

CASH BOX

October 10, 1981

NEWSPAPER

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George Strait

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MIDEM SPECIAL 82

CASH BOX

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EDITORIAL Plenty For Everyone

With the announcement of the fourth quarter releases and the concurrent appearance of the **Cash Box Midlines Fall Stocking Guide** in this issue, it appears that the industry will enter the critical Christmas sales season with a surplus of top notch product on hand. Everything from superstar releases to quality greatest hits packages to new and developing acts to solid gold catalog is ready to fill the stores.

The fourth quarter will see plenty of releases by stars from all genres of music — pop, rock, jazz, country and black contemporary. Frontline product ranging from Diana Ross' debut on RCA to the first LP in years by newly reformed progressive rockers King Crimson will be available. There will literally be music for every taste released between now and Christmas.

In addition, as the **Cash Box Midlines Fall Stock-**

ing Guide indicates, the mid-priced field will also be filled with top quality product. As the concept of the midline matures and becomes more sophisticated, the labels have constantly upgraded the quality of product available. Now, the label midlines feature an impressive supply of well-remembered classic LPs, as well as a host of recordings by promising new acts, at the mid-level price that has proven to be so attractive to consumers.

Cash Box would like to see the industry take full advantage of this rosy situation. With plenty of good product available, the industry should utilize every means possible to sell through. Active promotion and advertising, tie-ins with NARM and its marketing knowledge and "Gift of Music" campaign, and the active support of radio can make this a Christmas season to remember. There's plenty for everyone.


NEWS HIGHLIGHTS

- Numerous superstar albums highlight label releases for fourth quarter (page 5).
- American, Canadian copyright laws blasted at international conference (page 5).
- **Cash Box Midlines Falls Stocking Guide** (opposite page 2).
- "Why Do Fools Fall In Love" by Diana Ross and "The Old Songs" by Frederick Knight (new and developing artist) are the top **Cash Box Singles Picks** (page 11).
- "Ghost In The Machine" by The Police and "Blood On The Bricks" by Iron City Houserockers (new and Developing artist) are the top **Cash Box Album Picks** (page 13).

TOP POP DEBUTS	
SINGLES	57 WAITING FOR A GIRL LIKE YOU — Foreigner — Atlantic
ALBUMS	56 NEW TRADITIONALISTS — Devo — Warner Bros.

POP SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
B/C SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
COUNTRY SINGLE
STEP BY STEP Eddie Rabbitt Elektra
JAZZ
BREAKIN' AWAY Al Jarreau Warner Bros.

NUMBER ONES



Eddie Rabbitt

POP ALBUM
TATTOO YOU Rolling Stones Rolling Stones/Atlantic
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 TOP 100 SINGLES

October 10, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	10/3	31 EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE (A&M 2371)	43	66 A LUCKY GUY RICKIE LEE JONES (Warner Bros. WBS 49816)	75
2 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)	1	32 HERE I AM AIR SUPPLY (Arista AS 0626)	40	67 THE OLD SONGS BARRY MANILOW (Arista AS 0633)	1
3 WHO'S CRYING NOW JOURNEY (Columbia 18-0224)	4	33 GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS (MCA-51148)	31	68 SILLY DENIECE WILLIAMS (ARC/Columbia 18-2406)	64
4 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	3	34 HE'S A LIAR BEE GEE'S (RSO/PolyGram RS 1066)	45	69 FIRE IN THE SKY THE DIRT BAND (Liberty P-A-1429)	76
5 STEP BY STEP EDDIE RABBITT (Elektra E-47174)	6	35 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI-America P-A-8093)	41	70 I'M IN LOVE EVELYN KING (RCA PB 12243)	61
6 FOR YOUR EYES ONLY SHEENA EASTON (Liberty P-1418)	7	36 BURNIN' FOR YOU BLUE OYSTER CULT (Columbia 18-02415)	39	71 A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)	65
7 STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS (Modern/Atlantic MR 7338)	5	37 ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)	42	72 I WANT YOU, I NEED YOU CHRIS CHRISTIAN (Boardwalk NB7-11-126)	83
8 HOLD ON TIGHT ELO (Jet/CBS ZS5 02408)	8	38 IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)	28	73 NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	86
9 START ME UP ROLLING STONES (Rolling Stones/Atlantic RS 21003)	10	39 DRAW OF THE CARDS KIM CARNES (EMI-America 8087)	25	74 NO TIME TO LOSE THE TARNEY/SPENCER BAND (A&M 2366)	77
10 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)	12	40 OH NO COMMODORES (Motown M 1527F)	48	75 AIMING AT YOUR HEART TEMPTATIONS (Gordy G 7206F)	78
11 THE BEACH BOYS MEDLEY (Capitol P 5030)	9	41 WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)	47	76 LEILA ZZ TOP (Warner Bros. WBS 49782)	80
12 SLOW HAND POINTER SISTERS (Plenet/Elektra P-47929)	11	42 SAUSALITO SUMMERNIGHT DIESEL (Regency RY 7339)	49	77 STILL JOHN SCHNEIDER (Scotti Bros./CBS AE7 1290)	87
13 HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02498)	19	43 COOL LOVE PABLO CRUISE (A&M 2349)	33	78 ONE MORE NIGHT STREEK (Columbia 18-02529)	1
14 I COULD NEVER MISS YOU (MORE THAN I DO) LULU (Alfa ALF-7006)	16	44 LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	46	79 MAGIC POWER TRIUMPH (RCA PB-12298)	89
15 THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)	18	45 YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008)	52	80 IT'S ALL I CAN DO ANNE MURRAY (Capitol P-A5023)	90
16 URGENT FOREIGNER (Atlantic 3831)	13	46 HEAVY METAL (TAKIN' A RIDE) DON FELDER (Full Moon/Asylum E-47175)	50	81 LET'S PUT FUN BACK IN ROCK N ROLL FREDDY CANNON & THE BELMONTS (Mia Sound MS-1002)	82
17 WE'RE IN THIS LOVE TOGETHER AL JARRÉAU (Warner Bros. WBS 49746)	20	47 OUR LIPS ARE SEALED GO-GO'S (I.R.S./A&M IR-9901)	51	82 TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)	1
18 SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)	21	48 FEELS SO RIGHT ALABAMA (RCA PB-12236)	38	83 WIRED FOR SOUND CLIFF RICHARD (EMI-America P-A-8095)	1
19 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	22	49 PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)	67	84 WHEN SHE DANCES JOEY SCARBURY (Elektra E-47201)	1
20 THE VOICE THE MOODY BLUES (Threshold/PolyGram TR 602)	15	50 REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)	30	85 TAKE ME NOW DAVID GATES (Arista AS 0615)	1
21 TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)	29	51 IN THE DARK BILLY SQUIER (Capitol P-A-5040)	57	86 IT'S OVER TEDDY BAKER (Casablanca/PolyGram NB2340)	91
22 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G7205F)	24	52 JESSIE'S GIRL RICK SPRINGFIELD (RCA PB-12201)	35	87 (WANT YOU) BACK IN MY LIFE AGAIN CARPENTERS (A&M 2370)	95
23 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	26	53 PROMISES IN THE DARK PAT BENATAR (Chrysalis CHS-2555)	73	88 I SURRENDER ARLAN DAY (Pasha/CBS ZS5-02480)	1
24 I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)	27	54 THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47174)	37	89 STEAL THE NIGHT STEVIE WOODS (Cotillion/Atlantic 46016)	1
25 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)	14	55 YOU COULD TAKE MY HEART AWAY SILVER CONDOR (Columbia 18-02258)	44	90 RUN TO ME SAVOY BROWN (Townhouse/Accord P-A-1055)	1
26 LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	17	56 MY GIRL (GONE, GONE, GONE) CHILLIWACK (Millennium/RCA YB-11613)	72	91 MONY MONY BILLY IDOL (Chrysalis CHS 2543)	81
27 SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)	32	57 WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 3868)	1	92 YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)	68
28 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	34	58 BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526)	53	93 FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529)	58
29 BREAKING AWAY BALANCE (Portrait/CBS 24-02177)	23	59 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND (Berserker/Elektra B-47149)	55	94 SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F)	66
30 THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186)	36	60 STAY AWAKE RONNIE LAWS (Liberty P-A-1424)	69	95 FANCY FREE OAK RIDGE BOYS (MCA-51169)	96
		61 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	54	96 BEIN' HERE WITH YOU TONIGHT GENE COTTON (Knoll Records KS-5001)	1
		62 NO REPLY AT ALL GENESIS (Atlantic 3958)	71	97 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA PB-12246)	59
		63 MORE STARS STARS ON 45 (Radio Records/Atlantic RR 3853)	70	98 SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122)	88
		64 LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)	79	99 THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616)	63
		65 STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND (Arista AS 0618)	56	100 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 56015)	62

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Heart In (Headquarters Artist/Irving — BMI) 71	ASCAP) 13	Never Too Much (Uncle Ronnie's — ASCAP) 73	Start Me Up (Colgems-EMI — ASCAP) 9
A Lucky Guy (Easy Money Music — ASCAP) 66	Heavy Metal (Fingers — ASCAP) 46	No Gettin' Over Me (Rick Hall — ASCAP) 25	Stay Awake (Sweetbeat Music — ASCAP) 60
Aiming At Your Heart (Assorted Music — BMI) 75	Here I Am (Al Gallico/Turtle — BMI) 32	No Reply At All (Hit & Run Ltd./Admin. by Pun Music — ASCAP) 62	Steal The Night (Edition Sunrise — BMI) 89
Alien (Low Sal Music — BMI) 37	He's A Liar (Gibbs Bros. Music (Unichappell Music Admin.) — BMI) 34	No Time To Lose (ATV Music — BMI) 74	Step By Step (Briarpatch/DeeDee — BMI) 5
Arthur's Theme (Irving/Woolnough/Unichappell/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP) 2	Hold On Tight (April Music — BMI) 8	Oh No (Jobete + Commodores Entertainment — BMI) 40	Still (Jobete/Commodores Entertainment — ASCAP) 77
Atlanta Lady (Mercury Shoes/Great Pyramid — BMI) 35	I Could Never (Abesongs, Ltd. — BMI) 14	One More Night (Pending) 78	Stop Draggin' (Gone Gator/Wild Gator — BMI) 7
Back In My Life (Duchess (MCA)/Home Sweet Home — ASCAP) 67	I Want You (Marvin Gardens/Home Sweet Home/Bug And Bear — ASCAP/John Charles Crowley — BMI) 72	Our Lips (Gotown/Plagent Visions — ASCAP) 47	Straight From The (Pangola/Careers/Milene — BMI) 65
Backfired (Chic — BMI) 58	I'm In Love (Duchess — BMI) 70	Physical (Stephen A. Kipner/April/Terry Sheddick — ASCAP/BMI) 49	Super Freak (Jobete & Stone City — ASCAP) 22
Beach Boys-Medley (BMI) 11	In The Dark (Songs Of The Knight — BMI) 51	Promises In The Dark (Rare Blue/Big Tooth/Neil Geraldo — ASCAP) 53	Take Me Now (Kipahiti Music — ASCAP) 85
Bein' Here With You (Knoll Music — ASCAP) 96	In Your Letter (Slam Dunk — ASCAP) 38	Queen Of Hearts (Drunk Monkey — ASCAP) 4	Take My Heart (Delightful/Second Decade — BMI) 82
Breaking Away (Daksel — BMI) 29	It's All I Can Do (United Artists/Chess — ASCAP) 80	Really Wanna (Rondor, Adm. By Almo/High Wave — ASCAP) 50	That Old Song (Raydiola — ASCAP) 99
Burnin' For You (B.O. Cult — ASCAP) 36	It's Over (Kat Family/Unichappell — BMI) 86	Sausalito Summernight (Southern — ASCAP) 42	The Breakup Song (Rye Boy — ASCAP) 59
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) 43	I've Done Everything (Warner-Tamerlane-BMI) 24	Say Goodbye To Hollywood (Blackwood — BMI) 27	The Night Owls (Colgems-EMI — ASCAP) 15
Draw Of The Cards (Applan/Almo/Pants Down/Black Mountain — ASCAP/BMI) 39	Just Once (ATV/Mann & Wei — BMI) 19	Run To Me (Smokie/Rak — PRS) 90	The Old Songs (W.B. Music/Upward Spiral — ASCAP) 93
Elvira (Acuff-Rose — BMI) 61	Lady (Jobete & Commodores — ASCAP) 26	Share Your Love (Duchess Music Corp. (MCA — BMI) 18	Theme: "Greatest American Hero" (April/Bleckwood/Darla/Darjen/ SJC & Cannell — BMI/ASCAP) 54
Endless Love (PGP/Brockman/Intersong — ASCAP Administered) 1	Leila (Hamstein Music — BMI) 76	She Don't Let (Fekaris — ASCAP/M&M — BMI) 98	Theme: Hill St. Blues (MGM Music — ASCAP) 30
Every Little Thing (Virgin Music — Admin. in U.S. by Chappell — ASCAP) 31	Let's Groove (Sagfire/Yougouie! — ASCAP pending) 64	She's A Bad Mama Jama (Jim/EOD — BMI) 28	The Voice (WB — ASCAP) 20
Fancy Free (Goldline/Silverline — ASCAP — BMI) 95	Let's Put The Fun (Greyhound — ASCAP) 81	Silly (Rosebud) 68	Tryin' To Live (Happy Hooker — BMI) 21
Feels So Right (Maypop — BMI) 48	Love All The (Irving/Lijesrika Music — BMI) 44	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI) 12	Wired For Sound (ATV/BAR Music — BMI) 83
Fire And Ice (Rare Blue/Big Tooth/Discott/Denise Barry — ASCAP) 93	Love On A Two (Gambi — BMI) 100	Somebays Are (Tree — BMI) 97	Working In The Coal (Merseint Music — BMI) 41
Fire In The Sky (Vicious Circle Music — ASCAP) 69	Magic Power (Triumphsongs — CAPAC) 79	Squad Biz (Jobete — ASCAP) 94	You Could Take (Grey Here — ASCAP) 55
For Your Eyes (United Artists — ASCAP) 6	Mony Mony (Big Seven — BMI) 91		You Don't Know Me (Rightsong — BMI) 92
General Hospi-tale (Solid Smash — ASCAP) 33	More Stars (Various Publishers — BMI/ASCAP) 63		You Saved My Soul (Snilleigh — BMI) 45
Hard To Say (Hickory Grove Admin. By April Music —	My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.) 56		

⊘ Exceptionally heavy radio activity this week

⊘ Exceptionally heavy sales activity this week

CASH BOX NEWS



MY HANDSHAKE — Ron Alexenburg's Handshake Records recently entered a two-project deal with My Disc Records, a package which includes producers William Anderson and Ray Reid. Anderson and Reid have produced records by France Joli, Unlimited Touch, The Strikers and Empress. The first production project from the duo is an LP by Amii Stewart with an album by Tri-Lark to follow. Pictured are (l-r): Reid; Eddie O'Loughlin, principal of My Disc; Alexenburg; Lou DeBaise and Donnie Linton, principals of My Disc; and Anderson.

Labels, Retailers Re-examining Role Of Singles In Current Market Climate

by Marc Cetner

LOS ANGELES — For the past 15 years, singles have for the most part been considered a promotional item to perk album sales, but a number of factors have contributed to the changing role of the 45 over the past few years. While labels are still emphasizing the promotional aspect of singles, their appeal to the consumer as a true entertainment value in the current marketplace and the proliferation of one-hit albums have led to a dramatic rise in singles sales and prompted industry executives to begin a serious rethinking of the

configuration's function.

Discussion among the country's leading label and retail executives has focused on the very future of the single. One school of thought maintains that the single can be profitable if prices were hiked more in accordance with albums and if promotion was stepped up. The other feels that there is no money to be made with singles, and that prices should be dropped to accent its promotional value. And while manufacturers, retailers and rack jobbers all have varying opinions on the fate of the single, the vast majority are looking for a happy medium between the two camps, hoping to stimulate album sales and make money as well through the proper promotion of a 45.

One of the most ambitious labels in the attempt to achieve the happy medium is Warner Bros. "The overall goal is to use the single as a promotional tool for an album, but they can be pretty profitable along the way," says singles sales manager Mark Maitland, who added that 300,000 units was the normal point at which a single starts to show a profit. "Singles are difficult to monitor and expensive to promote, but if it's the right artist, it can really take off saleswise."

Maitland explained that some singles, such as The Climax Blues Band's "I Love

(continued on page 14)

Majors Quietly Rehiring Indies

by Dave Schulp

NEW YORK — In a turnaround from policies initiated only a number of months ago, Warner Bros. and CBS Records have both eased up, to varying degrees, their previously announced hiring freezes on independent promotion people.

When contacted by **Cash Box**, Dave Urso, vice president of promotion for Warner Bros. said the label had abandoned its ban on Indies "about a month ago" and would now be using them "on a select basis where we see fit." Urso came over to Warner Bros. from Planet Records, where he held a similar title, in August.

"I'm excited that we're back in business with Indies," said Urso. "We want and need Indies to work with us. They are invaluable, because they not only know the major markets well, but get into the smaller markets. Indies today offer a record company knowledge of retail and merchandising as well as radio promotion. The good ones are very finely tuned operations. Comparing today's Indie with the indie of five years ago is like night and day."

Urso said he feels that the addition of Indies on certain records is necessary as "support for our staff of 40 promotion people." He said he would tend "not to use album Indies as much as Top 40 people," and that the label "would not discourage" management or publishers from hiring Indies for a project. "If anything, we'll encourage it," Urso stated.

Although Al Gurewitz, vice president, promotion, Epic/Portrait/CBS Associated Labels offered no comment when asked whether any change in the label's hiring freeze on Indies had taken place, a leading national independent promotion person told **Cash Box** that he had been hired by E/P/A and Columbia to work selected acts

(continued on page 14)

Wide Variety of 'Star' Product Highlights 4th Qtr. Releases

by Richard Imamura

LOS ANGELES — The label debuts of pop stars Diana Ross, Ringo Starr and Rupert Holmes on RCA, Boardwalk and Elektra/Asylum, respectively, and the return of the Robert Fripp-led King Crimson on Warner Bros. highlight the fourth quarter album releases scheduled by the majors and prominent independents. In addition, numerous other superstar releases representing a variety of genres, follow-up efforts by young stars and a wide array of greatest hits packages all contribute to a well-rounded selection of product that will be available for the Christmas season.

Ross' debut for RCA, "Why Do Fools Fall In Love?," set for October release, follows her much-publicized defection from Motown earlier this year; while Starr's first for Boardwalk, "Stop And Smell The Roses," also set for October, marks the ex-Beatle's first solo LP in over four years. Holmes, the first signing by E/A senior vice president Bruce Lundvall since he joined the label earlier this year, will follow up on his 1980 hit, "Pina Colada (The Escape Song)," at the end of October with "Full Circle;" and "Discipline," also due in October, will mark the first product from King Crimson since the pioneering electronic rock band disbanded in 1976.

Diverse Music

Other top selling acts with new product scheduled for the fourth quarter are dispersed among a variety of genres, with rock, black contemporary, pop and country all featuring strong albums. Among those scheduled for October release are Earth, Wind & Fire, Elvis Costello and Weather Report on Columbia; The Jacksons and the Isley Brothers on Epic; Steve Martin, Prince and the Marshall Tucker Band on Warner Bros.; Twennynine featuring Lenny White on E/A; the Bee Gees on RSO; Bob Welch on RCA; Olivia Newton-John on MCA; Anne Murray on Capitol; the J. Geils Band on EMI America/Liberty; Blondie on Chrysalis; Jose Feliciano on Motown and The Police on A&M.

November and December release lists, still incomplete at presstime, will feature Neil Diamond in November on Columbia; George Jones, Deep Purple, Ted Nugent and Boston in November on Epic; Rod Stewart, Emmylou Harris, Frank

Sinatra (Reprise), Sammy Hagar (Geffen) and Neil Young And Crazy Horse in November on Warner Bros.; The Cars and Grover Washington, Jr. in November and Shalamar and the Whispers (Solar) in December on E/A; Louise Mandrell and R.C. Bannon in November on RCA; Bill Summers And Summers Heat in November on MCA; Con Funk Shun in November on PolyGram; and Dottie West on EMI America/Liberty in November.

(continued on page 22)

Copyright Society Blasts Canadian, American Laws

by Kirk LaPointe

TORONTO — The Canadian music industry, like all other industries affected by outmoded copyright legislation, will likely have to wait years for effective measures to deal with widespread infringement problems, an international copyright society conference was told Sept. 25.

Meeting for the first time outside Europe, the Eighth Congress of INTERGU — the international, non-aligned copyright society — was told by a roundtable panel of U.S. and Canadian copyright authorities that North American legislation is sadly antiquated.

"Five years after we revised our act, it already cannot handle problems associated with the new technology," said Bruce Lehman, the chief counsel for a U.S. House of Representatives subcommittee.

Outdated Legislation

But the congress heard that Canadian legislation is much more outdated. The Canadian Copyright Act, last revised during the 1920s, could not even envision the advent of high-tech video and audio, as well as the ramifications of piracy via home recording. But if Canadian delegates to the congress were expecting soothing statements from federal bureaucrats involved in the copyright field, they were rudely brought down to earth.

Jim Keon, a senior analyst with the Canadian department of consumer and corporate affairs, told the gathering on the last session of the week-long meeting that interim measures are not forthcoming to deal with illegal duplication of creative works. Keon said the federal government does not think highly of such suggestions from the affected industries as blank tape levies, because it prefers to avoid the imposition of taxes earmarked for use. Keon said the government prefers all taxes be put into a general revenue fund — in other words, the government, and not industries, has control over where such revenue is headed.

