreaker" Tench** on keyboards and **Fred Tackett** on slide guitar. Dylan is also joined on some material by **Ringo Starr, Ron Wood, Andrew Gold and Ry Cooder**. The album contains a number of ballads and love songs, including the title cut, "Heart Of Mine," "Watered Down Love" and a tribute to the late comic **Lenny Bruce**, entitled "Lenny Bruce Is Dead" . . . Chrysalis, which recently announced a move into feature film and video production, is now heading into legitimate theatre. The Chrysalis Group, in conjunction with H.M. Tennent, will present **Mike Harding's** new musical comedy, *One Night Stand*, opening in London's West End next month. The production follows the lives and loves of a young rock 'n' roll group in the early-'60s and features such specially written songs as "Bad Acne," "Fumble And Grope" and "When Are We Going To Get Our End Away."

WESTWORDS — The new Irvine Meadows Amphitheatre is sticking to its guns and keeping its booking policy adult-oriented. **Charlie Daniels** will play the 10,000 seat open-air arena Aug. 21, and **Henry Mancini** will play with **The Long Beach Symphony Orchestra** Aug. 23 . . . L.A.'s popular ska/reggae/R&B venue, the O.N. Klub, will be hosting "L.A.'s First Rap Attack" Aug. 5 *Herald Examiner* writer **Ken Tucker** will spin the records, all rappers are welcome. Club manager Howard Parr is sending out an open invitation to rappers of all shapes and sizes. He can be reached at (213) 939-9549. **Cash Box** applauds the club for trying to stimulate the genre, since L.A. has no rap scene to speak of . . . Seattle-based label First American has signed singer/actor/former *Then Came Bronson* star **Michael Parks**.

IN SYMPATHY — **Cash Box** sends its condolences to Cohen Marketing president **Larry Cohen**, whose mother, **Ruth**, died two weeks ago in Santa Monica, Calif. after a lengthy illness. She was 71. In lieu of flowers, the family has requested that donations be sent to the T.J. Martell Memorial Foundation For Leukemia Research.

marc ceter

Vanguard Enjoys Dance Music Success

NEW YORK — Although Vanguard Records is best known for its classic catalog of Jazz, folk and classical music, the company has quietly amassed a successful track record with dance music.

Beginning with such studio-based aggregations as Poussez and the Players Association in 1979, the firm has enjoyed hits with "Savage Lover" by The Ring, "Chill Out" by Free Expression, "Get Down" by Players Association and, more recently, discs by Roni Griffith ("Desire") and Rainbow Brown ("Till You Surrender") have attracted club play and sales.

"We prefer quality over quantity," says Amanda Shuster, director of national sales. "With a small number of acts we can concentrate on each one more." The label concentrates on breaking records through club play, working with the independent promo-

Jim Reeves Museum Opens In Nashville

NASHVILLE — After more than a decade of planning and preparation, the Jim Reeves Museum opened its doors here recently. Housed in the historic Evergreen Place, the museum, which was developed by the late singer's wife, Mary Reeves Davis, documents the singer's life and career with personal memorabilia on display.

Set up in separate rooms throughout the house, the museum features such items as a bronze figure of Reeves, crafted by Bill Rains; gold records; a radio station control room; which is equipped with the console and turntables Reeves used during his early career as a disc jockey at KGRH/Henderson, Tex; a simulated recording studio featuring an actual film of one of his recording sessions for RCA; instruments; stage clothes; awards; photographs and furniture from his personal collection; and his touring bus and 1960 El Dorado.

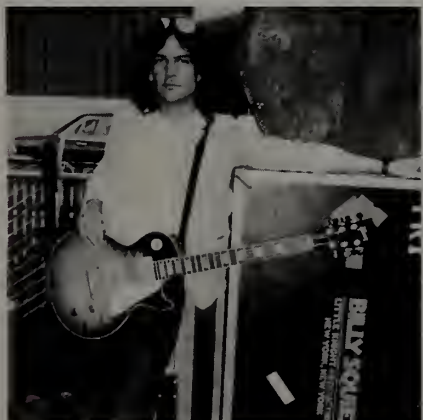
Also located on the five-acre grounds is a gift shop, which provides an array of souvenirs, a brief film of Reeves performing and a selection of records and tapes. Future expansion plans call for a replica of Reeves' birthplace in east Texas.