In Canada, the penalty for copyright infringement is \$10 for each unit made or sold, to a maximum of \$200. Summary convictions, with jail terms not exceeding two months, can be imposed, but rarely are. The situation, music industry representatives say, has created a haven in this country for bootleggers and counterfeiters.

Lehman told the congress that subcommittee hearings in the U.S., some scheduled later this month, may extend control by copyright owners to decide how and where their works will be used on cable TV. Lehman also said Congress will strongly consider extending piracy penalties to five years' imprisonment from the current one-year maximum sentence.

There will also be considerable examina-

(continued on page 40)



REO STRIKES PLATINUM IN CANADA — Following a recent SRO concert appearance at the Canadian National Exhibition in Toronto, CBS recording group REO Speedwagon was presented with quadruple platinum plaques for its "Hi Infidelity" album. Pictured in the foreground are (l-r): Bruce Hall, Kevin Cronin, Neil Doughty, Gary Richrath and Alan Gratzer of the group. Pictured at right in the background is Stan Kulin, senior vice president, CBS Canada, who hosted the presentation.

Jazz Musicians Claim Unfair Practices By Japanese Firms

by Fred Goodman

NEW YORK — Charges of massive rip-offs by Japanese record companies and independent producers purportedly representing them have been leveled by American jazz musicians and at least one American label dealing in jazz product.

Executives interviewed by **Cash Box** cited distance, the difficulty and expense of pursuing international lawsuits and the lack of channels for recourse as factors encouraging Japanese outfits to disregard exclusive worldwide contracts held by American record companies. Musicians recording albums exclusively for the Japanese market report non-payment of fees, loss of rights, disavowal of agreements and shady dealings by Japanese labels and their representatives.

Charging that Japanese record companies are "hiding behind independent producers" in order to engage in "sharp practices," Muse Records president Joe Fields decried the inability of small American record companies to protect their exclusive contracts in Japan. Among the artists whose Muse contracts have been infringed upon, according to Fields, are Sonny Stitt, Clifford Jordan, Richie Cole and Helen Humes.

"They recorded Heien as part of a band that went over there," said Fields. "In this case, the producer was an American working for a Japanese company, and I told him unequivocally 'no.' But they did it just the same. If it were being done for release here, there's no way they could do this!"

Costs Prohibitive

Cost of defending contracts overseas was seen as prohibitive by Fields. "These fellows know that distance assists them," he said. "When you run at the companies, they just disavow it and tell you to talk to the producer. I don't see any recourse unless you want to show that you have muscle and a whole lot of money to pursue them with. Then if you shake the tree long enough, maybe finally they'll say 'here's the record.' Then you've spent all that money, and the jazz business is a fringe business anyway. The prudent businessman says 'why should I even bother?' So you walk away."

Although the Japanese market isn't essential to the survival of a company like Muse, Fields has come to expect a certain amount of sales there, and sees the violation of contracts as a dangerous precedent.

"In most cases, the sales in Japan are marginal," he said. "But collectively, if you're struggling to stay alive, selling in Japan is like having another Chicago. When all is said and done, if companies like mine weren't able to do business outside the United States, they'd die. So you have to be able to protect your markets. Some of those records are being imported here, and

who's to say that in the future, they won't be in Europe? So something that seems to have a distance becomes a direct piece of competition."

Other American labels seem reconciled to international contract violations. "Most artists and licensees don't want to abide by their agreements that give an American label worldwide exclusive rights," said Fantasy Prestige/Milestone/Galaxy president Ralph Kaffel.

In response to questions about recordings made by Fantasy/Galaxy artist Art Pepper for the Japanese Atlas label, Kaffel said there were "no contractual problems." He noted that outside dates by his labels' artists, while possibly damaging, are something that Fantasy is willing to live with.

(continued on page 12)

Heilicher Acquires Wax Museum Stores

LOS ANGELES — Great American Music Co., the Minneapolis-based retail chain helmed by Ira Heilicher, has acquired the six Wax Museum stores from Lieberman Enterprises. With the addition of the new stores, Great American Music now operates 13 outlets in the greater Minneapolis area.

The 11-year-old Wax Museum chain has stores scattered throughout the Twin City metro/St. Cloud area. Lieberman acquired the chain approximately 18 months ago, but decided since then to forego record retailing and concentrate instead on its ever expanding one-stop and rack jobbing wholesale operations.

According to Heilicher, the Wax Museum name will be kept intact and all employees will be retained.

Sales Drop Forces Argentine Music Industry To Consider Consolidation

by Miguel Smirnoff

BUENOS AIRES — The critical state of the local record and tape market, which is running at only 50% of the pace set in 1980, has prompted the major companies here to consider consolidation of operations through various sales and distribution agreements, a development that has prompted some market analysts to predict a future with only four or five companies or groups forming the bulk of the industry.

While such a prediction seemed unthinkable only a couple of years ago, the tribulations of the industry here have made it a definite possibility. As costs and inflation continue to rise, with a drop in sales as a result, the industry has had to come face

Priority Records, CBS Gospel Label, Sets Offices, Staff

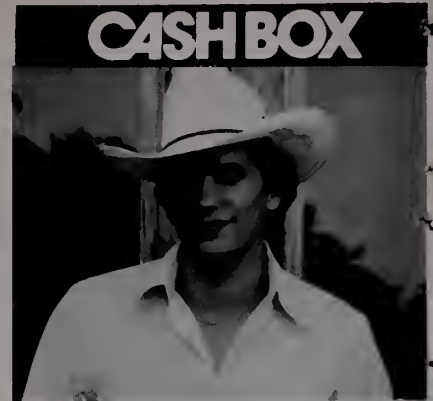
NASHVILLE — Taking on much the same structural characteristics as its parent company, CBS Records, Priority, the newly formed gospel arm of the label, has set up offices in Nashville. Buddy Huey, formerly vice president of A&R with Word Records in Waco, Texas, was named vice president and general manager of the gospel division in May 1981, and has spent the time since structuring the label's staff and overall direction.

With CBS's resources behind it, the label has established five departments and has named five department heads who report directly to Huey, who in turn reports to Richard Asher, deputy president and chief operating officer, CBS Records Group. Label executives named to oversee individual departments include Steve Bock, director of sales; Richard Page, director of marketing; Judy Wallace, manager, administration and planning; Debbie Shanklin, manager, product/production, and Dennis Worley, manager, music publishing.

In the sales department, the gospel label has adopted a service-oriented system and policies. Via the use of a computer network, the customer is able to telephone directly into the system. This equipment will be installed in the Nashville operation by February 1982. Until that time, Priority's telephone marketing sales team will be receiving and soliciting orders by phone and temporarily routing orders through the system at CBS Records' plant in Terre Haute, Ind.

According to Bock, the sales force will incorporate two components: field sales representatives and an in-house telephone marketing sales team. Regional sales representatives, to total six by January

(continued on page 15)



No nonsense, pure, traditional and back to the basics — that's George Strait's music in a nutshell. The cowboy hat, slightly worn jeans and handsomely rugged good looks aren't little ditties he picked up on Rodeo Drive, and his strong country voice isn't a trick of the studio. He is an honest to god cowboy, working on a large ranch in southwest Texas, and his distinctive voice was honed through years of honky tonks and clubs.

Where did George Strait come from? One year ago, no one, outside the respectable following he and his band Ace In The Hole boasted in Texas, had heard of him. He had never released a record and seldom performed outside the honky tonks that surrounded San Marcos.

It was a roundabout trip that brought Strait to the attention of MCA Records and, consequently, the attention of country fans everywhere with the release of his first single, "Unwound." Like most young people interested in music, Strait played in his share of high school garage bands that never quite made it to the sidewalk. After high school, he enlisted in the Army, and believe it or not, that's where he got his first real taste of playing in a country band. Stationed in Hawaii, he learned that one of the generals on the base was organizing a country band and in need of a singer. Summoning his courage, he auditioned for the general and wound up spending his last year in the Army fronting a country band.

After the service, Strait enrolled at Southwest Texas State University on the G.I. bill, earned a bachelor's degree in agricultural education and put together his band, Ace In The Hole. For the next six years, the band did its homework by playing four to five nights a week at college clubs, honky tonks, weddings, private parties and any other venues wanting their service.

The stroke of luck hit when the band was booked in a San Marcos club owned by Erv Woolsey, who is now a vice president with MCA Records. Woolsey, needless to say, was impressed by what he heard and remembered the band some years later. He brought them to Nashville, teamed them with producer Blake Mevis, and out of their first studio session came "Unwound." The single successfully cracked the Top 10 of the country charts and set Strait on a solid path toward future hits.

to face with the economic realities of the situation.

At the moment, there are only two major pressing plants in operation — CBS and RCA. CBS, which also custom presses for EMI, has taken on distribution responsibilities for Interdisc and Asuncion; and RCA, whose share of the market has been declining recently, has now added the distribution of Microfon and Europhone to its operations.

Of the remaining companies, there have been numerous mentions of a pending deal between PolyGram and EMI (and sometimes RCA) for distribution and eventually sales, leaving only Sicamericana, Tonodisc, ATC and American Recording as indies. In the Buenos Aires area, Interdisc (which is associated with K-tel) still has its own distribution network beyond its ties with CBS.

The newcomers to the scene here — Discosa, Hispavox and Argentine Music Industries — presently operate under a variety of distribution and sales agreements, but there has been little stability, except when tying in with the majors.

Discosa, a subsidiary of a coalition of Spanish companies (Zafiro, Columbia and Movieplay), has a distribution deal with Interdisc, which means that its product is distributed by that company in Buenos Aires and in the interior by CBS. On the other hand, Hispavox has usually been assigning its product to Sicamerica, but has lately been involved in joint efforts with ATC, which has no sales or distribution force of its own, but instead channels its product through several companies.

(continued on page 35)



HE WANTS YOU — Boardwalk Entertainment Company recently announced the signing of singer/songwriter Chris Christian to the label. The artist already has the single "I Want You, I Need You" in release, with his self-titled debut LP now shipping. Pictured are (l-r): Steve Brack, Boardwalk national singles promotion director; Bob Kardashian, manager; Christian; Neil Bogart, chairman of Boardwalk; and Scott Kranzberg, Boardwalk senior vice president.

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MTV: Music Television

REPORT #1

Tulsa, Oklahoma: A case in point

Launch Date: August 1, 1981

MTV Penetration: 100,000 households

Impact on Record Sales:

"We need MTV here. It definitely sells records. That's easy to trace because we are selling stuff we never sold before, until MTV came and started featuring these new performers."

"We had 15 Buggles albums here for 7 months, and all sold in the last three weeks. It's MTV exposure. We just had to reorder Squeeze albums, and Squeeze gets no airplay here. MTV is selling that album."

—Bob Smith
Manager, Peaches Records
Tulsa, Oklahoma

"MTV is the best thing in ages for record stores. MTV is bringing me \$300 to \$500 in additional business per week."

"We sold 25 Phil Collins records in 2 days. We are out. Customers mention seeing the video on MTV. Everyday people come in here talking about MTV."

—Tom McMillian
Manager, Record Town, Inc.
Tulsa, Oklahoma

"There is no doubt we are selling more records because of MTV. It's been phenomenal; we get requests now for artists

we've never sold like the Tubes, the Shoes, the Buggles. Besides selling new artists, MTV is also turning a whole new group of people on to established artists like David Bowie."

"People come in here who never heard of the Talking Heads—and they've been around for years—and ask for the single they saw on MTV. When we say we don't have the single, they say 'OK, give me the album.'"

—Steve Mitchell
Manager, Sound Warehouse, Inc.
Tulsa, Oklahoma

Impact on Radio Stations:

"The buzz in this town for MTV is incredible. We added two records—'Tempted' by Squeeze and 'Talk to Ya Later' by the Tubes—due to MTV airplay. MTV is making it much easier for us to play new music."

—Bill Bruin
Program Director, KMOD-FM
Tulsa, Oklahoma

Impact on Cable Subscribers:

"The positive impact MTV has had on our subscribers is really amazing. It's all we're hearing about from younger people these days."

—Pat Stanfield
Marketing Manager, Tulsa Cable
Tulsa, Oklahoma

These preliminary results underline the enthusiasm for MTV's unique format: the power of stereo music united with the visual impact of television, 24 hours a day. In the months to come,



we'll continue to share with you our findings on MTV's further growth. For more information about MTV and its success, call John Sykes, Director of Promotion: (212) 944-5389.

NEW FACES TO WATCH



Van Stephenson

Van Stephenson seems to have a knack for choosing the right roads. His first right turn led him to the door of music mogul Bob Montgomery and his House of Gold Publishing company in Nashville. That was nine years ago, when Stephenson was a mere 18 years old. But he knew then, as he does now, that he wanted to be a songwriter. And with a stable of talented tunesmiths, including Larry Henley, Bobby Springfield and Jeff Silbar (who co-produced Stephenson's debut Handshake album "China Girl" with Montgomery), to guide him, he was well on his way to becoming a respected songwriter, scoring hits with Crystal Gayle, Loretta Lynn, Eddy Arnold and others.

Then came a period when the songwriter became a little stale, or, as Stephenson puts it, "I tried to be a country songwriter because I lived in Nashville, and I really wanted to make it as a country songwriter. Then one day Jeff Silbar said, 'Write what you feel.' So I did. I started writing songs like the kind of music I liked to listen to. I am compared to the Eagles a lot, and I guess that gives me away. I really love the Eagles. They are fantastic, and I learned from them, but I feel like I've got my own style."

Once Silbar offered that little push, it was a short seven months before Stephenson secured his label deal with Ron Alexenburg's Handshake, turning down several other offers in the process. "China Girl" is an interesting potpourri of solid melodies and lyrics a person can relate to, which is the whole idea according to the singer.

"Rock 'n' roll is something individuals interpret for themselves," he said. "What I'm doing is my version of it, and it's my version right now. Next year it might be different. I might feel something different about rock."

"I think that is what's so great about it — it's something everybody interprets in their own way," he added. "They take it and do with it whatever they want to do. For me, I don't go for gimmicks in my music. When someone listens to my album, I want them to come away knowing someone out there understands because the same things happen to them."

And be warned. There's nothing country about this album. Like so many young singer/songwriters in Nashville, Stephenson has found the perfect creative environment in Music City — an environment that encourages all forms of music, from country to pop to R&B to rock. As for the rumored difficulty of a rock artist making it in the home of country music, Stephenson dismisses the suggestion without a second thought, saying, "I think Nashville will be the next big happening place. I feel it."

The support Stephenson has received from the label has thus far impressed him. Recently Handshake, in conjunction with House of Gold Music and Box Office Management, hosted a showcase in Nashville for the young singer/songwriter, and the turnout was more than he expected.

Stephenson's first single from the album, "You've Got A Good Love Coming," has shipped, and he will soon be embarking on an eight to 12-city tour in support of the album. Meanwhile, he is sitting back and taking it all in, and preparing himself for what it is to come.



Martin Briley

Martin Briley credits Ian Hunter with moving him in the musical direction that is realized on Briley's Mercury Records debut album, "Fear of the Unknown." An English session guitarist and member of the progressive, keyboard-dominated group Greenslade from the late-'60s through mid-'70s, Briley says that until he met Hunter and joined Ian's touring band on bass a couple of years ago, he'd never really played any rock 'n' roll.

"It was either bubblegum or really complicated, almost jazz-like stuff," Briley says of his earlier musical output, "but when you play bass for Ian Hunter, you learn the value of simplicity."

Briley shuffled between London and New York for awhile after Greenslade split in late 1975 before finally settling in this country a couple of years ago. He knew Hunter through mutual friends and, he says, used to visit him occasionally. "He thought I was such a bore, and I thought he was as well. I used to hate his music, and he hated what he thought was my music. At first we'd just sit there and criticize each other, but after awhile we turned into really good friends."

Through Hunter, Briley met Ellen Foley and landed a job as bassist and musical director for her "Night Out" album. "She was singing downstairs, and I went down there and picked up the bass because it was the only instrument not being played," he recalls. "Three months later she called me thinking I was a bass player. I wasn't going to say anything, was I? I borrowed a bass, did the audition and got the job." His stint as Foley's bassist led directly to his being hired by Hunter, which led to his solo career.

"Although I'd written songs previously, I'd really given up on it totally," Briley states. "But I'd started to get very bored while on the road so I started writing songs for no particular reason."

Although Briley was signed within a fairly short time by Mercury on the strength of his demos, he says he was getting ready to shoot a film interpretation of "I Feel Like A Milkshake," (a song that ended up on "Fear of the Unknown") at the time the deal was made. "Almost nobody was being signed at that time," he recalls, "so to give myself an edge I was preparing to shoot this film, which included a giant milkshake in Times Square. I figured I could better explain myself through film."

Briley's interest in filming his songs, however, has not waned since that time. He intends to put together short films based on the songs on "Fear of the Unknown." "All the songs I write have scripts that I write virtually concurrently with writing the song. To write a lyric that can give the listener an image, you have to think of an image yourself anyway," he claims. "The films are pretty much the literal interpretation of the lyrics as I see them."

Briley sees the films as an alternative way of presenting his music to the public, and partially because of it, he implies, he is not currently putting together a band to tour in support of his album.

He is, however, very enthusiastic about his film projects. "It's not because I have to do them," he says, "but because like any other kid who grew up in Western society, I've seen thousands of films."

EXECUTIVE PROFILE

David Rubinson: Looking Out For Artists Of San Francisco

by Marc Ceter

LOS ANGELES — While David Rubinson is viewed by many in the music industry as triple threat man with his prestigious background as a record producer (Pointer Sisters, Santana and the *Apocalypse Now* soundtrack), personal manager (Herbie Hancock and Randy Hansen) and founder of San Francisco's renowned Automatt recording studio, he considers himself first and foremost a "human engineer" for the artists of the Bay Area.

According to Rubinson, the reasons behind the success of his mini-Bay Area empire — a thriving automated studio that is currently occupied by Narada Michael Walden, Gamma and Huey Lewis and the News, and a production company that has just fostered new albums by Herbie Hancock and Gavin Christopher — are the town of San Francisco and his ability to guide and create a comfortable work atmosphere for the artists that occupy the great Northern California city.

He explained that San Francisco has been a melting pot since it was founded in 1848, a place that allowed races and cultures to mix freely and for creative elements to grow. He continued by saying that the city was a hotbed of the new jazz in the 1950s, the psychedelic sound of the '60s and the new wave of the '70s and '80s, and that it encouraged indigenous entrepreneurship, allowing the Jefferson Starship and Bill Graham to thrive.

Lure Of Bay Area

It was, in fact, Rubinson's love for the artists and atmosphere of San Francisco that led to the formation of his production and management companies and the eventual creation of the Automatt in 1976.

A resident of the city since 1969, Rubinson first became infatuated with the city when he came out from his native New York to produce acts for Columbia Records in 1966. A graduate of Columbia University, Rubinson had a background as a producer of Broadway musicals when he first came to CBS, but he quickly earned a reputation as "the company freak."

Rubinson had scored a minor hit with his production of Tim Rose's "Hey Joe," but when he saw what was happening in the psychedelic capitol of San Francisco, he indirectly galvanized the label. Rubinson brought such S.F. favorites as The Chambers Brothers, Moby Grape, It's A Beautiful Day, Taj Mahal and Santana to Columbia over the next few years, helping the label to emerge as a major rock company.

But his yearning to handle every aspect of an artist's career led Rubinson to wander, and in 1969 he hooked up with Bay Area rock impresario Bill Graham in the



David Rubinson

Fillmore Corp. and became a permanent resident of San Francisco.

Working with the full service company, Rubinson produced such other Golden Gate greats as Tower of Power, Elvin Bishop, Cold Blood and Lamb. But the volatile nature of Graham's and Rubinson's personalities flared once to often, and after a successful three years, the bearded producer left to form his own company.

New Company Formed

In January of 1972, Rubinson formed his own small full-service company, David Rubinson and Friends Inc., which boasted an initial roster of Moby Grape, Malo and flagship artist Herbie Hancock.

Records by his first three acts were followed by the head-turning debut by the Pointer Sisters, which exploded as one of the most successful albums of the year. The foursome's '30s-'40s camp meets modern day R&B singing style and their thrift shop stage get-up put Rubinson's company on the map commercially and inspired Hancock to look for the mainstream audience as well.

Rubinson urged Hancock to drop his space-jazz styling and go for a more rhythmic style, and by the end of the year, the two had come up with "Headhunters," one of the largest selling albums in jazz history. "Headhunters," along with Miles' "Bitches Brew," began a whole new jazz-rock fusion trend. That, along with The Pointers' first four albums, have been his creative highs," said Rubinson.

From January 1972 to January 1975 the production company grew from Rubinson & Friends Inc. to include Adams Dad's management, Catero Sound Co. (named for the Automatt's chief engineer, Fred Catero, two publishing companies (Pojo Grounds and Ebbets Field) and became responsible for the management of The Pointers, Hancock, Wah Wah Watson, Terry Garthwaite, The Hoo Doo Rhythm

(continued on page 15)



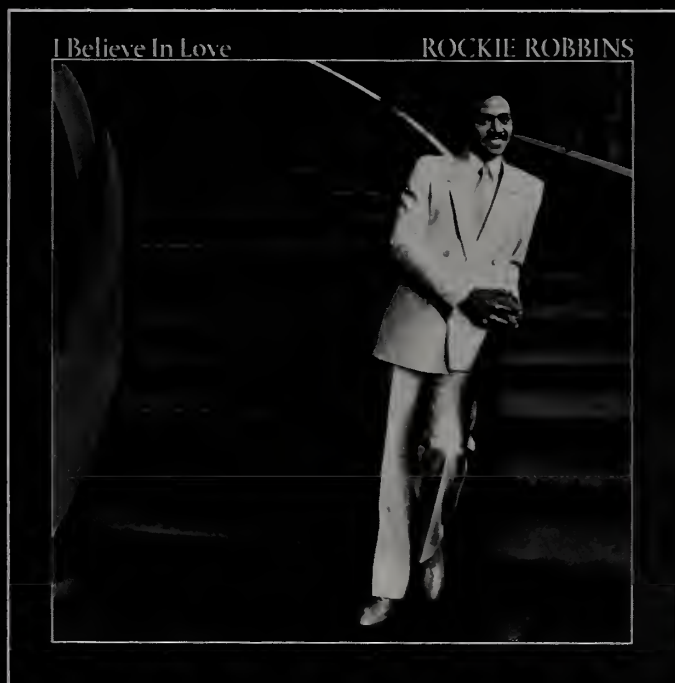
ENSIGN PACTS WITH RCA — RCA Records has signed a deal to manufacture and distribute Ensign Records, an independently owned English label. The production deal will effect all Ensign releases in the U.S., Canada and the U.K. Shown after signing the agreement are (l-r): Tony Calder, business consultant for Ensign Records; Jack Craigo, division vice president, RCA Records U.S.A. and Canada; Ekke Schnabel, division vice president, business affairs and international administration, RCA Records; and Nigel Grainge, managing director, Ensign Records.

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because love is what it is all about...

ROCKIE ROBBINS ON LOVE

**There is nothing in our business
that has done more for love and
romance than the marvelous voice
of Rockie Robbins.**

One listen to the album I BELIEVE IN LOVE,
and the songs on that album, "For You,
For Love," "I Believe In Love" and Rockie's
version of the classic "Talk To Me" and
you know that ROCKIE ROBBINS truly
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Management: Larry Robbins, One "B" Management.
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George Ware

BMA Names Ware As Its Interim Executive Director

NEW YORK — George Ware has been named interim executive director of the Black Music Assn. (BMA). The appointment is effective immediately.

Ware's affiliation with BMA began in 1979 when he served as consultant for the organization's communications division. He became director of all BMA programs in 1980, and was responsible for the development of BMA chapters in St. Louis and Philadelphia. Ware was also instrumental in the founding of BMA's Black Radio Advisory Council, a project aimed at involving on-air personalities in BMA's activities.

Commenting on his new position, Ware said that "over the next 90 days, I expect, with the continued support of Jules Malamud who has been with BMA since its inception, to evolve a strongly coordinated internal administrative team. The success of BMA is almost totally dependent upon the establishment of a smoothly operating national office."

In announcing Ware's appointment, BMA chairman Kenneth Gamble and president LeBaron Taylor remarked: "We are proud and confident to have a person of George Ware's calibre serve as interim executive director for the BMA. He brings a wealth of experience, knowledge and expertise in communications, a strong educational administrative background, and the ability to work extremely well with the grass-roots people of our industry."

Ware's appointment follows the resignation of Glenda Gracia.

Top Billing Int'l Names Four New VPs

LOS ANGELES — Jack Sublette, Don Fowler, Ginger Hennessey and Allen Whitcomb were appointed to vice president positions at Nashville-based Top Billing International.

Sublette, a five-year veteran at Top Billing, was named executive vice president/general manager/chief operating officer for the company. In addition to his new corporate duties, Sublette will retain his responsibilities for bookings throughout the West.

Fowler, a seven-year veteran with Top Billing, was named senior vice president. Active in the country music field for 15 years, Fowler also retains booking responsibility for the Northeast, as well as his new corporate duties.

Hennessey and Whitcomb were named to regional vice president posts. Hen-

Schwartz Bros. Reports Strong First Half Sales

NEW YORK — Schwartz Brothers, Inc. has reported a record 44.5% sales increase for the first half of 1981.

The company, which includes a wholesale distributorship for prerecorded records, tapes and video products along the Eastern seaboard and the 25-store Harmony Hut retail chain, reported net earnings of \$10,248, or one cent per share, on sales of \$20,099,960 for the six months ended July 31, 1981, compared with a net loss of \$370,490 or 46 cents per share on sales of \$13,906,760 for the same period a year earlier.

Second quarter sales of \$10,317,542 produced net earnings of \$7,896, or one cent per share, compared with sales of \$6,580,772 and a net loss of \$255,466 or 32 cents per share for the second quarter of 1980.

Company management attributed the record sales increase to the opening of four new retail stores toward the end of the prior fiscal year, increased sales in existing stores, continued strong performance of the company's wholesale operations and its successful entry late last year into the video field, through the formation of SBI Video to distribute prerecorded home video cassettes and related video accessories.

The company opened two new retail stores at the start of the third quarter in the Columbia Mall, Columbia, MD and the White Marsh Mall in Baltimore.

Adams Bows Ra-Jo Int'l For Discs, Publishing

NEW YORK — Stanley Adams, former music columnist for the *New York Daily News*, has formed Ra-Jo International, a record and music publishing concern. The firm's first release is Tiny Tim's "Zoot, Zoot, Zoot Here Comes Santa In His New Space Suit," featuring Robot Man, Michelle R. and Chorus.

The company's address is: PO Box 214, Co-Op City Station, Bronx, N.Y. 10475. The telephone number is (212) 379-2593.

Booking Agency Moves

NEW YORK — Rock Circuit International, the booking agency headed by Robert Tulipan, has relocated its offices to 111 West 57th Street, New York, N.Y. 10019. The company's telephone number is (212) 307-1570.

nessey, previously with Show Biz, Inc., was named vice president, Midwest region; while Whitcomb, who joined Top Billing last year, was named vice president, Southeast region. Hennessey will be responsible for developing international tours in addition to her duties in the Midwest region.

In addition to the executive appointments, it was also announced that Dan Goodman had joined the company as a representative for college concerts and progressive venues in the West.

Commenting on the appointments, Top Billing president Tandy Rice said, "This new structure gives us the finest leadership we've ever had. As we enter the '80s, Top Billing continues to emphasize international sales and services, and I think the strengths of each one of these individuals reflects these and other goals."



Dolan

Greenfield

Johnson

Carhart

Dolan Named CRI — CBS Records International has announced the appointment of John A. Dolan, Jr. to vice president and managing director, CRI Europe. He has held a wide variety of executive and financial positions at CBS Records. Most recently he was vice president, CRI where he was responsible for CBS licensee and joint ventures operations worldwide.

Greenfield Named By Columbia — Martin Greenfield has been named director, planning and administration for Columbia Records. Most recently he held the position of director, marketing finance and economic analysis, CBS Records. Before that he was director, label finance, CBS Records.

Friedman Named At Capitol — Ron Friedman has been appointed associate general counsel of Capitol Industries, EMI-Inc., and director, general law section of CRI's law department. Prior to his employment with Capitol Records, Inc., he served as a trial attorney in the antitrust division of the United States Department of Justice.

Rose To PPL — M.L. Rose has filled the position of promotions director at PPL Records. He will be handling national promotions for the label.

Carhart Named At Chrysalis — Chrysalis Visual Programming, has announced the appointment of Linda Carhart to general manager. She went to work for Chrysalis' Management Agency division in 1971, and just 1 year later, she had become manager of the New York office.

CBS Names Two — CBS Songs International has announced the appointment of Joost Van Os as general manager, April Music Holland, and Michael Stark as professional manager and acting general manager, April Music Germany. Van Os began his career with Phonogram International in 1975 and most recently served as A&R manager for Schacht Music of Hamburg. Stark joined CBS in 1975, most recently as local A&R manager, CBS Records Germany. He will be located in Frankfurt.

Hyland Named At Monument — Mike Hyland has been named director, creative services at Monument Records. Prior to joining Monument, he was president and co-founder of Network Ink, Inc., a Nashville public relations agency.

Johnson Appointed At Columbia — Michael Johnson has been appointed local promotion manager, Los Angeles market, Columbia Records. Prior to joining CBS he was local promotion manager, Los Angeles, Warner Brothers Records. Before that he was local promotion manager, Chicago, Warner Brothers Records.

Sellers Named — Marie Sellers has been appointed associate director, trade relations/secondary markets, black music/jazz promotion, Columbia Records. She joined CBS Records black music promotion in 1974 and was subsequently promoted to the positions of coordinator and manager.

Changes At MTV — Julian Goldberg has been appointed creative director, MTV. His background includes positions as field producer/director, for Hour Magazine and for *What's Up America*. John McCoy has been appointed senior designer, creative services, Warner Amex Satellite Entertainment Company. Prior to joining WASEC he was senior designer at ABC television designer.

Changes At Warner Amex — Michael O. Johnson has been appointed affiliate relations manager for Warner Amex Satellite Company's western regional office. He comes to WASEC from Laser Media Inc. in Los Angeles where he was a marketing director. Melody Ruffman has been appointed affiliate relations manager for Warner Amex Satellite Entertainment Company's western regional office, it was announced by Andrew Orgel, vice president, affiliate relations, WASEC. Ms. Ruffman is responsible for territory including Hawaii, Washington, Oregon and Northern California. She comes to WASEC from KFWB, Westinghouse Broadcasting in Los Angeles where she was promotion manager. June Winters has been appointed senior copywriter, creative services. She comes to WASEC from *Newsweek* magazine where she had held writer/editor positions since 1973.

White Joins Total Experience — The Total Experience has announced the addition of Al White to the staff. Formerly an agent with ICM and Regency Artists Limited, White will serve as tour coordinator, acting as liaison between management and the booking agency.

Jeffries Joins Screen Gems — Paula Jeffries has joined the staff of Screen Gems/Colgems/EMI Music, Inc. as professional manager. She comes to Screen Gems from 20th Century Fox Records where she was A&R manager for two years, working closely with both artists and producers.

VCA/Teletronics Appoints Winkler — The addition of Dean Winkler to the Teletronics staff has been announced. For the last two summers he has done significant design work for EUE Screen Gems.

I.A.M. Names Freeman — I.A.M. Studios, has named Paul Freeman to an "in-house" production and engineering position. He owned and operated Overland Recording Studios from 1976-1981.

Changes At Lavender — The Shorty Lavender Talent Agency has announced the addition of three new members to the staff. Tom Vizzina joins the Agency in the position of agent. Vizzina is road manager to MCA recording artist, Connie Cato and has twelve years sales and marketing experience for a national chemical company to his credit. Cheryl Ballard joins the Agency as executive secretary. Brenda Sherick joins the Agency as receptionist and administrative assistant. Both Ballard and Sherick have left positions outside of the music industry to join the Agency.

Storms Named — Susan Storms has been named director of client services for United Stations. Storms, who has worked with programming and promotion at WHN Radio, was most recently an account executive with the Richard Gersh Associates public relations firm.

Two Named At Creative Factor — Tom Shovan and Randy West have been named radio marketing directors of The Creative Factor. Prior to joining The Creative Factor, Shovan was vp, programming for Starr Broadcasting and an on-air personality at WINS/New York and WMEX/Boston. West served as that company's national promotion director after a ten-year career on-air and later also did record promotion for the Don Kelley Organization.



Sublette



Fowler



Hennessey



Whitcomb

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

FREDERICK KNIGHT (Juana JU3700S)
The Old Songs (4:04) (Warner Bros. Music Corp./Upward Spiral Music-ASCAP) (D. Pomerantz, D. Kaye) (Producer: F. Knight)

A string-sweetened cover of the schmaltzy David Pomerantz tune, this is, in truth, a fuller production than the Barry Manilow version currently on the pop charts. Knight's voice sounds uncannily similar to Lionel Richie, Jr.'s here and the arrangements fairly sparkle under the crisp production. Listen and compare.



QUARTERFLASH (Geffen GEF 49824)
Harden My Heart (3:36) (Narrow Dude Music/Bonnie Bee Good Music/Geffen-Kay Music — ASCAP) (M. Ross) (Producer: J. Boylan)

Quarterflash may be unknown to most of the country, but residents of the Northwest will recognize its debut Geffen single as the regional hit in Seattle and Portland last year by a popular club outfit called Seafood Mama.



GENE COTTON & AMERICAN ACE (Knoll KS5001)

Bel'n' Here With You Tonight (4:03) (Knoll Music — ASCAP) (G. Cotton) (Producer: G. Cotton)

A recording veteran with a hit single ("You Got Me Runnin'" in the mid-'70s), a duet with Kim Carnes ("You're A Part Of Me") and seven LPs to his credit, Cotton is an experienced singer/songwriter/producer. On his Knoll debut, he combines his studio savvy with a tender, sensitive performance on a power ballad that glistens.



THE JOHN HALL BAND (EMI America A-8096)
Crazy (Keep On Falling) (3:56) (Siren Songs/Clean Cut Tunes — BMI/ASCAP) (B. Leinbach, E. Parker, J. Hall, J. Hall) (Producers: R.S. Orshoff, J. Hall)

Hall put his old band Orleans over the top with two pop hits, "Dance With Me" and "Still The One," but on the first waxing for his new outfit he goes for rock 'n' roll grit.

THE KINGS (Elektra E-47213)
All The Way (3:35) (Diamond-Zero Music Inc., adm. by Warner-Tamerlane Publishing Corp. — BMI) (Diamond, Zero) (Producer: B. Ezrin)

It doesn't have the instantly catchy keyboard hook of the hit "Switchin' To Glide," but the first single from The Kings' "Amazon Beach" LP has the same wall-to-wall guitar sound and teen-oriented lyrics that mark the Canadian Cheap Trick's best pop/rockers.



BLACK ICE (Montage A-1204)
I Just Wanna Hold You (3:39) (Darwall Music Co./Larry Lou Music/Frontwheel Music, Inc. — BMI) (F. Willis, G. Bell, A. Curtis, C. Jones, M. Jones) (Producer: H. Murrell)

The Montage label's first R&B act harkens back to the classic vocal group tradition of The Chirlites and Delfonics, among others, on its debut single. Velvety harmonies highlight this B/C winner.



ROBBIE PATTON (Liberty A-1435)
One On One (3:49) (British Rocket Music Publishing Co./Adel Music/Red Snapper Music — ASCAP) (R. Patton, D. Adelstein) (Producers: C. McVie, K. Caillat, R. Patton)

Like a basketball, which the title brings to mind, the follow-up to "Don't Give It Up" bounces along with a bright melody and a high profile rhythm section. Co-writer Dave Adelstein, a regular member of Bob Welch's band, chimes in with some spirited keyboard work



SYREETA (Tamla T-54333F)
Quick Slick (3:58) (Jobete Music Co., Inc. — ASCAP) (N. Helms, M. Bottler, H. Davis) (Producer: H. Davis)

Syreeta purrs as deliciously as Diana (Ross, that is) on the first single from her forthcoming "Set My Love In Motion" LP. A hopping, bopping bass synthesizer figure helps create a playful musical backdrop, along with light, jazzy sax and guitar, for this dance-oriented R&B sleeper.

FEATURE PICKS

HITS OUT OF THE BOX

VILLAGE PEOPLE (RCA JH-12331)
Action Man (3:08) (Can't Stop Music-BMI) (J. Morali, V.P. Band, H. Beilow, D. Frederiksen) (Producer: J. Morali)

Quirky new rock electronic gimmicks, lifted from songs like Devo's "Whip It," can't disguise the fact that this is the sort of campy group singalong extolling the V.P. party up theme that's the group's usual fare.

SURVIVOR (Scotti Bros. ZS5 02560)
Poor Man's Son (3:35) (Holy Moley Music/Rude Music-BMI/WB Music Corp./Easy Action Music-ASCAP) (J. Peterik, F. Sullivan) (Producers: J. Peterik, F. Sullivan)

Crashing guitars and jumpy pop keyboards make the first single from Survivor's "Premonition" LP the sort of Foreigner-styled fare that both pop and AOR welcome with open arms. Hook City rock.

TIM CURRY (A&M 2376)
Simplicity (3:59) (Arriviste Inc., Ltd./Irving Music, Inc./Angea Music-BMI/Jambitt Music/Justin's Music-ASCAP) (T. Curry, B. Babbitt, C. Collins) (Producer: M. Kamen)

Picture a smokey little dive and the theatrical Curry belting out this bluesy, sax-singed ballad through the haze, grabbing hold of the mike stand and singing the hook with religious fervor.

R. DEAN TAYLOR (20th Century-Fox TC-2510)
Let's Talk It Over (3:15) (Ragamuffin Music-PROC) (R. Dean Taylor) (Producers: R. Dean Taylor, C. Brucato)

The same R. Dean Taylor who had a big Top 40 hit with "Indiana Wants Me" returns with a busy little pop production that resurrects the sound and spirit of '60s bubblegum. Circus-like arrangements are matched by a jingle-type melody.

EVELYN KING (RCA JH-12322)
Don't Hide Your Love (4:09) (Mighty M Music-ASCAP) (L. Jones, A.S. Moore) (Producer: M. Brown)

After her big dance hit "I'm In Love," King slips into a big ballad with brass accents to underscore her showstopping croon. A male-female trade-off near the close gives Evelyn the chance to ignite her vocal dynamite. A rousing, superbly arranged R&B number.

LITTLE FEAT (Warner Bros. WBS 49841)
Gringo (3:58) (Streetlights Music-ASCAP) (B. Payne) (Producers: B. Payne, G. Massenburg, P. Barrere)

A rare track by Feats keyboardist par excellence Bill Payne, this cut from the "Hoy! Hoy!" set will immediately strike listeners as a jazzy, Steely Dan-styled offering . . . and some may mistake it initially for the Dan itself. Great sax work, too.

NILS LOFGREN (Backstreet BSR-51191)
Night Fades Away (3:52) (Almo Music Corp./Hilmer Music Pub. Co. — ASCAP) (N. Lofgren) (Producer: J. Baxter)

Lofgren's commercial acceptance has never quite matched his critical acclaim, but that should be corrected by the title track from his Backstreet debut. While it shows flashes of Lofgren's fiery guitar work, the song has a blissful pop melody and hook.

FLESHTONES (I.R.S. IR-9024)
The World Has Changed (3:10) (My Idea Music — ASCAP) (Zaremba, Streng) (Producer: R. Masada)

Mid-'60s garage rock references abound in this animated effort from the Fleshtones. If it was made 15 years ago it might've ended up on "Nuggets," but we're lucky to have such vibrant psychedelia in the '80s. A bit heavy for pop, but perfect for new rock AOR.

THE KINKS (Arista AS 0619)
Destroyer (3:36) (Davray Music Ltd. — P.R.S.) (R. Davies) (Producer: R. Davies)

Oh, those naughty Kinks. Have they no shame? Ray Davies (or was it brother Dave?) nicked the guitar riff from "Satisfaction" for "Catch Me Now I'm Falling" on the "Low Budget" LP. Now, they steal from their own "All Day And All Of The Night" for this hard rock psycho-comedy about paranoia. Will they ever get serious?

DAVID LINDLEY (Asylum E-47219)
Mercury Blues (3:34) (Tradition Music/B-Flat Music — BMI) (K.C. Douglas) (Producers: J. Browne, G. Ladanyi)

Lindley puts the pedal down to the fretboard on this cranked up cover of the old blues number made popular by Steve Miller.

DIANA ROSS (RCA JH-12349)
Why Do Fools Fall In Love? (2:52) (Patricia Music Pub. Corp. — BMI) (F. Lymon, M. Levy) (Producer: D. Ross)

FOREIGNER (Atlantic 3868)
Waiting For A Girl Like You (4:35) (Somerset Songa Publishing, Inc./Evansongs Ltd. — ASCAP) (Jones, Gramm) (Producer: R.J. Lange)

BARRY MANILOW (Arista AS 0633)
The Old Songs (3:58) (WB Music Corp./Upward Spiral Music — ASCAP) (D. Pomerantz) (Producer: B. Manilow)

KOOL & THE GANG (De-Lite/PolyGram DE-815)
Take My Heart (4:01) (Delightful Music Ltd./Second Decade Music-BMI) (C. Smith, J. Taylor, G. Brown, Kool & The Gang) (Producer: E. Deodato)

JUICE NEWTON (Capitol A-5046)
The Sweetest Thing (I've Ever Known) (3:58) (Sterling Music Co./Addison Street Music — ASCAP) (O. Young) (Producer: R. Landis)

Jazz Musicians Claim Unfair Practices By Japanese Firms

(continued from page 6)

"If you have a cooperative licensee," said Kaffel, "and an artist that understands that it is not in his ultimate interest to be recording all over the world, then you can proceed in an orderly fashion, and when it suits one's purpose, you can give permission for an exclusive recording for Japan only. We've done that in the past. It satisfies the artist; the licensee is happy, we know about it, and we retain the option for the rest of the world and it's no problem. But it only works that way if you have the cooperation of the specific licensee and the artist."

Able To Rectify

Some companies, like Concord Records, have had success at clearing up problems with Japanese companies. An album recorded for an American label, which featured Concord artist Scott Hamilton as a sideman, was released in Japan with Hamilton billed as the leader. While Hamilton is free to record as a sideman, he has an exclusive contract with Concord for leader dates. But Concord president Carl Jefferson, who visits Japan frequently, said he had no problem rectifying the situation, and credits his long-standing contacts with Japanese companies.

"Whatever commitments are made to me, and not necessarily even in writing, they've come through," said Jefferson. "But I think that a lot of these problems do originate with the producers and the people who make the albums. And I think a lot of the musicians are very naive."

Be that as it may, musicians interviewed by **Cash Box** described a tangled web of deceptive dealings by Japanese labels and their supposed representatives in this country. At least 35 albums on the Nippon Columbia, Toshiba-EMI and RVC labels were listed as projects for which musicians either did not get paid in part or in full, receive proper credit or were unable to maintain the agreed upon artistic control. Among the many musicians involved in the recordings were Reggie Workman, Archie Shepp, Mickey Tucker, Ron and Cecil Bridgewater, Jo Jones, Tommy Flanagan, Marion Brown, Joe Chambers, Roy Brooks, John Stubblefield, Frank Foster, Horace Arnold and Vishnu Wood.