Wilson Prod. Bows

NEW YORK — Wilson Prod., a recording and booking company, has been formed in Detroit. The company has also formed a label, Fee Records.

The company is currently working with artists The Floaters & Shu-Ga, the Flaming Emeralds and Gospel Unlimited. Rick Wilson is president of Wilson Prod., and Woodrow Wilson is president of Fee Records.

The company's address is 15820 James Couzens, Detroit, Michigan 48236. The telephone number is (313) 861-6800.



PRE-STROKE POSE — Capitol artist Billy Squier is pictured relaxing before taking to the stage at one of the back-to-back holiday concerts he recently performed in at Orlando's Tangerine Bowl and Miami's Baseball Stadium. Squier is currently on tour in support of his "Don't Say No" LP and "The stroke" single, both on which are bulleting on the Cash Box charts.

tion company Go Dance (Denny O'Connor and Jay Chioto) and in-house promotion manager John Boulous.

Much of the production of the records is handled by Bobby Orlando and the firm's A&R director Danny Weiss. The Rainbow Brown record was produced by Patrick Adams, long a stalwart of the dance music scene, and features lead vocals by Fonda Rae, who sang lead on the Don Armando hit "Deputy Of Love." Other artists on Vanguard have included Lyn Todd, whose "Rebel Rebel" attracted progressive airplay, and Kelly Marie, currently enjoying success with "Feels Like I'm In Love" on Coast To Coast.

Upcoming releases include 12" singles by the Space Cadets (led by ex-Punker Nairobi Sailcat), Carol Williams and Gordon Jones, and albums by Roni Griffith, Poussez (produced by Alphonse Mouzon) and Free Expression.

NARM Sets Agenda For 1st Video Retail Meet

(continued from page 18)

Wednesday, Aug. 12: Breakfast, 8:30 a.m.; General Business Session, opening remarks by Pat Gorlick, NARM director of marketing, 9:30 a.m.; the President's Panel, moderated by Richard Ekstact, publisher of *Video Review* and *Video Business*, with Al Bergamo, president of MCA Distributing Corp., Mel Harris, president of Paramount Video, Jim Jimirro, president of Walt Disney Telecommunications, Cy Leslie, president of CBS Video Enterprises, and Steve Roberts, president of 20th Century-Fox Telecommunications; Retailers Rap: Issues and Answers, with Carl Forrest, president of the Movie Store, Jerry Frebowitz, president of Movies Unlimited; Weston Nishimura, president of Video Space, Denny Thomas, president of Thomas Film Classics, and Walter Kelleher, executive vice president of Video Concepts/American Home Video Corp.; Presentation on "Video Duplication and The Law," by the Motion Picture Assn. of America (MPAA); Luncheon, 12:00 Noon-1:00 p.m.; Retail Sales Workshop, with Jack Berman of the Berman Institute of Agreeable Selling, 1:00 p.m.-3:00 p.m.; Conference/Exhibit Room Visiting, 3:00 p.m.-7:00 p.m.; and the Awards Dinner at 8:00 p.m., featuring the presentation of the First Annual NARM Awards for most popular video product.

Pickwick Distribution Expands Its Operation

LOS ANGELES — The Pickwick Distributing Companies have acquired 28 K-mart stores in Colorado. Pickwick will now be serving a total of 68 K-mart record departments by late summer.

In addition, Eric Paulson, Pickwick senior vice president, distributing, announced that the company acquired nine Jefferson/Ward stores on July 1.

Famous, Minx Pact For Publishing

NEW YORK — Famous Music has signed an agreement with Buddy Scott's Minx Music (ASCAP) to co-publish all music on the LP "Freedom Vibrations" by Zenith on Lynx International Records. The album is the first release on the Buddy Scott-owned label, which is manufactured and distributed by CBS Records.

'Arc' Earns Platinum LP

LOS ANGELES — Steve Winwood's Island LP, "Arc Of A Diver," was recently certified platinum by the Recording Industry Assn. of America (RIAA).