In each case, the recordings were coordinated and commissioned by Yoshio Ozawa of Pioneer Valley Arts and Studies Center, Inc., Northampton, Mass. Ozawa represented himself as a producer and interceded for the Japanese record companies. In many cases, agreements and contracts signed by Pioneer Valley Arts were disavowed by the companies releasing the recordings when musicians informed them that they were unable to obtain payment from Ozawa. Ozawa likewise informed musicians that he was unable to obtain payment from record companies.

'Handshake' Deals

Since all agreements were with Pioneer Valley, which has since been dissolved, and Ozawa, who has left the United States since the musicians began proceedings to bring him to court, the musicians have been unable to get the labels to assume the burden of payment. The situation has been something of a shock to the jazz musicians, many of whom are used to undertaking projects for smaller independent companies on the strength of a handshake and a verbal agreement.

"It's partly my own ignorance," said bassist Reggie Workman. "We didn't demand anything on Nippon Columbia letterhead. Musicians are seldom aware that if

Squier Gets Platinum

LOS ANGELES — Billy Squier's Capitol LP, "Don't Say No," was recently certified platinum by the RIAA.

the company doesn't give you anything, the producer can cancel. We received all the usual schedules from Ozawa, but in no case that I know of has any artist been paid residuals. I've been back and forth to Japan many times, and whenever I've attempted to see anybody at the labels, I've been screened out by the lesser executives and by people professing not to speak any English."

Workman also reported that Ozawa was able to lure musicians into recording with promises of forthcoming contracts, extensive work and future payment. "He was a shrewd talker," said Workman. "The idea was to engage me as an A&R man for Nippon Columbia. I was given enough money to bait me, and was to be paid for each project. I used my own money for studio rehearsal, air fares, long distance calls, instrument rentals, all those things. All this time I'm getting in deeper and deeper with people I think are reputable, and by the time I see the light, I'm really in deep. In addition, my integrity was put out front — I was the one telling musicians that contracts would be honored."

Similarly, pianist Mickey Tucker said he was approached by Ozawa in September 1978 to organize a date for Nippon Columbia. A contract was drawn up between Tucker and Pioneer Valley Arts specifying royalties, a fee for composition and arrangements, and an artist fee, according to Tucker, who maintained he was assured that the contract would be typed and signed well in advance of the recording date, and that payment would be made prior to completion of the sessions. The contract never materialized, but a check did. It later turned out to be bad, Tucker said.

In an article in *Jazz Spotlight News*, Tucker reported that he was subsequently informed by Ozawa that Nippon Columbia "had refused to pay once the recording was done, and they had possession of the master tapes, and that he had commenced litigation in Japan to get this money." However, during a trip to Japan, Tucker was informed by officials at Nippon Columbia that all costs for the recording had been paid. Despite Nippon Columbia's disavowal of Ozawa's claim, Tucker was unable to obtain proof in writing that Nippon Columbia had paid Ozawa.

'Everybody Got Burned'

Since that time, Tucker has been unable to gain payment from Ozawa. He has presented his case to the U.S. Attorney in Newark, the FBI, the Department of Labor, the Department of Immigration, the District Court of Hampshire, Mass., the U.S. Attorney's office in Boston and the U.S. Attorney General's office in Washington, D.C. Papers were finally served to Ozawa by the office of the Court Clerk Magistrate in Northampton, Mass., but Ozawa never appeared at the scheduled May hearing. Since then, no decision has been rendered by the office of the Court Clerk Magistrate. "I don't know where it will all end," said Tucker.

"Everybody got burned," he added. "We've gotten together and collectively gone to lawyers. But the bottom line is that nobody had a contract with the labels."

"My situation is pretty much the same," said trumpeter Cecil Bridgewater. "At first there was no problem with the money, but later, when I arranged and produced two other albums, Ozawa told me he had gone over his budget and didn't have the money. I've spoken with lawyers, but they've told me there's nothing we can do unless we file an international suit. I just don't know what else can be done. A couple of people who have gone over to Japan have seen Ozawa there."

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NEW TOY IN TOWN — Although we were unable to catch **Lene Lovich** at either of her N.Y.C. appearances last week, we did have a chance to chat with her for a few minutes about her current tour, the dance club success of her "New Toy" EP and some of her future plans. Lovich admitted that she was quite surprised when asked to be the first act to play the newly reopened Studio 54 here, a show that took place last Wednesday night. "I couldn't understand why they wanted us to play there," she said. "It seemed a bit odd. But talking to them further, it seemed as if they were trying to establish a night every week or month where they would put on new and interesting bands. After hearing about the place and having a look at it, I thought it seemed like it would be a very good



JOAN A RUNAWAY WINNER — Boardwalk recording artist **Joan Jett** recently beat world champion funny car driver **Raymond Beadle** in a quarter-mile drag race at New Jersey's Raceway Park's Tournament of Champions. She is shown with her trophy and helmet.

place to see a band." Lovich was upset, however, that "they haven't really changed their in-crowd, snobbish attitude at the door." She said she was told by friends after the show that they'd had to wait over 45 minutes to get in. Outside the city, she said, fans told her they had tried to get into the Studio 54 show only to be turned away by selective doormen. Lovich said she had not noticed any change in her audience during the current tour, despite "New Toy" being her most successful record to date. "Maybe I'd have seen a change if the places we played weren't places I'd already been well-received at before. It's just been a very happy atmosphere and not the sort of curious audiences you usually get if you've suddenly had a hit record and they come to see what

you're all about. There seemed to be a few more people who knew the words and sang along this time, though." As far as future plans go, Lovich is anxiously awaiting the completion of the home studio she and bassist/collaborator/boyfriend **Les Chappell** are having built into their London home. She looks at the studio as both an economic and creative investment. "We will have some people who like us in various places," she stated, "but we have to seek them out. In order to do that and survive these days, you have to be self-sufficient as a band. We figured the best way to accomplish this was by cutting studio costs." She intends to learn how to engineer her own records because, she explains, "I lose a lot of energy in studios trying to explain what I want to the engineer. They never believe me when I tell them what I'm looking for." After the tour, Lovich intends to return to London to begin work on more tracks, possibly for another EP. "I like the idea of the EP," she said. "It's not a big deal like an album, but it gives a much more accurate idea of where an artist is at the time it's recorded."

EYE ON NEW YORK — If the two shows we saw are anything to go by, WCBS-TV in New York's new 2 on the Town magazine series will be offering some much needed local TV coverage of music business related themes and personalities. The segments we viewed featured interesting profiles of **Murray the K** and **Gary U.S. Bonds**, as well as a look at some acrobatic street dancing in the Bronx and Queens. While hosts **Richard Bey** and **Adrienne Meltzer** are occasionally given to mistaken generalizations ("Jim Morrison was the major influence of the punk rock bands," or some such) and overcuteness, for the most part the material is sensitively handled and well-edited. It's high time prime time TV — the show airs Monday evenings from 7:30-8 p.m. — started taking a serious look at music.

FILM CLIPS — Boomtown Rats' singer **Bob Geldof** is set to star in a film version of Pink Floyd's "The Wall" . . . **Dave Clark** (he of DC5 fame) is currently working on a sci-fi musical with **John Travolta**. Dave conceived the project and wrote the original script. . . The video for **Elvis Costello's** upcoming "Almost Blue" will have him performing the old **George Jones** number, "Good Year For The Roses" . . . **Phil Ramone** is at Soundmixers working on the soundtrack for the new **Warren Beatty** vehicle, *Reds*, a film about the Russian Revolution of 1917. . . Voltaire Prods. is currently casting for a film based on the life of **Bobby Darin**. **AI DIORIO's** biography of Darin, "Borrowed Time," is being used as source material.

BLASTS FROM THE PAST — **Lou** ("Lightning Strikes") **Christie** has a new single out called "Guardian Angels." It's a rap tribute to **Curtis Sliwa**, leader of the New York vigilante group of the same name. . . **Mary** ("Those Were the Days") **Hopkin** is reportedly recording again in London. . . It may not have any future significance, but the original **Hollies** line-up, including **Graham Nash**, recently appeared together on Britain's *Top Of The Pops* TV show. . . **Ian Hunter** is reportedly seeking a **Mott the Hoople** reunion for the

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

Top Fifteen

1. **Walking Into Sunshine** — Central Line — Mercury MDS 4013
2. **Let's Start II Dance Again** — Bohannon — Phase II 4W9 02449
3. **Zulu** — Quick — Pavillion 4Z9 02433
4. **Can You Move** — Modern Romance — Atlantic 4819
5. **First True Love Affair** — Jimmy Ross — Quality/RFC QRFC 002
6. **You're My Magician** — Lime — Prism PLP 1008
7. **Let's Dance** — West Street Mob — Sugar Hill 115
8. **It's Hot/Hupend! Muskl Wangu** — K.I.D. — Sam 118
9. **Here I Am** — Dynasty — Solar 11504
10. **Happy Days** — North End — Emergency EMDF 6520
11. **96 Tears** — Thelma Houston — RCA PD 12293
12. **She's A Bad Mama Jama** — Carl Carlton — 20th Century-Fox 129
13. **Take It Light** — Jumbo — Atlantic DMD 288
14. **Dancin' The Night Away** — Voggue — Atlantic 4815
15. **Ain't No Mountain High Enough** — Inner Life — Salsoul 354

TOP BREAKOUT

Wordy Rappinghood — Tom Tom Club — Sire 49817

BREAKOUTS

- Rain** — Goombay Dance Band — Portrait 4R9 02491
Rhyze To the Top — Rhyze — 20th Century-Fox 134
No Frills — Taana Garner — West End 22137
Glgolo Rap — Disco Daddy & Ospt. Rap — Rappers Rap RR 1989
Me And You — Chi-Lites — 20th Century-Fox 117

GHOST IN THE MACHINE — The Police — A&M SP-3730 — Producers: The Police and Hugh Padgham — List: 8.98

New wave's most successful and commercial trio comes forth with its most stunning and adventurous waxing yet with this varied, 11-song collection. The trio opts for a fuller sound, complete with the synthesizer, piano and the saxophone work of the enigmatic Sting on "Ghost In The Machine." There's still some of the signature Police reggae rock on the spirited "One World (Not Three)" and "Spirits In A Material World." However, the album's showcase cut is a little piece of modern pop heaven called "Every Little Thing She Does Is Magic," which features an unforgettable hook. The Police spent a lot more money than usual on this album production-wise and made every penny count. A new rock classic.



IF I SHOULD LOVE AGAIN — Barry Manilow — Arista AL 9573 — Producer: Barry Manilow — List: 8.98 — Bar Coded

Mr. Adult Pop doesn't stray too far from the formula that gave him such smashes as "I Write The Songs" and "Could It Be Magic" in the past. Even the album's premier cut, "The Old Songs," a pop smash if there ever was one, is a tip of the hat to music of yesteryear. Manilow has been mired in pedestrian material the past few years, but he's come back with a strong collection of true songwriter's songs here, the most memorable of which are "Somewhere Down The Road" and the title track. His cover version of the old Four Seasons smash, "Let's Hang On," should also shoot up the charts.

BARRY MANILOW



TORCH — Carly Simon — Warner Bros. BSK 3592 — Producer: Mike Mainieri — List: 8.98 — Bar Coded

Carly tips her hat to the jazz and blues torch ballads of '30s and '40s on this aptly titled album. Jazzman/producer Mike Mainieri has gathered up the best studio men (David Sanborn, Warren Bernhardt, Hugh McCracken, Lee Ritenour) and heart wrenching arrangements for this superb ode to the songs people cry to here. There's not an uptempo track on this album, but the 24+ plus female demographic is going to go gaga for Carly's bittersweet vocals and the melancholy nature of the lyrics. This is an album for the broken hearts of the world, and Carly has reached down deep inside herself to deliver her strongest vocal performance ever. A true pop classic.



DON'T GIVE UP — Andrae Crouch — Warner Bros. BSK 3513 — Producer: Bill Maxwell and Andrae Crouch — List: 8.98 — Bar Coded

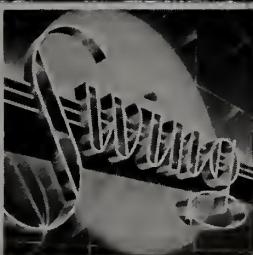
This great Gospeler comes forth with his first LP aimed at the pop mainstream and it's pulsing with his special spirit and energy. The material is Christian-oriented, but in a subtle way. And the music is brilliantly arranged R&B/Pop/Gospel fusion that should attract listeners all around the dial. Crouch's sensual, soulful vocals and the ever so contemporary instrumentation and arrangements make this the Gospel breakthrough that the secular market has been waiting for. Wild group vocals and the best sessioners in the business add to whole proceeding. Top tracks are "Waiting For The Son" and the raucous and foreboding R&B rave up, "Hollywood Scene."



FEATURE PICKS

SWING — Planet P-24 — Producer: Richard Perry — List: 8.98

Producer Richard Perry's latest project should help galvanize the big band revival that is brewing through the nation these days. He's taken classics from the '30s and '40s, updated them with modern instrumentation and technology and delivered an irresistible package. The great Charlie Calello has arranged the horn parts, and Charlotte Crossley (formerly of Bette Midler's troupe), Steve March (Mei Torme's son) and Lorraine Feather (jazz critic Leonard Feather's daughter) handle the vocals.



SWEET SWEET — Burton Cummings — Alfa AAB-11007 — Producers: Burton Cummings and Bruce Robb — List: 8.98 — Bar Coded

The former silver throat for Canada's renowned Guess Who returns with a beautifully-produced pop album for his debut on the Alfa label, and it should go on to be the young company's best selling release yet. Cummings spends his time between full throttle '50s style rockers and adult pop ballads here, and a variety of formats should be interested. He writes strong lyrics and still possesses some of the most powerful and distinctive pipes in popular music today.

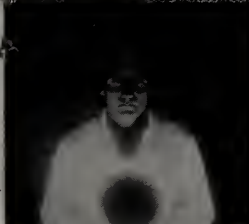
GRAND FUNK LIVES — Grand Funk Railroad — Full Moon/Warner Bros. FMH 3625 — Producers: Andrew Cavallere and Bob Destocki — List: 8.98 — Bar Coded

The cover graphics read like they were scrawled by someone who has returned from the grave, and the terrible trio from Flint, Mich. has resurrected in search of heavy metal blood on "Grand Funk Lives." Now composed of Mark Farner, Don Brewer and Dennis Bellinger (2/3 of the original three), the consummate high decibel heroes of the '70s come back with a tightly controlled, well-sung, hard rock LP.



ECLIPSE OF THE BLUE MOON — Gene Cotton — Knoll Records KA 1001 — Producer: Gene Cotton — List: 8.98

This rock 'n' roll pro has put out seven albums in the past and had some success, but the Ohio-born Cotton and his band, American Ace, pull out the stops for his debut on Knoll Records. Cotton has an affinity for strong lyrics and most of the rock idioms, but he fares best at a glossy form of soft rock that comes across winningly on tunes like "Simon And Simon" and "Operator, Operator." Tasty ballads as well.



GIMME YOU — Billy Burnette — Columbia NFC 37460 — Producers: Barry Seldel and Barry Beckett — List: None — Bar Coded

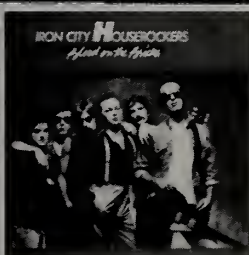
Billy's dad, the late great rockabilly pioneer, Dorsey, would be proud. His son gets more rooted in country each time out. His third album doesn't quite match last year's perfect fusion of hard rock and rockabilly, but the junior Burnette does prove, once again, that he's a pop music force to be reckoned with. He can play the heck out of '50s songs, but his best tunes are high flying rockers. Best cuts are the title and "Watcha Gonna Do When The Son Goes Down."



NEW AND DEVELOPING ARTISTS

BLOOD ON THE BRICKS — Iron City Houserockers — MCA MCA-5252 — Producer: Steve Cropper — List: 8.98

This is the Houserockers' third album, and it's about time the world turned on to its classic blue collar, barroom rock sound. This is beer bust, hard drivin', R&B-based rock that is crying for national attention. Songs like "Saints And Sinners" and "This Time The Night Won't Save Us" sound akin to the best of Graham Parker and not far from The Boss' Asbury Park-oriented material.

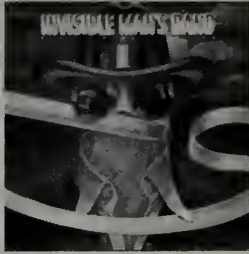


I'M A LADY — Terri Gibbs — MCA MCA-5255 — Producer: Ed Penney — List: 8.98

Last year the world was introduced to Terri Gibbs' mellow, soulful country-blues style by way of the single "Somebody's Knockin'." A highly palatable LP that showcased a versatile young performer followed. Her newest album is underscored by the same punchy vibrancy that captured the fancy of the record buyer that first time out. Her vocals remain true to the bluesy style apparent in the earlier effort, but are a bit more refined and polished.

REALLY WANNA SEE YOU — Invisible Man's Band — Boardwalk NBL 33238 — Producers: Clarence Burke and Alex Massucci — List: None — Bar Coded

This New York-based outfit featuring members of The Stairsteps and Dr. Buzzard's Original Savannah came forth with one of the wildest, zaniest dance songs of the season last year with "All Night Thing" from their debut LP on Mango. And for the first flight on Boardwalk, this group of R&B dance crazies has really kicked out the jams.



SUBURBAN LAWNS — I.R.S./Suburban Industrial Records SP 70024 — Producers: E.J. Emmons and Troy Mathisen — List: 8.98

Devo and Oingo Boingo are just plain modern day neurotics compared to Suburban Lawns. The L.A.-based quintet demonstrates that it can out-quirk the quirkiest on its debut for I.R.S. The band first earned quite a local reputation for a little cut called "Gidget Goes To Hell" a few years back, and since then, the music has become even stranger. Great modern day teen lyrics, confused insistent rhythms and the vocals of Su Tissue and Frankie Ennui power the band.

DIGITAL COWBOY — Our Daughters Wedding — EMI America MLP-19000 — Producer: Colln Thurston — List: 5.98 — EP

This SanFran by way of New York synth/wave trio has not only come up with one of the most inventive album titles of the year in "Digital Cowboy," but it has also delivered one of the most infectious dance club tracks with the kinetic "Lawn Chairs." Sticking to a basic new romantic cum futuristic sophisto disco keyboard-driven sound, the threesome stands at the forefront of the neo-synthesizer movement along with neighbors like Orchestral Maneuvres.





LOOK OUT! — Unlimited Gold recording artist Barry White was recently honored with a listening party at Yamashiro's Restaurant in Hollywood, where guests gathered to hear his new "Beware" album. Pictured are (l-r): Maurice Warfield, director of promotion, West Coast, Epic/Portrait/CBS Associated labels; Lawrence Tanner, program director, KJLH; White; Levi Booker, KJLH music director; and Rod McGrew, president of Unlimited Gold Records.

Labels, Retailers Re-examining Role Of 45s In Current Market Climate

(continued from page 5)

You," pose a problem as far as getting a proper reading on the radio, as well as in the stores. He said that the song took six or seven weeks in the field before re-orders started coming in, and that it caused a lot of concern among the promotion staffers. However, it ended up selling 600,000 units.

Research Needed

"You really have to research the artist," he said. Christopher Cross had a triple platinum album but never topped 700,000 units with a single, but E/A's Joey Scarbury topped a million units with his first single and didn't even have an album out.

Maitland pointed out that picture sleeves have been an integral part of getting singles over saleswise. They are employed for a major artist or one the label is trying to build an identity for, and, thus, it is important that the single sleeve be uniform with album graphics in order to keep the familiarity go-

Nine Cities Added To Winter Arb Ratings

NEW YORK — Winter Arbitron books will be distributed in nine more cities beginning Jan. 1. The cities covered are: Dallas/Fort Worth, Denver, Kansas City, Louisville, Milwaukee, Phoenix, Pittsburgh, St. Louis and Seattle.

"We went to markets we felt our subscribers would want because the advertising community would be interested," said Connie Anthes, Arbitron manager of communications. "We went to our clients to see if we could get sufficient support and we did."

Arbitron now rates 23 markets during the winter, 11 in the summer, 253 in the spring and 123 in the fall. Summer 1981 reports are due soon, according to Shelly Cagner, assistant manager of communications.

Labels Quietly Rehiring Indies

(continued from page 5)

In addition to work secured through management and publishers for acts on those labels, a way many indies had been able to continue working for labels despite hiring bans on outsiders.

The same indie revealed that he was told that CBS labels were now in the position where indies could be hired to work acts only if the request was screened and approved by a number of top executives.

It was also understood that Elektra is once again using indies, although label executives were unavailable for comment.

ing.

The Warner Bros. singles sales manager also mentioned the viability of the jukebox, a promotional tool that has oft been neglected by the majors. "Jukeboxes are a big portion of our singles sales," offered Maitland. "Between 50-60% of our country sales are through jukebox operators."

One-Stop Action

One company that is currently attempting to capitalize on singles sales at the one-stop level is Elektra/Asylum, which is in the midst of a promotion for the Richard Perry produced "Swing" project. The label is hoping that a discounted package, featuring the 10 *Swing* tunes on the album converted to five 7" singles, will once again appeal to an outlet that has long been a big band supporter.

"We've been waiting for a package like this for a long time," voiced Gus Tartol, president of Singer One-stop in Chicago. "They're discounting the package to us to get the ball rolling, and for the first time, we're passing a discount along to our customers. We're totally behind this sort of thing."

Tartol added that labels don't do enough for the jukebox customer, and that they could begin by increasing oldies in the catalogs, passing out catalog books for the customers and by finally offering some form of compensation for the operator for helping promote the record.

PolyGram is attempting to heighten its profile in the singles market by the release of a new B-side concept. (*Cash Box*, Oct. 2). It is aimed at promoting a new recording artist's album and involves the placing of a medley of songs culled from the LP on the B-side of the first commercial 45 single issued.

But, according to PolyGram vice president of marketing and development Rick Bleiweiss, the new concept is geared toward fulfilling other tasks as well.

"It's incumbent in today's industry to make every area non-loss-oriented," said Bleiweiss. "For the longest time, the B-side of a single has been a total waste. Companies have been putting the least commercial track on the LP on them in order to get more singles out, and they don't even put a B-side on DJ copies. We decided to put it to good use and make the sampler."

He elaborated on the sampler single by saying that too many people have been "burnt" by one-hit albums, and that the B-side medley was one way of familiarizing them with a product and making it more palatable. He added that he couldn't see

(continued on page 41)

BITS & PIECES — Look for a teaming of David Bowie and Freddie Mercury, an odd couple indeed, for the next Queen single. . . Rumor has it that Rod Stewart has lost the heart beat to his band. Is Carmine Appice leaving Rod The Mod to drum up his own solo career? . . . Irving Azoff and Art "Melvin and Howard" Linson will produce the film adaptation of Cameron Crowe's new Simon & Schuster novel "Fast Times At Ridgemont High," a book based on the youthful looking Rolling Stone magazine contributor's experiences when he returned to high school undercover a year ago. Azoff will also produce a double-LP soundtrack album for the movie for his Full Moon Records label. . . ABC-TV's *Fridays* is really proving that it has the most adventurous booking policy of the late night network variety programs. The show has lassoed England's rockabilly revival darlings **The Stray Cats**. The British quiff heads will be on the show Oct. 16. Kudos to bookers **Chuck** and **Bibi** for having the courage to sign on a band that does not yet have a stateside label. *Fridays* musical guests Oct. 23 will be **Manhattan Transfer**. . . **The Vapors**, those English chaps who had everyone "Turning Japanese" last year, have broken up. Leader David Fenton has gone his own way, and will record a few singles for UA in Britain. If they are up to snuff, EMIA will pick him up. . . Nice to see that the **Rolling Stones** are giving deserving American pop acts some major league exposure this tour. **George Thorogood & The Destroyers**, which knocked Stones fans dead at their Philly Show, will also back the rock 'n' roll bad boys at their L.A. and San Francisco dates. The Stones have been gracious enough to add California comers **The Go-Gos** (Chicago, Oct. 1) and **Greg Kihn** (Seattle Oct. 14) to the tour. . . Hot Warner Bros. albums to look forward to in November include a live greatest hits package from **T-Rex** and "Re-Ac-Tor," the latest effort from **Neil Young & Crazy Horse**.

REFLECTING WITH A YES MAN — The last time most people saw him he was standing



EMMYLOU'S BIG DO — Emmylou Harris' debuted her soon to be released Warner Bros. album, "Cimarron," before friends and label executives at husband Brian Ahern's Enactron Studios in North Hollywood recently. Pictured at the listening party are Linda Ronstadt (l) and Harris.

on-stage in a white suit lending his helium vocals to "Yours Is No Disgrace" and "Roundabout," but these days **Jon Anderson** is concentrating on a solo career. He still has his choir-boy voice, as anyone who has heard his latest collaboration with Greek keyboardist **Vangelis**, "The Friends Of Mr. Cairo," will attest. But, he's no longer writing about space and the spirits as he did with **Yes**. "It's really great to work with Vangelis because he's such a diverse character" said Anderson while in L.A. on a whirlwind promo tour. "He can do blues, R&B and rock, and he's very into a full studio sound — he's a producer. It's different than working with **Rick Wakeman**, who's his own man and more of a keyboardist." Anderson went on to say that working with Vangelis is also like an outside project, and they'll work on an album intermittently over the course of a whole year. In fact, while "Cairo" was being made, Vangelis was also working on the soundtrack to the *Chariots Of Fire* film, one of the most superbly orchestrated movie scores of the year. "We'll continue to work on one project a year, hopefully," said Anderson, who conceived the idea for the aural movie that is "Mr. Cairo" one evening while chatting with Vangelis about '30s gangster films and *The Maltese Falcon*. Presently, Anderson is working on a solo album entitled "Animation," which features such friends as **David Sanclou** and **Simon Phillips**. He hopes to have it released in January on Atlantic. And does he miss the old **Yes** days? "Of course I do, it was 12 wonderful years filled with many high marvelous nights," he reflected. "And I'm eager to get out on tour and touch the people again." When queried about his favorite **Yes** material, Anderson replied, "In terms of complete sound color and projection I think our pinnacle work was 'Close To The Edge.'" But he's quick to add that his best music may very well be coming. "Over the last month I've really started to formulate a new textural, heavily electronic sound, and I think a lot of people will be surprised come the first of the year."

STREET SCENE IV — The Fourth Annual L.A. Street Scene will be held Oct. 9-10 in the normal 16 block radius around City Hall. This year's combination concert, arts and crafts fair and street party is expected to draw a whopping 750,000 Los Angelinos. As of this reading the festival's music coordinator, **Cash Landy**, had assembled the following musical guests: **Al Stewart** and **Shot In The Dark**, **Stephen Bishop**, **Tierra**, **The Persuasions**, **The Kingbees**, **Helen Reddy**, **Baya**, **Dick Dale & The Deltones**, **Los Illegals**, **Roach & The Whiteboys**, **The Chambers Brothers**, **The Hollywood Rock 'n' Roll Revue**, **Brian Auger**, **The Heaters**, **Amanda McBroom**, **Catch**, **Smile**, **Trax**, **King Neptune & The Sea Serpents**, **Willie Bobo**, **Hunt Sales & The Big Nine**, **Thelma Houston**, **Tweed Sneakers**, **Fortune**, **Al Vizzutti**, **Baywood** and **B-Side Transition**. The musical performances will be held on a multitude of different stages on the Scene grounds (some simultaneously), so party goers should get their show times right. One of the extra special events at this year's fest will be the unveiling of a downtown area bronze statue of the legendary **John Lennon**. For more information call talent coordinator Landy at (213) 626-0458.

IN CLUBLAND — It won't fill the void left by Blackies as far as new rock is concerned, but Easy Street, a new club in Santa Monica does sound intriguing. It is owned and managed by noted East Coast club-owner **Jan Jacques** and singer **Johnny Caswell**. Jacques hopes to make it into a modern day Copacabana because it will not only showcase new and established musical acts but jugglers, magicians and comedians as well. Jacques also intends to sign acts such as **Bonnie Raitt**, **Tom Scott**, **Seawind**, **Dave Mason** and **George Jones** for future dates. The club, which seats about 200 is located at 814 Broadway in Santa Monica. . . **Cash Box** wishes a happy Birthday to the Central, which recently celebrated its first year of operation. The club is perhaps most famous for its Tuesday night gigs, "Bob & Keith's Jam Night," which provide a much needed outlet for established L.A. mainstream rockers to come and play in an informal situation. On any given Tuesday one might see former members of **Poco**, **Yes**, **Rod Stewart**, **Billy & The Beaters** and **Badfinger** cutting loose onstage. We tip our hat to owners **Tony Fox**, **Bill Knorr** and staffers **Bob** and **Keith** for keeping the jam movin'.

HORSE AND CARRIAGE TIME — **Cash Box** sends its congratulations along to **Poco's** **Paul Cotton** and **Alfa Record's** newest signing **Burton Cummings** on their recent marriages. . . And a special wish of happiness is sent out to Elektra/Asylum publicist **Stephen Peeples**, who married **Nadine Martini** in Glendale on Sept. 26. The proud couple is currently honeymooning in Hawaii.

marc cetner

TALENT

Miles Davis

HOLLYWOOD BOWL — One thing evident from his recent performance here is that Miles Davis, like his music, is unstuck in time. He is able to transcend sensitivities born of the be bop that helped establish him as one of the world's foremost trumpeters and fuse them with contemporary sounds.

It was also apparent from the two-part, 70-minute concert (the first the famed jazzman had officially booked in Los Angeles since 1975) that most of the 8,141 in attendance come to see him in true genuflection.

But it wasn't just the legions of fans from his days on the trail with Charlie Parker, John Coltrane and Bill Evans at the bowl. Nor was it just fans from the "Kinda Blue" or "Birth Of The Cool" era that cheered as the first unmistakable blasts of his horn rang out in the crisp night air of the Bowl.

It was fitting that Davis and his youthful sidemen commenced the all too short set with "Back Seat Betty," from his current Columbia LP, "The Man With The Horn." The sound achieved on this tune was a reflection of Miles today and past — the flurried rock prelude signifying today, backed by the entry of Davis' horn, ever so mournful, unhurried and in control, denoting tradition.

There were some who noticed that Davis, who spent as much time stalking the stage as he did playing, had lost his silky smooth delivery of lyric-bent horn statements that distinguished him in earlier years. But sparseness, which was also prevalent on his earlier albums, seemed to have relevance in the setting of his current ensemble, consisting of Marcus Miller (bass), Bill Evans (soprano and tenor saxes), Mike Stern (guitar), Mino Cinelu (percussion, congas) and veteran Al Foster.

Miller and Evans, who is no relation to the late pianist, showed the most versatility during the show, especially when Miles would easily slide from raunch back-beat funk/rock to stylized be bop lines.

Stern, while able to power the rhythms and leads that made Davis' work travel alternately between rock and funk showed elementary imagination when required to play more subtle, jazz-oriented excursions.

Easily the most ensnaring exhibition by Miles came during his mini duets with Evans, exchanges that were a display of Davis as a group leader able to direct the young energy.

It's easy to say that Miles has lost those wonderful chops that make him a living legend, a fact buttressed by his hobbled physical demeanor. But the energy he directed on the stage at the Bowl was a testament to his ear for music, then and now.

While Davis may have failed to satiate the appetites of those expecting him to play like he did 20 years ago, the jazzist related to now with all the experience of his many years. If for no other reason than the fact Miles doesn't regularly tour in Los Angeles, there should have been honest genuflection.

Michael Martinez

John Denver

BRENDAN BYRNE ARENA, East Rutherford, N.J. — Ten years after his first hit, "Take Me Home Country Roads," John Denver is maintaining his image as a folksy pop singer involved in the spiritual beauty of nature and concerned with preserving the environment. He's now working to end world hunger.

His recent concert here showed Denver's act has mostly stayed the same, but still packs the house. The two-and-a-half hour show featured old hits like "Rocky Mountain High," "Thank God I'm A Country Boy" and "Calypso," some bluegrass numbers, a Stephen Foster song and tracks from his latest album, "Some Days are Diamonds."

The surprise came when Denver picked up an electric guitar and did some rockish numbers including a slow-paced version of the Chuck Berry classic, "Memphis." Denver seemed a bit out of character with an electric guitar and a back-up band that included bassist Jerry Scheff, drummer Jerry Carrigan, James Burton on rhythm guitar, Glenn D. Martin on keyboards, Herb Pederson on banjo and guitar, Danny Wheatman on fiddle, mandolin and harmonica, Jim Horn on reeds and horns, and vocalists

Larry Riggs

Adam & The Ants

GREEK THEATRE, L.A. — When England's big beat pop pirates 'n' indians, known as Adam & The Ants, first invaded Los Angeles earlier this year, the quintet played mostly to curious press, bug-eyed industry types and a smattering of import collectors who wanted to see what all the fuss in England was about. The Roxy was packed to the rafters while the Ants and the charismatic Adam offered a game but muddy sampler of their so-called Antmusic.

On its second trip through in just a matter of months, both the size and composition of the Ants audience had dramatically changed even though their set hadn't. The SRO audience jammed the 4,000-plus capacity Greek and it was no surprise that most of the members of the enthusiastic crowd were teenage or younger. Decked in everything from three-cornered hats to Indian headdresses, these kids had obviously been infected with Antfever.

Appropriately enough, the quintet opened with the single "Stand And Deliver," for while the majority of the youthful throng stood and yelled, the band delivered a set of by now familiar material from the "Kings Of The Wild Frontier" LP. In a large outside venue, Adam's cute but predictable posturing, with plenty of leaps, howls and grimaces, seemed like nothing less than a reworking of the glitter moves of the late '60s and early '70s, while the band played throbbing tribal pop/rock that owed as much of a debt to Gary Glitter and Slade as it did to anything the New Romantic music has come up with.

Michael Glynn



A STIMULATING VISIT FROM BILLY THORPE — Pasha/Epic recording artist Billy Thorpe recently paid a visit to the west coast offices of Cash Box to chat with staffers about his current LP, "Stimulation." Pictured are (l-r): Larry Douglas, vice president of marketing, west coast, E/P/A Records; Spencer Proffer, Pasha Records president; Mel Albert, Cash Box executive vice president and general manager; Thorpe; George Albert, Cash Box president and publisher; and Ray Anderson, Pasha Records vice president.

David Rubinson: Looking Out For Artists of San Francisco

(continued from page 8)

Deviils and Heartfield.

However by early 1976, his multi-million dollar empire had gotten to point where it was consuming Rubinson totally, allowing him no time for wife and family and pointing directly to an early grave.

The "live fast-die young" lifestyle caused Rubinson to rethink his business philosophy and revamp his organization by emphasizing the management side and putting the whole corporation — recording studio, offices and rehearsal hall — under one roof.

Central to the new complex was Rubinson's dream studio, The Automatt. "Heider's wasn't state-of-the-art, and CBS left their studio here in '76, declaring that there was no viable scene here," said Rubinson.

The producer totally overhauled the old CBS complex, erecting the high ceilinged, live sounding rock 'n' roll room of Studio A and a smaller R&B and rhythm track room in Studio B. When the revamping was finished the result was The Automatt, the first fully automated and one of the most technologically advanced studios in the world.

Although it is an up to date, state-of-the-

art studio, Rubinson is quick to point out that it's a comfortable "work-oriented studio."

"The days of the hotel studio with the jacuzzi and the big television screen are over, and people don't care about Star Wars technology either these days," said Rubinson. "Artists are out to get the job done in an informal, relaxed atmosphere and are extremely budget conscious."

And while business continues to boom for Rubinson, he has slowed down somewhat in recent years to devote time to his family, favorite production projects, and his Golden Age jukebox company, Judith's Jukes.

This comfortable plateau allowed him to take time out in 1979 to devote the majority of his efforts to the production of what he believes to be his greatest artistic achievement, the soundtrack to *Apocalypse Now*.

"*Apocalypse* was a true San Francisco undertaking," said Rubinson. "It was made by the city's most acclaimed director (Coppola) and made use of many San Francisco studios, musicians and engineers. It achieved new highs in sound experimentation and was partially responsible for The Doors revival. It was simply a great feat for me and the City By The Bay."

Priority Records Sets Office, Staff

(continued from page 6)

1982, will work with Christian retailers and distributors on a one-to-one basis in their respective regions of the country. The in-house telephone marketing team will also total six by January.

Use Existing Contacts

The CBS Records branch salesmen will provide additional distribution capability by working their already established secular branches. In the past, CBS Records branch dealings with Christian retailers have been on a limited basis since a complete list of gospel product had never before been established to present to accounts. However, with total responsibility for service to Christian retailers and distributors resting upon the Priority team, the label is taking the catalog of previously released CBS distributed gospel product, repackaging it where necessary, offering the product in a complete list and contacting the distributors and dealers to set up their accounts.

Artists that have previously recorded gospel product that has been distributed by CBS will now also be marketed, promoted and distributed through Priority. These artists include Bob Dylan, Kerry Livgren, Mighty Clouds of Joy, Johnny Cash, James Vincent, Mahalia Jackson, the Statler

Brothers, Ray Stevens, the Oak Ridge Boys, Anita Bryant and Connie Smith.

New artist acquisitions include Carman, Ben Moore, Bob Bennett and James Felix and the Street Band. New artist product will begin shipping in the first quarter of 1982. Huey expects to limit the roster to a "tight family of 12-15 artists."

Through the marketing department, Page will be responsible for all aspects of advertising, publicity, radio promotion, merchandising and artist development. The label plans an emphasis on merchandising tools, including displays, posters, mobiles and album flats. Additionally, the marketing department plans an emphasis on supplying Christian radio and media with more support materials and artist information.

Priority's music publishing wing is actually an extension of the CBS Records music publishing division, April-Blackwood. Where April-Blackwood deals with secular material, Priority's publishing will work a catalog of exclusively gospel material.

Additional staff members include Brenda Sheahan, who will deal with all national radio stations that include Christian in their formats and director of publicity Allen Brown.

ON STAGE

Growing Population, Diversity Are Key To Hispanic Radio

by Larry Riggs

NEW YORK — The Hispanic population of the U.S. has steadily grown since the 1940s and now is estimated at 14.6 million by the 1980 U.S. census, a 61% jump over the 1970 figure. Of this number, 59.1% claim Mexican origin, 15.1% Puerto Rican, 5.9% Cuban, 7.1% Central and South American and the rest are undocumented.

As this population has grown, so has the number of Spanish-language radio stations. Although some existed as early as 40 years ago, much of their growth occurred in the last 20 years. The stations reflect the cultural diversity within the Hispanic community, a **Cash Box** survey of major market Hispanic stations revealed.

One area that shows this diversity is musical programming. In New York, where the Spanish-speaking population is predominantly Puerto Rican, Cuban, Dominican and, to a small extent South American, the accent is on Caribbean music. "In the beginning when the population was predominantly Puerto Rican, our programming consisted more or less of guitar playing," said Ralph Costantino, station manager of WJIT which has broadcast in Spanish since the mid-1960s. "With the advent of Cubans and Dominicans, we've added Salsa and meringues." Costantino added that disco has had an influence and that local B/C stations WKTU, WBSL and WRKS "are having an influence on our programming."

In Miami, where the Hispanic population is estimated to be 80% Cubans and 20% Puerto Rican and Central and South American, WQBA-FM, a 24-hour Spanish station since 1967, plays half English urban contemporary music and half what Herbert Levin, vice president and general manager terms "Spanish contemporary." That includes such artists as Gato Barbieri, Willy Chirino, El Gran Combo and Art De Leon. The station reportedly is the only one in the country to program half English and half Spanish. None of the other stations surveyed did the same thing.

In Chicago, where the Hispanic population reportedly is 65% Mexican, 18-19% Puerto Rican, five percent Cuban, the remainder Central and South American, the musical accent of WOJO, the only Chicago-area 24-hour Spanish-language station, on the air since 1970, is definitely Mexican. "We play the hit records of ranchero, nortenos, ballads and English hits of groups like Abba recorded in Spanish," said Athena Sofias, general manager. Adding that she "does not want to alienate any of our audience," she said she also plays some salsa and cumbia music.

Crossed The Border

The musical programming philosophies of the Texas stations surveyed differ somewhat. "The majority of our music is Mexican but we do play Tex-Mex music once in a while," said Marcos Rodriguez,

Kelley Moves To VP Post At WLUP/Chicago

NEW YORK — Tim Kelley, former FM program director at Top-40-formatted WLS/Chicago, has moved into vice president of programming at WLUP, one of the windy city's primary AOR stations. "The reason why I moved was that I wanted to take on Chicago and turn the station around," said Kelley. WLUP had a 3.1 share in the last Arb book.

"I want to give the station greater exposure through promotions," Kelley added. "I'm not going to just give away trinkets and beads but something that will have meaning for our listeners."

station manager of KESS/Fort Worth, which has broadcast in Spanish 20 years. But KAMA/El Paso, a nine-year Spanish station concentrates on Tex-Mex, according to Jim McVay, Jr., general sales manager. "Sometimes we call it Mex-Tex because the majority population around here is Mexican," said McVay. Among the artists on the station are Juan Gabriel, Charlie & The Jives, Sunny Ozuna and Ray Camacho. "The reason we play this music," said McVay, "is that the listeners want to hear more American music now that they've crossed the border."

In Los Angeles the stations surveyed play Mexican music, since the Hispanic population is almost exclusively Mexican. The artists featured on KWKW/Pasadena, whose target audience is 18+, include Beatrice Adriana, Vicente Fernandez and Los Tigres Del Norte. The station, whose playlist is tight, according to Hernan Quezada-Escandon, program director, also plays a good deal of oldies from such artists as Pedro Infante and Jorge Negrete. It is now celebrating its 40th anniversary. The programming of KALI, targeted 25-49, focuses on the same contemporary artists. It also has a tight playlist, which has led to better ratings over the last three years, according to Bill Parris, vice president of United Broadcasting, KALI's and WBNX/New York's parent company. "We've applied to KALI programming principles used in dominant radio," Parris said. "We've made it more disciplined and given it more structured hours."

The only other surveyed stations that maintained a tight playlist were WBNX/New York and WQBA/Miami. "The reason for WBNX's (tight playlist) is that we share our frequency with WAWZ in New Jersey and our hours are limited," said United's Bill Parris.

The styles of the announcers vary somewhat from station to station. At every station but KAMA, the announcers speak a standard Spanish. "It's kind of like a Spanish version of Walter Cronkite's English," said WOJO's Athena Sofias. At El Paso's KAMA, the on-air personalities "speak in El Paso street Spanish," said McVay. With the exception of WQBA and WOJO, none of the stations have English-language broadcasts.

Most of the stations surveyed found fault with Arbitron ratings because they do not take into account the total number of Hispanic listeners in their surveys. Both WOJO's Sofias and KAMA's McVay suggested they treat Hispanic people as a single entity instead of mixing them in with anglo listeners.

Consequently, most of the stations use other means to sell their stations to advertisers.