BENSON AT WEMBLY — Warner/Qwest recording artist George Benson recently played five nights at London's Wembley Arena. Pictured backstage are (l-r): Ken Fritz, Benson's manager; singer Randy Crawford; Dennis Turner, manager; Benson; Paul Loasby, promoter; Tim Murdoch, WEA New Zealand; Danny Betesh, promoter; and Jonathan Clyde, WEA U.S. product manager.

ON JAZZ

(continued from page 32)

Orchestra with Gregory Hines was made even deadlier by the present of Ellington alumnus **Jimmy Hamilton** on clarinet in a salute to *Sophisticated Ladies*. . . A "CBS Presents" concert at Town Hall featured a **Paquito D'Riviera/Arthur Blythe/Phil Woods** alto summit, with Woods the hands-down champ. D'Riviera's band, featuring pianist **Jorge Dalto**, proved to be a much better support for the saxophonist than his previous **Irakere**; but Blythe's quintet, with guitarist **Kelvin Bell**, cellist **Abdul Wadud**, drummer **Bobby Battle** and tuba man **Bob Stewart**, never really got off the ground. While Blythe is peerless as a club performer, he has yet to master his concert hall jitters. Also on the bill was the **Gil Evans Orchestra**, and the improvement we heard over the band's performance last year at the Public Theater was like night and day. Outstanding soloists included trumpeters **Hannibal Marvin Peterson** and **Law Soloff** and guitarist **Hiram Bullock**. During the show's intermission, we were approached by a proud parent busting to tell someone that he was in from Chicago to hear his son play at the festival. Seems the last time he had heard his son play was before he was packed off to North Texas State five years ago. Now 23-year-old **Bill Evans** holds two of the most auspicious sax chairs in jazz with Gil Evans and **Miles Davis**. . . A "Big Band On Film" program, hosted by **David Chertok**, proved to be a disappointment as he passed over some of the gems in his collection in favor of trite footage of **Glen Gray**, **Charlie Barnett** and what felt like reels of the **Dorsey Brothers**. . . A big surprise was the power of **Weather Report's** performance at Avery Fisher Hall. Although occasionally marred by touches of heavy-handedness (the band took the stage while the P.A. system blasted **Wagner**, as close a brush with hubris as we can recall at any jazz concert), **Joe Zawinul** reaffirmed his place as the only jazz musician who has confronted the synthesizer on its own turf and made it his own. Saxophonist **Wayne Shorter** came to play, and play he did. Drummer **Peter Erskin** was his usual tasty self, when not grandstanding or exploding his devices, bassist **Jaco Pastorius** gave the group a real lift with his melodic underpinnings. There was a lot of integrity in the group's performance, and the two sold-out shows should give heart to those who question the ability of tasteful, improvised music to draw a mass audience. . . Of course, the show everybody was waiting to see was festival closer Miles Davis. After an absence of six years, Davis reportedly received the biggest single pay-day of any jazz musician (estimates ranged between \$80-\$95,000), with scalpers getting \$50 and up for orchestra seats. But we weren't really convinced we were actually at a Miles Davis concert until a stage hand came-out 15 minutes after the show was supposed to start and announced that "Miles is on his way" (he only lives 11 blocks from the concert hall). Fifteen minutes later the trumpeter and his entourage took the stage. Starting with some heavy metal chording and a strong funk bottom, the band launched into a weaving, rhythmic vamp that was to comprise the entire 65-minute set. With the bell of his horn to the floor, Davis marked his return with a muted solo that got the audience shouting: the man was back. But when he dropped his mute to the floor and cut loose with a series of full-toned runs, it became apparent that the trumpeter had only been playing possum. He continued to play more trumpet throughout the performance than he had at any concerts just prior to his "retirement" and seemed to be thoroughly enjoying himself as he bounced around the stage, rocked on his heels, and directed and encouraged the band with hand cues. Although annoyed by the short duration of the show, the crowd lapped-up every minute that it did get. Drummer **Al Foster** sounded more at home with Miles than with any other band we've ever heard him with; and guitarist **Mike Stern** has been taking an unwarranted beating in the New York press, but his considerable talents as a rhythm guitarist and searing solo work gave the band a constant edge. All-in-all, Davis evidenced enough fire-power and generated enough excitement to put him firmly back into the eye of the hurricane. There is no one quite like Miles.