WQBA, for example, uses data provided by the Strategy Research Corp. to sell advertising. WOJO plans to use a forthcoming study of the Chicago Latin market by the Latino Institute to pitch its station. Despite what many of the stations surveyed termed the "growing awareness" of national advertising agencies of the Hispanic market nationwide, most of the stations still tend to rely on local advertising.

Most of the broadcasters are optimistic about the future of Hispanic radio, especially because it has shown so much growth in the last few years. "We want to let everyone know that we're here to stay," said WOJO's Sofias. And they all like the recent attention of national advertisers, but some wish there were more. "Even though the anglos have become aware of the \$30 million national Hispanic market, we still feel we're facing a problem of a lack of recognition," said KESS' Rodriguez.

AIR PLAY

THE NUMBERS GAME — The Mutual Broadcasting System reaches the most women between 25 and 49, based on the recent RADAR 23 survey, according to Ron Werth, Mutual vice president of research. The web captured 59.7% of women 25-54, reportedly the highest share of the nation's nine radio networks. In addition, Mutual trapped 25.7% of the subgroup of women aged 35-49, also ahead of the competition. . . The Arbitron Advisory Council recently met in Seattle and passed resolutions calling for short-rate provisions in the five-year Arbitron contract and continuation of research and funding of four-week come development. It also felt more research is needed before Arbitron can implement Differential Survey Treatment nationwide and urged the rating service to find out why diary response rates have fallen since Spring 1980. The council also called for alternate pricing formulas for individual stations, felt "more study is needed" before Arbitron changes its basic book. The council also stated that it "strongly opposed" releasing monthly data before the quarterly books go out, but applauded Arbitron's efforts to treat AM and FM stations as a single unit. The Arbitron advisory council is composed of 14 broadcasters from across the country elected by Arbitron subscribers. It meets every three months.

SYNDICATION INDICATIONS — *Rhythm Tracks*, a two-hour weekly music show including interviews, trivia and features with a special emphasis on beach music, will soon be available to radio stations on a barter basis. For further information and a demo package, contact Ragamuffin Prods., 4676 Admiralty Way, suite 206, Marina del Rey, Calif. 90291. . . *Retro Rock*, a weekly rock concert series, recently kicked off with 200 subscriber stations nationwide. Offering many previously unavailable concerts of the 1960s and 1970s, initial shows include **Bob Dylan, Jimi Hendrix, Santana** and the **Jefferson Airplane**. Retro rock is available for trade. For more information, contact **Jay Goldman** at Clayton Webster Corp. (314) 726-0906. . . Also available on barter is



IRON EDDIE — "Eddie," the pet monster who has been following Capitol recording group Iron Maiden around on its tour in support of the LP "Killers," recently haunted WNEW-FM's Scott Muni. The group will soon release an EP titled, "Maiden Japan."

interviewed on *Innerview*, the nationally syndicated radio show hosted by L.A. on-air personality **Jim Ladd**. Part 1 of the two-hour show is scheduled to air Oct. 12, with part 2 following a week later. . . **Dick Clark's** United Stations satellite country music venture is also going into the syndication business when *Country Music Countdown* bows Dec. 4. Unlike conventional services, the countdown show will be sold directly to sponsors rather than the stations themselves, according to producer **Ed Salamon**. . . In anticipation of the **Rolling Stones'** U.S. tour, London Wavelength is releasing its seven-hour BBC feature about the band from its beginning through its 1975 U.S. tour. *The Rolling Stones Story* is available on a cash/market exclusivity basis. For more information, contact **Gayle Miller** at (212) 682-5390. . . Westwood One has added seven stations to its *Rock Album Countdown* show. The two-hour feature is now carried by **KDWB/Minneapolis; KPKE/Denver; KLBJ/Austin, Texas; KCBN/Reno; KFMZ/Columbia, Miss.; and KPKY/Pocatello, Idaho**. The show features cuts from the top 20 rock albums of the week, in addition to interviews with the artists.

NETWORK NEWS — **WAPI/Birmingham, Ala.** has joined NBC's Source. The station, which uses the Burhart/Abrams "Superstars" format, receives its news and feature programming from the network. . . The listenership for the *Dick Clark National Music Survey* has exceeded the original audience projections during its first four months on the air, a Gallup survey recently revealed. The show is a three-hour weekly countdown based on the **Cash Box** charts and broadcast over the 545 stations of the Mutual Broadcasting System. . . Morning **KIIS-FM** radio personality **Rick Dees**, the voice of CBS-TV's on-air promos, has been signed to another year in the same spot. . . **Rod Stewart** was the musical guest on this year's premier of NBC-TV's *Saturday Night Live*, which was simulcast over NBC's Source. Stewart performed "Young Turks" from his new album, "Tonight I'm Yours," and **Bob Dylan's** classic "Just Like A Woman." Joking juggler **Michael Davis**, who does the stand-up routine while juggling, also appeared on the show. It is unclear whether future shows will be simulcast. . . RadioRadio, CBS's young adult-oriented network, has pacted with GK Prods. of New York to produce eight concerts to be reproduced live-on-tape for broadcast to affiliated stations from May to December 1982. All the concerts will be under the supervision of **Leslie J. Corn**, RadioRadio PD. The web is slated to begin operations next Spring.

THE OTHER SIDE OF THE STORY — **Joe Mansfield**, vice president of marketing of Columbia Records, threw out some interesting figures to radio sales executives at the CBS-FM national sales meeting recently in New York. "Most of America has never heard of **Billy Joel** or **Bruce Springsteen**, and only seven percent have heard of **Cheap Trick**," he said. Nevertheless, he said he felt people aged 18-34 still make up the biggest market for records. Despite tight playlists, Mansfield stressed the fact that radio is still the best place to promote records, especially because airplay is "a three-and-a-half minute commercial." Looking to the future, **Ed Hynes**, Columbia Records vice president of promotion who spoke at the same session, said, "We'll be introducing more adult contemporary to the stations. Adult contemporary is the fastest-growing format."

THE IMMEDIACY OF RADIO COVERAGE — Please send all radio-related correspondence to **Cash Box**, 1775 Broadway, New York, New York 10019.

larry riggs

CASH BOX ROCK ALBUM RADIO REPORT

Genesis



GENESIS • ABACAB • ATLANTIC
ADDS: KMET, WLWQ, KROQ, WKLS, WCCC, KZEW, WSHE, WABX, WOUR, WRNW, KEZY, WLIR, WMMS, WMCN, KSHE, KMG, KBPI, WGRQ, KNAC, KZEL. **HOTS:** WLWQ, WNEW, WRNW, WLIR, WMMS. **MEDIUMS:** WCCC, KZEW, KZEL. **PREFERRED TRACKS:** No Reply, Another, Title. **SALES:** Just shipped.

ROLLING STONES TATTOO YOU



1 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC
ADDS: None. **HOTS:** KMET, WLWQ, KSJO, KROQ, WNEW, KZEL, KNAC, WGRQ, KBPI, WHFS, WPLR, WROQ, KZAM, WBLM, WKLS, WCCC, KZEW, WSHE, WCOZ, WABX, WOUR, WRNW, KEZY, WLIR, WMMS, WBCN, KSHE, KMG. **MEDIUMS:** None. **PREFERRED TRACKS:** Start, Limousine, Slave. **SALES:** Good in all regions.

1 MOST ADDED

- LP Chart Position
- 94 **ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA**
ADDS: WCCC. **HOTS:** KZAM, WKLS, WRNW, KEZY, KBPI, KNX. **MEDIUMS:** WBLM, KZEW, WSHE, WCOZ, KMG, WROQ, WPLR, KZEL, WNEW. **PREFERRED TRACKS:** Alien. **SALES:** Weak in East; fair in others.
 - 7 **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**
ADDS: None. **HOTS:** KMET, WNEW, KZAM, WBLM, WCCC, KZEW, WCOZ, WRNW, WLIR, WMMS, WBCN, KMG, WPLR, KBPI, WGRQ, KMEL. **MEDIUMS:** WLWQ, KSJO, WKLS, WABX, KEZY, KSHE. **PREFERRED TRACKS:** Promises, Fire, Just. **SALES:** Good in all regions.
 - 29 **BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**
ADDS: None. **HOTS:** WSHE, WRNW, WLIR, KMG, WGRQ. **MEDIUMS:** WBLM, WCOZ, WABX, WMMS, WBCN, KMEL, KROQ, KSJO, KMET. **PREFERRED TRACKS:** Burnin', Joan. **SALES:** Moderate to fair in all regions; strongest in West.
 - 172 **CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA**
ADDS: WGRQ, WOUR. **HOTS:** WRNW, WMMS, WPLR. **MEDIUMS:** WBLM, WKLS, WLIR, KMG, KZEL, WLWQ. **PREFERRED TRACKS:** My Girl. **SALES:** Weak in South; fair in others.
 - 42 **DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** KMG, KSJO. **MEDIUMS:** WBLM, WKLS, KZEW, WMMS, KSHE, WPLR, KBPI, KROQ, WLWQ, KMET. **PREFERRED TRACKS:** Heartbreak, Let. **SALES:** Moderate to fair in all regions; strongest in West.

4 MOST ADDED

- 56 **DEVO • NEW TRADITIONALISTS • WARNER BROS.**
ADDS: KMET, WLWQ, WPLR, WBCN, WLIR. **HOTS:** WRNW, KNAC, WNEW, KROQ. **MEDIUMS:** WLWQ, WBLM, WLIR, KMG, WPLR, WHFS. **PREFERRED TRACKS:** Open. **SALES:** Major breakouts in all regions.
- 151 **DIESEL • WATTS IN A TANK • REGENCY/ATLANTIC**
ADDS: None. **HOTS:** KZEW, KMG, WGRQ, KZEL. **MEDIUMS:** KZAM, WBLM, WKLS, WCCC, WSHE, WOUR, WLIR, WROQ, WPLR, KSJO. **PREFERRED TRACKS:** Sausalito, China, Woman. **SALES:** Fair in all regions; strongest in South.
- 18 **ELO • TIME • JET/CBS**
ADDS: None. **HOTS:** KNX, WSHE, WRNW, KEZY, WMMS, WBCN, KSHE, WPLR, KBPI, KMEL, WNEW. **MEDIUMS:** WCOZ, WABX, WLIR, KMG, WGRQ, KROQ, WLWQ, KMET. **PREFERRED TRACKS:** Twilight, Hold, End. **SALES:** Good to moderate in all regions.

3 MOST ADDED

- 79 **JOHN ENTWISTLE • TOO LATE THE HERO • ATCO**
ADDS: WLWQ, KMEL, WGRQ, WPLR, KZEW. **HOTS:** WRNW, WNEW. **MEDIUMS:** KZEW, WOUR, KEZY, WMMS, KMG, WHFS, KZEL, KROQ, KMET. **PREFERRED TRACKS:** Open. **SALES:** Major breakouts in all regions; strongest in West.
- 5 **DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC**
ADDS: WBCN, WBLM. **HOTS:** KNX, WLWQ, KZAM, WKLS, WRNW, KEZY, WLIR, WMMS, KSHE, WPLR, WGRQ. **MEDIUMS:** KZEW, WBCN, KMG, KROQ, KBPI, KZEL, WNEW. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

- 3 **FOREIGNER • 4 • ATLANTIC**
ADDS: None. **HOTS:** KMET, KSJO, KROQ, WNEW, KMEL, KZEL, WGRQ, KZAM, WBLM, WKLS, WCCC, KZEW, WCOZ, WOUR, WRNW, KEZY, WLIR, WMMS, WBCN, KSHE, KMG, WROQ, WPLR. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Urgent, Juke Box, Night, Break. **SALES:** Good in all regions.

1 MOST ACTIVE

- LP Chart Position
- # 2 MOST ADDED
 - **MINK DeVILLE • COUP DE GRACE • ATLANTIC**
ADDS: KROQ, WNEW, KNAC, WHFS, WROQ, WMMS, WRNW. **HOTS:** WNEW. **MEDIUMS:** KROQ. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

- 9 **THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM**
ADDS: None. **HOTS:** KZAM, WKLS, KZEW, WSHE, WABX, WRNW, WLIR, WBCN, KSHE, WNEW. **MEDIUMS:** KEZY, KMG, WPLR, KSJO, KMET. **PREFERRED TRACKS:** Voice, 22,000, Gemini. **SALES:** Good to moderate in all regions.
- 6 **STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**
ADDS: None. **HOTS:** KNX, KMET, KROQ, WNEW, KMEL, KZEL, KZAM, WKLS, WCCC, WABX, WOUR, WRNW, KEZY, WLIR, WMMS, WBCN, KMG, WROQ, WPLR, KBPI, WGRQ. **MEDIUMS:** WLWQ, WBLM. **PREFERRED TRACKS:** Draggin', Edge Of, Leather, Think. **SALES:** Good to moderate in all regions.
- 19 **PRETENDERS • PRETENDERS II • SIRE**
ADDS: None. **HOTS:** KZAM, WOUR, WRNW, WLIR, WMMS, WBCN, KMG, WPLR, WHFS, KNAC, WNEW, KROQ, KMET. **MEDIUMS:** WSHE, KEZY, WGRQ. **PREFERRED TRACKS:** Louie, Spanked, Adulthood, Jealous, Day. **SALES:** Moderate to fair in all regions; strongest in West.

- 128 **RED RIDER • AS FAR AS SIAM • CAPITOL**
ADDS: None. **HOTS:** WBLM, KZEW, WCOZ, KMG, WGRQ, KSJO. **MEDIUMS:** WKLS, WSHE, WMMS, WBCN, WROQ, WPLR, KBPI, KZEL, WLWQ. **PREFERRED TRACKS:** Lunatic, Curtain. **SALES:** Moderate in Midwest; fair in others.
- 97 **ROSSINGTON COLLINS BAND • THIS IS THE WAY • MCA**
ADDS: KMG, WBCN, KEZY. **HOTS:** WCCC, WRNW, WGRQ, KZEL, WLWQ, KMET. **MEDIUMS:** WBLM, WKLS, KZEW, WOUR, WMMS, WROQ, WPLR. **PREFERRED TRACKS:** Open. **SALES:** Major breakouts in all regions.

- 4 **BOB SEGER & THE SILVER BULLET BAND • NINE TONIGHT • CAPITOL**
ADDS: None. **HOTS:** KMET, WLWQ, WNEW, KMEL, KZEL, WGRQ, WHFS, WPLR, KZAM, WKLS, WCCC, WSHE, WABX, WOUR, WRNW, WLIR, WMMS, WBCN, KSHE, KMG, WROQ. **MEDIUMS:** KSJO, KROQ, KBPI, WBLM, WCOZ, KEZY. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.
- 13 **BILLY SQUIER • DON'T SAY NO • CAPITOL**
ADDS: None. **HOTS:** WBLM, KZEW, WSHE, WCOZ, WRNW, WLIR, WBCN, KMG, KSJO, KMET. **MEDIUMS:** WMMS, WNEW. **PREFERRED TRACKS:** Dark, Stroke, Daze. **SALES:** Good to moderate in all regions; strongest in Midwest.

- 66 **THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA**
ADDS: None. **HOTS:** WMMS, KMG, WLWQ. **MEDIUMS:** KZAM, WBLM, WCOZ, WBCN, KSHE, WPLR, KBPI, WNEW, KMET. **PREFERRED TRACKS:** Hearts, Falling. **SALES:** Moderate in Midwest; weak in others.

5 MOST ADDED

- **TOMMY TUTONE • TOMMY TUTONE 2 • COLUMBIA**
ADDS: KROQ, KNAC, KEZY, WRNW, WOUR. **HOTS:** None. **MEDIUMS:** KZEW, WHFS. **PREFERRED TRACKS:** Open. **SALES:** Slight initial response in West and Midwest.

- 57 **TRIUMPH • ALLIED FORCES • RCA**
ADDS: None. **HOTS:** WBLM, KZEW, KMG, WGRQ, KSLJ. **MEDIUMS:** WKLS, WSHE, WOUR, WLIR, WMMS, KSHE, WPLR, KZEL, WNEW, WLWQ, KMET. **PREFERRED TRACKS:** Magic. **SALES:** Moderate in South and Midwest; fair in others.

- LP Chart Position
- 31 **THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: WMMS. **HOTS:** WLIR, WBCN, KMG, WHFS, KNAC, WNEW, KROQ. **MEDIUMS:** KZEW, WPLR, KMET. **PREFERRED TRACKS:** Lips, This Town, Beat. **SALES:** Moderate to fair in all regions; strongest in West.
 - 17 **DARYL HALL & JOHN OATES • PRIVATE EYES • RCA**
ADDS: KROQ. **HOTS:** WRNW, KEZY, WLIR, WMMS, WBCN, KSHE, KBPI, WNEW, KNX. **MEDIUMS:** KZAM, WOUR, WPLR. **PREFERRED TRACKS:** Title. **SALES:** Good to moderate in all regions.
 - **JOHN HALL • ALL OF THE ABOVE • EMI-AMERICA**
ADDS: WPLR, WROQ, WBCN. **HOTS:** WRNW, KNX. **MEDIUMS:** WBCN, WOUR, WHFS, WLWQ. **PREFERRED TRACKS:** Open. **SALES:** Slight initial response in West and Midwest; weak in others.

- 14 **HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM**
ADDS: None. **HOTS:** KMET, WLWQ, WKLS, KZEW, WSHE, WLIR, WMMS, KMG, WROQ, KBPI, WGRQ, KROQ. **MEDIUMS:** KMEL, KZAM, WBLM, WCCC, WABX, KSHE, WPLR, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.
- 67 **IAN HUNTER • SHORT BACK N' SIDES • CHRYSALIS**
ADDS: None. **HOTS:** WRNW, WMMS, WNEW, KROQ. **MEDIUMS:** WBLM, WKLS, WBCN, KMG, WPLR, WHFS, WGRQ, KNAC. **PREFERRED TRACKS:** Central, Need. **SALES:** Fair in Midwest; weak in others.

- 116 **DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA**
ADDS: None. **HOTS:** KZAM, WMMS. **MEDIUMS:** WBLM, KZEW, WSHE, WCOZ, WABX, WLIR, WBCN, KSHE, KMG, WPLR, KBPI, WGRQ, KZEL, WLWQ. **PREFERRED TRACKS:** Merille, Promise, My Girl. **SALES:** Moderate in Midwest and East; weak in others.

- 8 **BILLY JOEL • SONGS IN THE ATTIC • COLUMBIA**
ADDS: WSHE. **HOTS:** KZAM, WKLS, WCCC, WRNW, KEZY, WLIR, WMMS, WPLR, WGRQ, WNEW, KNX. **MEDIUMS:** WABX, WOUR, WBCN, KSHE. **PREFERRED TRACKS:** Hollywood. **SALES:** Good in all regions.

- 2 **JOURNEY • ESCAPE • COLUMBIA**
ADDS: None. **HOTS:** KMET, WLWQ, KSJO, KMEL, KZEL, WGRQ, KBPI, WBLM, WKLS, WCCC, KZEW, WSHE, WCOZ, WABX, WOUR, WRNW, KEZY, WLIR, WMMS, WBCN, KSHE, KMG. **MEDIUMS:** KROQ, WPLR, KZAM, WROQ. **PREFERRED TRACKS:** Crying, Stone, Tide. **SALES:** Good in all regions.

- 24 **THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**
ADDS: None. **HOTS:** KMET, KROQ, WNEW, KZEL, KNAC, WGRQ, WSHE, WOUR, WLIR, WMMS, WBCN, KMG, WPLR, WHFS. **MEDIUMS:** WLWQ, KSJO, KBPI, KZAM, WBLM, WKLS, WCCC, KZEW, WCOZ, WABX, KEZY, WROQ. **PREFERRED TRACKS:** Better, Destroyer, Yo-Yo, Dial. **SALES:** Good to moderate in all regions; weakest in South.

- 28 **LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL**
ADDS: WGRQ. **HOTS:** KNX, WLWQ, KZAM, WBLM, KEZY, KSHE, KMG, WROQ, KBPI, KZEL, KNX. **MEDIUMS:** WNEW, KMEL, WKLS, WCCC, WSHE, WCOZ, WABX, WOUR, WLIR, WPLR. **PREFERRED TRACKS:** Owls. **SALES:** Good to moderate in all regions; strongest in Midwest.

- 131 **NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA**
ADDS: None. **HOTS:** WRNW, WMMS, WMCN, WPLR, WHFS, WNEW. **MEDIUMS:** KZEW, WCOZ, WOUR, KEZY, WLIR, KZEL. **PREFERRED TRACKS:** Title, Pieces, Anytime. **SALES:** Fair in all regions; weakest in West.

October 10, 1981

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	ENDLESS LOVE DIANA ROSS and LIONEL RICHIE	15
2	2	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS	9
4	3	WHO'S CRYING NOW JOURNEY	13
3	4	QUEEN OF HEARTS JUICE NEWTON	20
6	5	STEP BY STEP EDDIE RABBITT	12
7	6	FOR YOUR EYES ONLY SHEENA EASTON	12
5	7	STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS)	12
8	8	HOLD ON TIGHT ELO	12
10	9	START ME UP ROLLING STONES	8
12	10	PRIVATE EYES DARYL HALL & JOHN OATES	7
9	11	THE BEACH BOYS MEDLEY THE BEACH BOYS	12
11	12	SLOW HAND POINTER SISTERS	20
19	13	HARD TO SAY DAN FOGELBERG	7
16	14	I COULD NEVER MISS YOU (MORE THAN I DO) LULU	11
18	15	THE NIGHT OWLS LITTLE RIVER BAND	8
13	16	URGENT FOREIGNER	15
20	17	WE'RE IN THIS LOVE TOGETHER AL JARREAU	11
21	18	SHARE YOUR LOVE WITH ME KENNY ROGERS	6
22	19	JUST ONCE QUINCY JONES featuring JAMES INGRAM	9
15	20	THE VOICE THE MOODY BLUES	10
29	21	TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER	5
24	22	SUPER FREAK (PART 1) RICK JAMES	10
26	23	WHEN SHE WAS MY GIRL THE FOUR TOPS	8
27	24	I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD	8
14	25	(THERE'S) NO GETTIN' OVER ME RONNIE MILSAP	16
17	26	LADY (YOU BRING ME UP) COMMODORES	17
32	27	SAY GOODBYE TO HOLLYWOOD BILLY JOEL	5
34	28	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON	8
23	29	BREAKING AWAY BALANCE	14
36	30	THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON	8

CASH SMASH

LAST WEEK	THIS WEEK		WEEKS ON CHART
43	31	EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE ADDs: Y-100-30, KFYE, WQXI, KTSA, KEEL, KJRB, Z93, WKBW, KDWB-27. JUMPS: WCAO 24 To 19, KZZP 30 To 26, 13K Ex To 29, KHFI 23 To 20, KYYX Ex To 23, Y103 32 To 23, WSPT 32 To 26, WKXX 29 To 26, WRQX Ex To 21, WPGC Ex To 25, Z102 30 To 27, KIQQ 40 To 28, WTRY 26 To 21, WTIK Ex To 30, KINT 22 To 17, WBEN-FM 37 To 21, KEZR 18 To 9, KRTH 30 To 25, 94Q 28 To 24, KSFx Ex To 17, KIMN 29 To 26, WMC-FM Ex To 21, KRQ Ex To 26, WIFi Ex To 28, WWKX Ex To 27, KCPX 34 To 29, WNBC 30 To 19, WGCL 28 To 16, KERN Ex To 30, WBBQ Ex To 27, WBCY 26 To 21, KOPA 29 To 26, JB105 33 To 28, BJ105 Ex To 38. SALES: Breakouts in all regions.	3

PRIME MOVER

LAST WEEK	THIS WEEK		WEEKS ON CHART
40	32	HERE I AM AIR SUPPLY ADDs: WQXI, KJRB, KGW, KVIL. JUMPS: WOW 18 To 13, WBEN-FM 25 To 16, CKLW Ex To 28, WGSV 21 To 15, WROR 19 To 15, WSKZ 23 To 20, WAYS 17 To 13, 92X 24 To 21, Z93 26 To 23, WHB 20 To 17, Y100 20 To 13, WZZR 30 To 24, WMAK 20 To 12, WVBF 28 To 24, WRJZ Ex To 27, WBBF Ex To 20, WSGN 25 To 19, KYYX Ex To 19, Y103 24 To 18, KIMN 28 To 24, 14Q 25 To 17, KXOK 17 To 12, WKXX 26 To 23, WNCI 29 To 24, WIFi 23 To 20, WGH 8 To 5, B97 Ex To 29, Z102 23 To 18, WKBW Ex To 22, WZUU 24 To 21, WSEZ Ex To 30, KTSA 27 To 23, WTIK 27 To 19, WAXY Ex To 25, WISM 20 To 13, WMC-FM 25 To 20, KRQ Ex To 28, KIQQ 38 To 21, WSPT Ex To 28, KEEL 30 To 21, KENO 18 To 15, KINT Ex To 23, KFMD 28 To 25, WWKX Ex To 21, KCPX 17 To 12, KEYN 22 To 19, WPGC Ex To 27, WGCL 27 To 15, KERN 24 To 19, WHBQ Ex To 10, WTRY 22 To 16, JB105 34 To 29, WNBC 27 To 21, KRTH Ex To 29. SALES: Breakouts in all regions.	4

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
31	33	GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS	12
45	34	HE'S A LIAR BEE GEE'S JUMPS: WCAO 25 To 21, KIQQ 39 To 29, WBEN-FM 34 To 27, WIFi 29 To 26, WGCL 29 To 23, KDWB 27 To 24, JB105 29 To 24, KYYX Ex To 30, Z102 27 To 24, WTIK 33 To 26, KCPX Ex To 31, BJ105 31 To 28, KJRB 25 To 20, Y103 29 To 26. SALES: Breakouts in the East and Midwest. Moderate in the West and South.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
41	35	ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN ADDs: WBBF, KFYE, 14Q-22, WANS, WAYS-19, WZZR, JB105-35, KENO, KJRB, KRTH, WROR-24. JUMPS: KHFI 21 To 18, WBCY 29 To 25, BJ105 29 To 26, WSEZ 29 To 22, WMAK 30 To 26, 13K Ex To 30, WHHY Ex To 30, KYYX 25 To 20, Z93 Ex To 28, WISM 21 To 17, FM102 Ex To 28, Y103 31 To 28, WSPT Ex To 31, WKXX Ex To 27, WKBW Ex To 23, KFMD Ex To 26, Z102 32 To 29, KIQQ Ex To 40, WBEN-FM 36 To 29, WTIK Ex To 36, WRJZ Ex To 29, WRVQ Ex To 20, KEZR Ex To 24, 94Q 30 To 27, KRQ 26 To 23, KFRC Ex To 34, KEEL 24 To 17, KCPX 23 To 19, WIFi 26 To 23, WWKX 28 To 24, KERN 28 To 24, WGCL 26 To 22, KOPA 26 To 20. SALES: Moderate in the West.	5

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
39	36	BURNIN' FOR YOU BLUE OYSTER CULT ADDs: KEZR. JUMPS: 96KX 12 To 9, KHFI 19 To 15, WRVQ Ex To 23, KRBE 13 To 9, JB105 28 To 23, WIKS Ex To 11, BJ105 Ex To 40, KIMN 23 To 15. SALES: Moderate in the West and Midwest. Fair in the East and South.	9

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
42	37	ALIEN ATLANTA RHYTHM SECTION ADDs: WHHY, KOFM, Z102-33, WTIK, KRTH. JUMPS: WSKZ 22 To 19, KYYX 26 To 22, WANS 25 To 22, WKXX 27 To 24, WSEZ 27 To 21, KJR 19 To 16, WISM 16 To 12, Y103 27 To 24, KFMD 23 To 20, WAXY Ex To 30, WRVQ Ex To 24, KBEQ 13 To 10, WZZR 20 To 16, WIFi 25 To 22, WSGN Ex To 30, WZUU 23 To 20, 94Q 24 To 21, WBBQ Ex To 28, KRBE 29 To 26, WBCY 27 To 24, KZZP 26 To 23. SALES: Moderate in the West and Midwest. Weak in the East and South.	7

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
28	38	IN YOUR LETTER REO SPEEDWAGON	3
25	39	DRAW OF THE CARDS KIM CARNES	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
48	40	OH NO COMMODORES ADDs: WTRY, WBEN-FM-38, WQXI, WGCL, FM102-26, KJR, WHBQ, WHB-22, KSTP-FM. JUMPS: WCAO 30 To 26, WKXX Ex To 29, WNCI 24 To 21, WSKZ 24 To 21, Z102 28 To 22, KIQQ Ex To 33, KHFI Ex To 29, WTIK 38 To 31, KINT Ex To 22, WANS Ex To 28, KEZR 22 To 18, KIMN Ex To 30, WGH 19 To 13, KRLY Ex To 23, KFRC Ex To 36, WISM 26 To 19, WKXX 24 To 19, WIFi 30 To 27, WPGC Ex To 28, KCPX 29 To 24, WSGN 30 To 25, KOPA Ex To 23, 94Q 27 To 22, BJ105 27 To 24, B97 Ex To 28, KJRB Ex To 31, WWKX 30 To 22, Z93 Ex To 30, WMAK 24 To 15, Y103 33 To 29. SALES: Breakouts in the West, East, and Midwest. Fair in the South.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
47	41	WORKING IN THE COAL MINE DEVO ADDs: WQXI, KFRC. JUMPS: KHFI 14 To 7, KINT 24 To 18, WANS Ex To 29, WIFi 28 To 25, KRBE 22 To 19, 92X 21 To 17, WKXX 17 To 14, WTIK 37 To 33, KRQ 30 To 27, KERN Ex To 35, BJ105 25 To 20, WNBC 28 To 25, WRQX Ex To 22, KIQQ 17 To 14. SALES: Good in the West and Midwest. Moderate in the South. Fair in the East.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
49	42	SAUSALITO SUMMERNIGHT DIESEL ADDs: WSKZ, Q102-35, WPGC, WSGN, 94Q-30, KTSA, KRBE, WGCL, JB105-32, KCPX. Day-Part: 92X. JUMPS: WCAO 28 To 23, KZZP 15 To 11, WANS 29 To 24, WMAK Ex To 29, WSPT 18 To 13, KYYX Ex To 29, KFMD 27 To 24, WKXX Ex To 30, WTRY Ex To 30, Z102 24 To 20, WBEN-FM 23 To 20, WTIK Ex To 37, WRVQ 20 To 14, KRQ 25 To 19, B97 Ex To 26, KOPA Ex To 29, WAKY 15 To 9, KJRB Ex To 30, WWKX 29 To 25, WNCI 26 To 22, WBCY 20 To 14, KBEQ 12 To 9, WTIK-FM 24 To 10. SALES: Breakouts in the Midwest.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
33	43	COOL LOVE PABLO CRUISE	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
46	44	LOVE ALL THE HURT AWAY ARETHA FRANKLIN/GEORGE BENSON ADDs: WZUU. JUMPS: WQXI 19 To 16, 94Q Ex To 29, WGCL 24 To 20, KRLY 12 To 9, Z93 30 To 27, WAXY 26 To 20, WHBQ 11 To 9, WROR 13 To 10. SALES: Weak in all regions.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
52	45	YOU SAVED MY SOUL BURTON CUMMINGS ADDs: WZZP, WBEN-FM-31, WAKY, WNCI. JUMPS: WCAO Ex To 29, WBBQ Ex To 30, WZZR Ex To 30, WSGN 31 To 27, KEEL 34 To 22, WGCL Ex To 28, CKLW Ex To 29, WTIK 36 To 32, KEZR Ex To 28, WKXX 29 To 26, Z93 Ex To 29, WROR 22 To 19, KIMN Ex To 29.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
50	46	HEAVY METAL (TAKIN' A RIDE) DON FELDER ADDs: WKXX, WNCI-30. Day-Part: KTSA, 92X. JUMPS: KHFI Ex To 30, WGCL 30 To 17, WBCY 3 To 1, WIKS Ex To 15, KCPX Ex To 40, WRQX 8 To 6. SALES: Moderate in the Midwest and South. Fair in the West and East.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
51	47	OUR LIPS ARE SEALED GO GO'S ADDs: WSPT, WTIK, BJ105. JUMPS: Y100 24 To 17, KZZP 7 To 4, KRQ 18 To 13, KERN 27 To 17, 13K 9 To 6, WIFi 27 To 21. SALES: Moderate in the West. Weak in all other regions.	3

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
38	48	FEELS SO RIGHT ALABAMA	3

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Nat PRESENTS HEARD OF A WEEKLY

RADIO CHART

TOP 100 SINGLES

October 10, 1981

HIT BOUND

THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
49	2	71	82	3
PHYSICAL	OLIVIA NEWTON-JOHN	NO REPLY AT ALL	GENESIS	
<small>ADDS: KRQ, KOPA, KJR, WNCI, KEYN, KHFI, WBBF, WSEZ, WZZP, WAYS-16, 94Q, B97, KEEL, WVKX, WGCL, WTIC-FM-30. Day-Part: WOW. JUMPS: WCAO Ex To 28, KJRB Ex To 27, WGH Ex To 21, KINT 25 To 20, WRFC Ex To 29, WFI Ex To 29, WPGC Ex To 22, KRAV Ex To 13, WTRY Ex To 29, WBCY Ex To 29, JB105 30 To 25, WMAK Ex To 24, WTX Ex To 35, KCPX Ex To 25, KERN Ex To 29. SALES: Breakouts in the West and East.</small>				
50	15	70	83	4
REALLY WANNA KNOW YOU	GARY WRIGHT	MORE STARS	STARS ON 45	
<small>ADDS: 96KX, WXKS, Y103. JUMPS: KHFI 28 To 23, WGH Ex To 20, KRBE 23 To 18, JB105 27 To 21, WKXX 25 To 22, Z102 29 To 26, KERN 29 To 22, KIQQ 36 To 24. SALES: Moderate in the Midwest.</small>				
51	5	79	84	2
IN THE DARK	BILLY SQUIER	LET'S GROOVE	EARTH, WIND & FIRE	
<small>ADDS: WXXX, KEZR, KRQ, KEYN, KBEQ, WBBQ, WSKZ, 96KX, KHFI, WANS, WRFC, WSPT, KFMD, KEEL, WGCL, KZZP-30, KYYX. Day-Part: WOW. JUMPS: WBEN-FM 38 To 34, WRVQ Ex To 21, WVKX Ex To 29, JB105 31 To 27, 92X 26 To 22, KSFX Ex To 22, KCPX Ex To 38, KINT Ex To 19, WFI Ex To 30. SALES: Just shipped.</small>				
52	29	56	85	11
JESSIE'S GIRL	RICK SPRINGFIELD	STRAIGHT FROM THE HEART	THE ALLMAN BROTHERS BAND	
<small>ADDS: KHFI, WSGN, WGCL, WKXX, KINT. JUMPS: WTX Ex To 38, WXKS Ex To 29, KIQQ Ex To 36, WRJZ 27 To 18.</small>				

HIT BOUND

THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
53	2	64	68	9
PROMISES IN THE DARK	PAT BENATAR	SILLY	DENIECE WILLIAMS	
<small>ADDS: WXXX, KEZR, KRQ, KEYN, KBEQ, WBBQ, WSKZ, 96KX, KHFI, WANS, WRFC, WSPT, KFMD, KEEL, WGCL, KZZP-30, KYYX. Day-Part: WOW. JUMPS: WBEN-FM 38 To 34, WRVQ Ex To 21, WVKX Ex To 29, JB105 31 To 27, 92X 26 To 22, KSFX Ex To 22, KCPX Ex To 38, KINT Ex To 19, WFI Ex To 30. SALES: Just shipped.</small>				
54	22	76	89	3
THEME FROM "THE GREATEST AMERICAN HERO"	JOEY SCARBURY	FIRE IN THE SKY	THE DIRT BAND	
<small>ADDS: WXXX, KEZR, KRQ, KEYN, KBEQ, WBBQ, WSKZ, 96KX, KHFI, WANS, WRFC, WSPT, KFMD, KEEL, WGCL, KZZP-30, KYYX. Day-Part: WOW. JUMPS: WBEN-FM 38 To 34, WRVQ Ex To 21, WVKX Ex To 29, JB105 31 To 27, 92X 26 To 22, KSFX Ex To 22, KCPX Ex To 38, KINT Ex To 19, WFI Ex To 30. SALES: Just shipped.</small>				
55	12	61	70	12
YOU COULD TAKE MY HEART AWAY	SILVER CONDOR	I'M IN LOVE	EVELYN KING	
<small>ADDS: WXXX, KEZR, KRQ, KEYN, KBEQ, WBBQ, WSKZ, 96KX, KHFI, WANS, WRFC, WSPT, KFMD, KEEL, WGCL, KZZP-30, KYYX. Day-Part: WOW. JUMPS: WBEN-FM 38 To 34, WRVQ Ex To 21, WVKX Ex To 29, JB105 31 To 27, 92X 26 To 22, KSFX Ex To 22, KCPX Ex To 38, KINT Ex To 19, WFI Ex To 30. SALES: Just shipped.</small>				
56	3	65	71	10
MY GIRL (GONE, GONE, GONE)	CHILLIWACK	A HEART IN NEW YORK	ART GARFUNKEL	
<small>ADDS: WXXX, KEZR, KRQ, KEYN, KBEQ, WBBQ, WSKZ, 96KX, KHFI, WANS, WRFC, WSPT, KFMD, KEEL, WGCL, KZZP-30, KYYX. Day-Part: WOW. JUMPS: WBEN-FM 38 To 34, WRVQ Ex To 21, WVKX Ex To 29, JB105 31 To 27, 92X 26 To 22, KSFX Ex To 22, KCPX Ex To 38, KINT Ex To 19, WFI Ex To 30. SALES: Just shipped.</small>				

HIT BOUND

THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
57	1	86	73	2
WAITING FOR A GIRL LIKE YOU	FOREIGNER	NEVER TOO MUCH	LUTHER VANDROSS	
<small>ADDS: WLS, WGSV, 13K, Y103, WAXY, KIQQ, KINT-24, WFI, WOW-19, Q105-29, WANS, WSEZ, WSPT, KRAV, WTRY, WBEN-FM-39, WRVQ, B97, WGCL, CKLW. JUMPS: WCAO 16 To 10, WBCY 18 To 13, 96KX 33 To 30, 92X 25 To 20, KHFI 22 To 17, WIKS Ex To 18, Y100 31 To 28, KZZP 19 To 15, Q102 34 To 27, WMAK Ex To 18, WRFC 24 To 21, KYYX Ex To 24, WISM 29 To 23, WKXX 21 To 6, KFMD Ex To 29, Z102 14 To 10, WPGC 5 To 3, WTX 34 To 29, WSGN 20 To 16, KEZR 8 To 4, 94Q Ex To 28, KRQ Ex To 25, KRBE 16 To 12, KOPA Ex To 25, KJRB Ex To 26, Z93 29 To 24, KRTH Ex To 30, WRJZ 18 To 15, WBBQ Ex To 29. SALES: Just shipped.</small>				
58	9	77	74	4
BACKFIRED	DEBBIE HARRY	NO TIME TO LOSE	TARNEY/SPENCER BAND	
<small>ADDS: WLS, WGSV, 13K, Y103, WAXY, KIQQ, KINT-24, WFI, WOW-19, Q105-29, WANS, WSEZ, WSPT, KRAV, WTRY, WBEN-FM-39, WRVQ, B97, WGCL, CKLW. JUMPS: WCAO 16 To 10, WBCY 18 To 13, 96KX 33 To 30, 92X 25 To 20, KHFI 22 To 17, WIKS Ex To 18, Y100 31 To 28, KZZP 19 To 15, Q102 34 To 27, WMAK Ex To 18, WRFC 24 To 21, KYYX Ex To 24, WISM 29 To 23, WKXX 21 To 6, KFMD Ex To 29, Z102 14 To 10, WPGC 5 To 3, WTX 34 To 29, WSGN 20 To 16, KEZR 8 To 4, 94Q Ex To 28, KRQ Ex To 25, KRBE 16 To 12, KOPA Ex To 25, KJRB Ex To 26, Z93 29 To 24, KRTH Ex To 30, WRJZ 18 To 15, WBBQ Ex To 29. SALES: Just shipped.</small>				
59	21	78	75	3
THE BREAKUP SONG (THEY DON'T WRITE 'EM)	GREG KIHN BAND	AIMING AT YOUR HEART	TEMPTATIONS	
<small>ADDS: WLS, WGSV, 13K, Y103, WAXY, KIQQ, KINT-24, WFI, WOW-19, Q105-29, WANS, WSEZ, WSPT, KRAV, WTRY, WBEN-FM-39, WRVQ, B97, WGCL, CKLW. JUMPS: WCAO 16 To 10, WBCY 18 To 13, 96KX 33 To 30, 92X 25 To 20, KHFI 22 To 17, WIKS Ex To 18, Y100 31 To 28, KZZP 19 To 15, Q102 34 To 27, WMAK Ex To 18, WRFC 24 To 21, KYYX Ex To 24, WISM 29 To 23, WKXX 21 To 6, KFMD Ex To 29, Z102 14 To 10, WPGC 5 To 3, WTX 34 To 29, WSGN 20 To 16, KEZR 8 To 4, 94Q Ex To 28, KRQ Ex To 25, KRBE 16 To 12, KOPA Ex To 25, KJRB Ex To 26, Z93 29 To 24, KRTH Ex To 30, WRJZ 18 To 15, WBBQ Ex To 29. SALES: Just shipped.</small>				
60	7	80	76	3
STAY AWAKE	RONNIE LAWS	LEILA	ZZ TOP	
<small>ADDS: WLS, WGSV, 13K, Y103, WAXY, KIQQ, KINT-24, WFI, WOW-19, Q105-29, WANS, WSEZ, WSPT, KRAV, WTRY, WBEN-FM-39, WRVQ, B97, WGCL, CKLW. JUMPS: WCAO 16 To 10, WBCY 18 To 13, 96KX 33 To 30, 92X 25 To 20, KHFI 22 To 17, WIKS Ex To 18, Y100 31 To 28, KZZP 19 To 15, Q102 34 To 27, WMAK Ex To 18, WRFC 24 To 21, KYYX Ex To 24, WISM 29 To 23, WKXX 21 To 6, KFMD Ex To 29, Z102 14 To 10, WPGC 5 To 3, WTX 34 To 29, WSGN 20 To 16, KEZR 8 To 4, 94Q Ex To 28, KRQ Ex To 25, KRBE 16 To 12, KOPA Ex To 25, KJRB Ex To 26, Z93 29 To 24, KRTH Ex To 30, WRJZ 18 To 15, WBBQ Ex To 29. SALES: Just shipped.</small>				
61	23	87	77	2
ELVIRA	THE OAK RIDGE BOYS	STILL	JOHN SCHNEIDER	
<small>ADDS: WLS, WGSV, 13K, Y103, WAXY, KIQQ, KINT-24, WFI, WOW-19, Q105-29, WANS, WSEZ, WSPT, KRAV, WTRY, WBEN-FM-39, WRVQ, B97, WGCL, CKLW. JUMPS: WCAO 16 To 10, WBCY 18 To 13, 96KX 33 To 30, 92X 25 To 20, KHFI 22 To 17, WIKS Ex To 18, Y100 31 To 28, KZZP 19 To 15, Q102 34 To 27, WMAK Ex To 18, WRFC 24 To 21, KYYX Ex To 24, WISM 29 To 23, WKXX 21 To 6, KFMD Ex To 29, Z102 14 To 10, WPGC 5 To 3, WTX 34 To 29, WSGN 20 To 16, KEZR 8 To 4, 94Q Ex To 28, KRQ Ex To 25, KRBE 16 To 12, KOPA Ex To 25, KJRB Ex To 26, Z93 29 To 24, KRTH Ex To 30, WRJZ 18 To 15, WBBQ Ex To 29. SALES: Just shipped.</small>				