fred goodman

THE RHYTHM SECTION

(continued from page 29)

GETTIN' BEHIND THE BLUES — **B.B. King, Koko Taylor & Her Blues Machine, Lonnie Brooks** and **Clarence Carter** will be the featured performers at the first annual National Academy Of Blues Awards Concert set for July 19 at Chicago's Auditorium Theatre. The concert will follow the awards ceremony at Chicago's Pick Congress Hotel. The ceremony will include a special "History Of The Blues" presentation with slides and recorded music, as well as awards including Male and Female Blues Artist of The Year, Outstanding Guitarist, Most Promising New Artist and the special merit awards: The W.C. Handy Award, The Blues Ambassador Award and The Howlin' Wolf Award.

michael martinez

CASH BOX TOP 100 ALBUMS

July 18, 1981

		Weeks On 6/11 Chart			Weeks On 6/11 Chart			Weeks On 6/11 Chart	
1	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	—	2	32	35	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	31	31
2	MISTAKEN IDENTITY KIM CARNES (EMI America SO-17052)	8.98	1	12	36	A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	8.98	33	14
3	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	5	7	37	NIGHTCLUBBING GRACE JONES (Island ILPS 9624)	8.98	42	9
4	HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	4	9	38	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	—	39	12
5	PARADISE THEATER STYX (A&M SP-3719)	8.98	3	25	39	WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	8.98	27	12
6	DIRTY DEEDS DONE DIRT CHEAP AC/DC (Atlantic SD 16033)	8.98	6	14	40	IN THE POCKET COMMODORES (Motown M8-955M1)	8.98	74	2
7	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	8	13	41	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	8.98	45	19
8	SHARE YOUR LOVE KENNY ROGERS (Liberty L.OO-1108)	8.98	18	2	42	SEASON OF GLASS YOKO ONO (Geffen GHS 2004)	8.98	47	4
9	STARS ON LONG PLAY (Radio Records/Atlantic RR 16044)	8.98	10	10	43	BREAKING ALL THE RULES PETER FRAMPTON (A&M SP-3722)	8.98	43	5
10	ZEBOP! SANTANA (Columbia FC 37158)	—	9	14	44	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	55	4
11	SOMEWHERE IN ENGLAND GEORGE HARRISON (Dark Horse DHK 3492)	8.98	11	5	45	THE COMPLETION BACKWARD PRINCIPLE TUBES (Capitol SOO-12151)	8.98	50	8
12	FACE VALUE PHIL COLLINS (Atlantic SD 16029)	8.98	12	19	46	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	8.98	59	3
13	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013)	8.98	15	21	47	ROCKIHNROLL GREG KIHN BAND (Beserkley/Elektra BZ-10069)	8.98	52	16
14	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	8.98	16	6	48	DOUBLE FANTASY JOHN LENNON and YOKO ONO (Geffen GHS 2001)	8.98	37	33
15	FAIR WARNING VAN HALEN (Warner Bros. HS 3540)	8.98	7	8	49	MODERN TIMES JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448)	8.98	46	14
16	GREATEST HITS KENNY ROGERS (Liberty L.OO-1072)	8.98	13	40	50	"RIT" LEE RITENOUR (Elektra 6E-331)	8.98	40	11
17	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	20	7	51	EXPOSED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK VARIOUS ARTISTS (CBS X2 37124)	—	53	6
18	CHRISTOPHER CROSS (Werner Bros. BSK 3383)	8.98	19	77	52	SEVEN YEAR ACHE ROSANNE CASH (Columbia JC 36985)	—	41	18
19	DON'T SAY NO BILLY SOUIER (Capitol ST 12146)	8.98	26	11	53	STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	48	10
20	THERE GOES THE NEIGHBORHOOD JOE WALSH (Asylum 5E-523)	8.98	14	9	54	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL1-4027)	8.98	61	8
21	BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 36812)	—	23	14	55	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	51	48
22	KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	8.98	24	7	56	RADIANT ATLANTIC STARR (A&M SP-4833)	8.98	63	20
23	ARC OF A DIVER STEVE WINWOOD (Island ILPS 9576)	8.98	17	27	57	BALIN MARTY BALIN (EMI-America SOO-17054)	8.98	52	8
24	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	34	17	58	SHEENA EASTON (EMI-America ST-17049)	8.98	60	20
25	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	8.98	22	36	59	MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	—	67	16
26	VOICES DARYL HALL & JOHN OATES (RCA AOL 1-3646)	8.98	30	49	60	THE NATURE OF THE BEAST APRIL WINE (Capitol SOO-12125)	8.98	54	25
27	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	28	47	61	GAP BAND III GAP BAND (Mercury/PolyGram SRM-1-4003)	8.98	58	30
28	WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835)	8.98	29	23	62	VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	8.98	64	17
29	THE FOX ELTON JOHN (Geffen GHS 2002)	8.98	21	7	63	DEDICATION GARY U.S. BONDS (EMI-America SO-17051)	8.98	44	12
30	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004 M1)	8.98	38	6	64	FACE DANCES THE WHO (Warner Bros. HS 3516)	8.98	57	21
31	THE DUDE QUINCY JONES (A&M SP-3721)	8.98	25	16	65	BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8375M1)	8.98	49	20
32	MECCA FOR MODERNS THE MANHATTAN TRANSFER (Atlantic SD 16038)	8.98	36	6	66	FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37389)	—	87	2
33	LOVERBOY (Columbia JC 36762)	—	32	26	67	TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	8.98	70	7
34	DANCERSIZE CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	35	22	68	JUICE JUICE NEWTON (Capitol ST-12136)	8.98	69	20
69	SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3493)	8.98	75	9	70	NIGHTWALKER GINO VANNELLI (Ariste AL 9539)	8.98	56	15
71	WAIATA SPLIT ENZ (A&M SP-4848)	8.98	66	10	72	EAST SIDE STORY SOUEEZE (A&M SP 4854)	8.98	73	8
73	AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	8.98	81	5	74	GUILTY BARBRA STREISAND (Columbia FC 36750)	—	68	41
75	THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	8.98	72	27	76	BAD FOR GOOD JIM STEINMAN (Cleveland Int'l./CBS FE 36531)	—	65	10
77	SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL1-4055)	8.98	94	3	78	KINGS OF THE WILD FRONTIER ADAM AND THE ANTS (Epic NJE 37033)	—	79	22
79	ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98	76	39	80	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	86	36
81	DAD LOVES HIS WORK JAMES TAYLOR (Columbia TC 37009)	—	71	18	82	HOT! LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605)	13.98	84	6
83	SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC 36883)	—	78	18	84	WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	8.98	77	12
85	NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	—	105	4	86	COMPUTER WORLD KRAFTWERK (Warner Bros. HS 3549)	8.98	90	7
87	CLOSER GINO SOCCIO (Atlantic SD 16042)	8.98	88	10	88	KILLERS IRON MAIDEN (Harvest/Capitol ST 12141)	8.98	102	7
89	WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	8.98	—	1	90	POINT OF ENTRY JUDAS PRIEST (Columbia FC 37052)	—	82	16
91	EXTENDED PLAY PRETENDERS (Sire MINI 3563)	5.98	85	14	92	MARAUDER BLACKFOOT (Atco SD 32107)	8.98	—	1
93	SEND YOUR LOVE AURRA (Salsoul/RCA 8538)	8.98	98	11	94	SOMETIMES LATE AT NIGHT CAROLE BAYER SAGER (Boardwalk NBI-33237)	8.98	96	10
95	RAIDERS OF THE LOST ARK ORIGINAL SOUNDTRACK (Columbia JS 37373)	—	137	4	96	MADE IN AMERICA CARPENTERS (A&M SP-3723)	8.98	122	2
97	FRANKE & THE KNOCKOUTS (Millennium/RCA BXL 1-7755)	8.98	91	17	98	I'VE GOT THE ROCK 'N' ROLLS AGAIN THE JOE PERRY PROJECT (Columbia FC 37364)	—	109	2
99	VOYEUR DAVID SANBORN (Werner Bros. BSK 3546)	8.98	89	14	100	CELEBRATE KOOL & THE GANG (De-Lite/PolyGram DE-9518)	8.98	83	40

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