HIT BOUND

LAST WEEK	THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
82	81	3	81	81	3
LET'S PUT FUN BACK IN ROCK & ROLL	FREDDY CANNON & THE BELMONT'S		LET'S PUT FUN BACK IN ROCK & ROLL	FREDDY CANNON & THE BELMONT'S	
<small>ADDS: KRLY-24, CKLW. JUMPS: Y100 32 To 25, WXKS Ex To 27, KIQQ Ex To 37. ON: WTIC-FM.</small>					
---	82	1	---	83	1
TAKE MY HEART	KOOL & THE GANG		WIRED FOR SOUND	CLIFF RICHARD	
<small>ADDS: KRBE, KOPA. JUMPS: KCPX Ex To 34, WRFC Ex To 30, WSGN Ex To 31, KZZP 28 To 24. ON: KNUS, WGSV, WGH, WAXY.</small>					
---	83	1	---	84	1
WHEN SHE DANCES	JOEY SCARBURY		WHEN SHE DANCES	JOEY SCARBURY	
<small>ADDS: KFI, WCAO, WRJZ. ON: KINT, KEEL, KCPZ, WGSV, KFRC.</small>					
---	85	1	---	85	1
TAKE ME NOW	DAVID GATES		TAKE ME NOW	DAVID GATES	
<small>ADDS: WMAK, WTX, KCFM, WBBF, WVBF. JUMPS: WGH Ex To 19, WZZR 25 To 22, KEEL 32 To 26, KDWB 28 To 25. ON: WSEZ, KNUS, KFI.</small>					
91	86	3	91	86	3
IT'S OVER	TEDDY BAKER		IT'S OVER	TEDDY BAKER	
<small>ADDS: KCPX, BJ105, WBBQ.</small>					
95	87	2	95	87	2
(WANT YOU) BACK IN MY LIFE AGAIN	CARPENTERS		(WANT YOU) BACK IN MY LIFE AGAIN	CARPENTERS	
<small>ADDS: WVBF, WZUU. JUMPS: WSEZ Ex To 28, WISM Ex To 30, WZZR Ex To 28, KEYN 25 To 22.</small>					
---	88	2	---	88	2
I SURRENDER	ARLAN DAY		I SURRENDER	ARLAN DAY	
<small>ADDS: WHHY, KFMD, KYYX, KERN. JUMPS: KJR 27 To 24. ON: KNUS, KJRB, KIQQ.</small>					
---	89	1	---	89	1
STEAL THE NIGHT	STEVIE WOODS		STEAL THE NIGHT	STEVIE WOODS	
<small>ADDS: KCPX, KIQQ, KINT. JUMPS: WISM 30 To 27, WTX 40 To 34. ON: WZZR, WSEZ, WGSV, WHHY, KJRB, KJR.</small>					
---	90	1	---	90	1
RUN TO ME	SAVOY BROWN		RUN TO ME	SAVOY BROWN	
<small>ADDS: BJ105, KFI, KIQQ. ON: KCPX, WFI.</small>					
81	91	4	81	91	4
MONY MONY	BILLY IDOL		MONY MONY	BILLY IDOL	
68	92	14	68	92	14
YOU DON'T KNOW ME	MICKEY GILLEY		YOU DON'T KNOW ME	MICKEY GILLEY	
58	93	13	58	93	13
FIRE AND ICE	PAT BENATAR		FIRE AND ICE	PAT BENATAR	
66	94	13	66	94	13
SQUARE BIZ	TEENA MARIE		SQUARE BIZ	TEENA MARIE	
96	95	3	96	95	3
FANCY FREE	OAK RIDGE BOYS		FANCY FREE	OAK RIDGE BOYS	
<small>JUMPS: WRJZ Ex To 28.</small>					
---	96	1	---	96	1
BEIN' HERE WITH YOU	GENE COTTON		BEIN' HERE WITH YOU	GENE COTTON	
<small>ADDS: WRJZ. JUMPS: WVKX Ex To 30. ON: KC101, KCPX, WMAK.</small>					
59	97	12	59	97	12
SOME DAYS ARE DIAMONDS	JOHN DENVER		SOME DAYS ARE DIAMONDS	JOHN DENVER	
88	98	3	88	98	3
SHE DON'T LET NOBODY (BUT ME)	CURTIS MAYFIELD		SHE DON'T LET NOBODY (BUT ME)	CURTIS MAYFIELD	
63	99	14	63	99	14
THAT OLD SONG	RAY PARKER, JR. & RAYDIO		THAT OLD SONG	RAY PARKER, JR. & RAYDIO	
62	100	17	62	100	17
LOVE ON A TWO WAY STREET	STACY LATTISAW		LOVE ON A TWO WAY STREET	STACY LATTISAW	

LOOKING AHEAD

LET'S DANCE (MAKE YOUR BODY MOVE)	WEST STREET MOB
ADDS: KRLY, WFI, WXKS	
LA LA MEANS I LOVE YOU	TIERRA
ADDS: KRTH, KIQQ, KFI	
CONTROVERSY	PRINCE
ADDS: WXKS-24. JUMPS: CKLW Ex To 25, KRLY 25 To 21.	

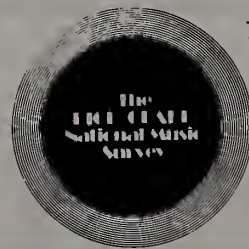
Dick Clark

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 Christmas Country
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 Queen
 Del Shannon
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 Five Special
 Godmomma ★
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 Sylvia St. James ★
 John Klemmer
 Grover Washington, Jr.
 Lakeside (Solar)
DECEMBER
 Shalamar (Solar)
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 Merle Haggard
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 Sarah Dash
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 American Bands Vol. II
 Mickey Gilley
 Fred Knoblock
 Mike Batt
 John Schneider
NOVEMBER
 Straight Lines ★
 Beach Boys
 Rockabilly Stars Vol. I/II
 George Jones
 Deep Purple
 Adam & The Ants
 Ozzy Osbourne
 Ted Nugent
 Carmine Appice ★
 Boston
 Molly Hatchet
 Clarke/Duke Project
DECEMBER
 Susan Lynch ★
 Aldo Nova ★
 Kim Larson ★
 Orchestral Manoeuvres in the Dark ★



ARISTA
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 Al Stewart
 Bob Weir
 GQ
 Norman Connors
 Angela Bofill
 Dwight Twilley
 Madagascar



CHRYSALIS
OCTOBER
 Babys
 Blondie
 Greg Lake



COLUMBIA
OCTOBER
 Earth, Wind & Fire
 Elvis Costello
 Weather Report
 Streak ★
 James Blood Ulmer ★
 Moe Bandy
 In Harmony 2
 Exposed II
NOVEMBER
 Neil Diamond
 Loverboy
 Zella Lehr
 Jimmy Rowles
 New York Montreaux Connection



LIBERTY/EMI AMERICA
OCTOBER
 J. Geils Band
 Kwick
 Melba Moore
 Earl Klugh
NOVEMBER
 Sheena Easton
 Dottie West

MCA RECORDS

MCA
OCTOBER
 The Who
 The Look
 Iron City Houserockers
 Joe Ely
 Harold Melvin and The Bluenotes
 Terri Gibbs
Zoot Suit (soundtrack)
 Mel Tillis
 Olivia Newton-John
 Doll By Doll ★
 Alicia Meyers
 Rufus and Chaka Khan
 Merle Haggard (Songbird)
 Jeannie C. Riley (Songbird)
 The Archers (Songbird)
 Roy Clark (Songbird)



EPIC
OCTOBER
 Reo Speedwagon










BOARDWALK
OCTOBER
 Lonnie Jordan ★
 Ringo Starr
 Joan Jett
NOVEMBER
 Ohio Players
DECEMBER
 Richard "Dimples" Fields

1981 Fourth Q

er's Guide



Give the gift
of music.

<p>NOVEMBER Afternoon Delights ★ Jimmy Cliff The Rings Johnny "Guitar" Watson Jazzercise Lenny Williams Y.B.S. ★ Bill Summers and Summers Heat Brenda Lee</p>	<p>NOVEMBER Scorpions Teardrop Explodes Fatback Con Funk Shun DECEMBER Cameo</p>	<p>Skyy (Salsoul) Bendeth Band (Ensign) ★ Roy Sundholm (Ensign) NOVEMBER David Bowie Leon Everette Louise Mandrell/R.C. Bannon Lakeside (Solar)</p>	<p> WARNER BROS. OCTOBER Steve Martin King Crimson John Anderson Prince Marshall Tucker Band Peter Cetera (Full Moon) ★ U2 (Island) Rypdal/Vitous/Dejohnette (ECM) Steve Elivson/Collin Walcott (ECM) Jan Garbarek (ECM) Old and New Dreams (ECM) NOVEMBER George Benson Rod Stewart Doobie Brothers Black Sabbath Emmylou Harris John McLaughlin Maxus ★ 10CC Con Hunley T-Rex <i>Pennies From Heaven</i> (soundtrack) Neil Young and Crazy Horse (Reprise) Frank Sinatra (Reprise) Jerry Harrison (Sire) ★ Sammy Hagar (Geffen) Egberto Gismonti (ECM) John Surman (ECM)</p>
<p> MOTOWN OCTOBER Diana Ross Ozone Grover Washington, Jr. Jose Feliciano Switch Syreeta Stevie Wonder</p>	<p> RCA OCTOBER Diana Ross Bob Welch Player Royal Philharmonic Orchestra Blitz ★ Charlie Barnet Tommy Dorsey Chocolate Milk Main Ingredient Elvis Presley Earl Thomas Conley Jim Reeves/Patsy Cline Don McLean (Millennium) Bruce Sudano (Millennium) ★ Joe Bataan (Salsoul)</p>	<p> 20TH CENTURY-FOX OCTOBER Edwin Starr Rhyze NOVEMBER Leon Haywood</p>	
<p>   POLYGRAM OCTOBER Bar Kays Zoom Edwin Hawkins Ray Goodman & Brown Star Point Bee Gees <i>Pursuit of DB Cooper</i> (soundtrack) Kiss Duane Allman Allman Bros. Lipps, Inc. Tim Hardin James Brown Ian Dury</p>	<p>* New Face to Watch To Prepare for 1981, Tear Out and Post This Schedule is Tentative and Subject to Change</p> <h1>CASHBOX</h1>		

Quarter Albums

MERCHANDISING



MIDNIGHT FRIENDS — RCA recording artist Razy Bailey was joined backstage by labelmates and retail account reps following his recent show at Atlanta's Backboard, where he performed in support of his top charting single "Midnight Mauler" from his current "Makin' Friends" LP. Pictured are (l-r): Marie Silcox, Central South Distributors; Sue Powell and Steve Wariner, RCA recording artists; Becky Woo, Central South Distributors; Bailey; Sharon Smith, Sounds Familiar Records; and Mike Smith, Sounds Familiar Records.

Wide Variety Of 'Star' Product Highlights 4th Qtr. Releases

(continued from page 5)

In addition to the established acts, a number of young acts will be releasing product to follow up on recent successes. Some of the more prominent follow-up LPs due in the fourth quarter include Sheena Easton on EMI-America/Liberty; Loverboy on Columbia; Lipps, Inc. and Ian Dury on PolyGram; Adam and The Ants, Ozzy Osbourne and Gary Myrick on Epic; John Anderson and U2 on Warner Bros.; Don McLean on Millennium/RCA; Terri Gibbs on MCA; Split Enz on A&M and Angela Bofill on Arista.

One special follow-up by a young group will be a new LP by The Knack on Capitol, due in October. The group, featuring a more mature sound, will attempt to recapture the success of its first LP two years ago.

RCA To Wage College Promo With Thirsty Ears

LOS ANGELES — College campuses around the country will be the target of a special campaign by RCA Records in support of its recently signed British and American new music artists, including Landscape, Shock, Bowwow, Robert Ellis Orrall, Sparks, Polyrock and Slow Children.

The highlight of the campaign is a sampler album featuring the acts, "Blitz," which was derived from the London club Blitz Electrow Diskow. The sampler will contain selected cuts from each of the acts' LPs and will be sold commercially at a discounted price, in addition to being distributed to college radio through independent radio consultant Thirsty Ears.

From Bowwow's LP, "See Jungle! See Jungle! Go Join Your Gang, Yeah! City All Over, Go Ape Crazy," the songs "Chihuahua" and "Orangutan" have been culled. "White Noise" and "Uh Oh Squad" are the two singles from Robert Ellis Orrall's "Fixation" LP. From Spark's "Whomp The Sucker" album is the single "Tips For Teens." Landscape's album "From The Tea Rooms Of Mars... To The Hell Holes Of Uranus" has yielded the single "European Man." "Love Song" and "Changing Hearts" are the two offerings from Polyrock's "Changing Hearts" LP. The title track from Slow Children's "Spring In Fialta" LP will also be included on the "Blitz" sampler.

Debut albums by acts scoring this year with hit singles will be highlighted by those from Richard "Dimples" Fields on Boardwalk; and Orchestral Manoeuvres In The Dark on Epic.

Greatest Hits Packages

In the area of greatest hits packages, a number of top acts have readied product for the fourth quarter. RCA will lead the way with "Greatest Hits, vol. 1" by Elvis Presley (featuring four heretofore unreleased tracks) and "CHANGESTWO" by David Bowie. Other significant packages include "Hooligans" by The Who on MCA; "Queen's Greatest Hits" on E/A; "George Benson Collection" and "Best Of The Doobies, Vol. II" on Warner Bros.; "Best Of" by Patti LaBelle and "Ten Years Of Harmony" by the Beach Boys on Epic; and a Stevie Wonder collection (also featuring four new songs) on Motown.

Two special samplers will also be released during the fourth quarter. Columbia will release "Exposed II" to follow up on the successful new rock sampler released earlier this year, while RCA will release "Blitz," a compilation of acts singing in the English "blitz" vein.

Finally, for collectors and audiophiles, CBS Mastersound will be releasing half-speed mastered versions of "Hi-Fidelity" by REO Speedwagon, "Triumph" by The Jacksons, "Time" by ELO and "The Clarke/Duke Project" by Stanley Clarke and George Duke.

Holiday To Add Titles

NEW YORK — Holiday Records, the Christmas product label of Audiofidelity Enterprises, Inc., will add 30 new titles to its catalog this year.

Among the additions are a "soul Christmas" line, which offers albums by Mahalia Jackson, Duke Ellington and Al Hibbler.

Calling the Holiday line "one of the most important income producers in the Audiofidelity family of products," Audiofidelity chairman Dan Pugliese said that he expects the additions to help Holiday double its sales figures of the last fiscal year.

Juice Gets Second Gold

LOS ANGELES — "Queen Of Hearts," the second single from Juice Newton's Capitol LP, "Juice," was recently certified gold by the RIAA. Her first single, "Angel Of The Morning" also has been certified gold.

SINGLE BREAKOUT OF THE WEEK

EVERY LITTLE THING SHE DOES IS MAGIC • THE POLICE • A&M 2371

Breaking Out Of: P.B. One Stop — St. Louis, OZ — Atlanta, Cavages — Buffalo, Lieberman — Portland, Alta — Phoenix, Camelot — National, Spec's — South Florida, Tower — Campbell, Peaches — Columbus, Karma Records — Indianapolis, Waxie Maxie — Washington, National Record Mart — Pittsburgh, Everybody's — Northwest, Radio Doctors — Milwaukee, King Karol — New York, City One Stop — Los Angeles.

SINGLES BREAKOUTS

HERE I AM • AIR SUPPLY • ARISTA AS 0626

Breaking Out Of: Hotline — Memphis, Pickwick — Midwest, Tower — San Francisco, Sam Goody — New York, Lieberman — Dallas, P.B. One Stop — St. Louis, Lieberman — Portland, Alta — Phoenix, Karma Records — Indianapolis, Waxie Maxie — Washington, Spec's — South Florida, Camelot — National, Port O' Call — Nashville, Harmony House — Detroit.

WORKING IN THE COAL MINE • DEVO • FULL MOON/ASYLUM E-47204

Breaking Out Of: Peaches — Columbus, Tower — San Francisco, Lieberman — Dallas, Karma Records — Indianapolis, Turtles — Atlanta, Peaches — Kansas City, Pickwick — Midwest, Lieberman — Portland.

HE'S A LIAR • BEE GEES • RSO/POLYGRAM RS 1066

Breaking Out Of: Karma Records — Indianapolis, Waxie Maxie — Washington, Sam Goody — New York, National Record Mart — Pittsburgh, Tower — Campbell, Sound Warehouse — San Antonio, P.B. One Stop — St. Louis.

PHYSICAL • OLIVIA NEWTON-JOHN • MCA-51182

Breaking Out Of: Harmony Hut — Washington, Record Theatre — Cincinnati, Richman Brothers — Philadelphia, Wherehouse — Los Angeles, Alta — Phoenix, Waxie Maxie — Washington, Sam Goody — New York.

I'VE DONE EVERYTHING FOR YOU • RICK SPRINGFIELD • RCA PB-12166

Breaking Out Of: Lieberman — Kansas City, Peaches — Cincinnati, Hotline — Memphis, Tower — San Francisco, Lieberman — Dallas, National Record Mart — Pittsburgh

NO REPLY AT ALL • GENESIS • ATLANTIC 3858

Breaking Out Of: Tape City — New Orleans, OZ — Atlanta, Cavages — Buffalo, Peaches — Columbus, Karma Records — Indianapolis, Tower — Campbell.

FASTEST MOVING MIDLINES

AC/DC • Let There Be Rock • Atco SD 36151

Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033

Balance • Portrait/CBS NFR 37357

Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020

Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021

B-52's • Party Mix • Warner Bros. MINI 3596

Tommy Bolin • Teaser • Nemperor/CBS PZ 37534

The Doors • Elektra EKS 74007

Doors • The Soft Parade • Elektra EKS 75005

Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137

Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185

Billy Joel • Piano Man • Columbia PC 32544

Carole King • Tapestry • Columbia PE 34946

Tom Petty & The Heartbreakers • You're Gonna Get It • MCA DA 52029

Pretenders • Extended Play • Sire MINI 3563

Psychedelic Furs • Talk Talk Talk • Columbia NFC 37339

Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407

Visage • Polydor/PolyGram PX-1-501

COMPILED FROM: Musicland — National • Disc Records — Texas • Cavages — Buffalo • Alta — Phoenix • P.B. One Stop — St. Louis • Peaches — Cleveland • Tower — Seattle • National Record Mart — Pittsburgh • Lieberman — Portland • Dan Jay — Denver.

TOP SELLING ACCESSORIES *

Allsop 3 Cassette Head Cleaner 70300

Discwasher DW Record Care Kit

Discwasher D-4 Re-Fill 1 1/4 oz.

Le-Bo Cassette Carrying Case TA-133

Le-Bo 45 RPM Dome Adaptor

Maxell UDXL II C-90

Maxell UDXL II C-60

Maxell UDXL I C-90

Maxell LN C-90

Maxell LN C-60

Memorex MRX1 C-90 3/Bag

Memorex Cassette Head Cleaner 0300

Recoton Record Guard Anti-Static LP Inner Sleeve

Savoy Cassette Carrying Case 2130

TDK SA C-90

TDK AD C-90

TDK DC-90 2/Bag

TDK VHS Video Cassette T-120

COMPILED FROM: Musicland Group — National • Disc Records — Texas • Cavages — Buffalo • Alta — Phoenix • P.B. One Stop — St. Louis • Peaches — Cleveland • Tower — Seattle • National Record Mart — Pittsburgh • Lieberman — Portland • Dan Jay — Denver.

* Excludes T-Shirts & Paraphernalia

Heavy Sales

CASHBOX 2

OCTOBER 10, 1981

FALL MIDLINES STOCKING GUIDE

**THE \$5.98 SERIES MEANS BUSINESS!
THE \$5.98 SERIES MEANS PROFITS!
THE \$5.98 SERIES MEANS 25% OF SALES!**

\$5.98

**BEST BUY
MIDLINE SERIES**

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HARRY BELAFONTE
DAVID BOWIE • PERRY
COMO • SAM COOKE
DAVE & SUGAR
ARTHUR FIEDLER &
THE BOSTON POPS
THE GUESS WHO • HALL &
OATES • HOT TUNA
WAYLON JENNINGS
EVELYN KING • THE
KINKS • MARIO LANZA
HENRY MANCINI
RONNIE MILSAP • GLENN
MILLER • WILLIE NELSON
HARRY NILSSON
"SOUTH PACIFIC"
DOLLY PARTON
ELVIS PRESLEY
CHARLEY PRIDE
PURE PRAIRIE LEAGUE
JERRY REED • LOU REED
SCORPIONS • SHALAMAR
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An Idea Whose Time Has Come

In the two years since MCA unveiled its 30-title, mid-priced album series in August of 1979, the term "midline" has worked its way firmly into the jargon of the music industry. Featuring prices three-to-four dollars below list for frontline product, midlines have proven to be one of the bright spots in what is often a bleak economic picture.

While labels, distribution and retail face what sometimes looks like a "no growth" period for the months to come, the pervasive success of midlines is visible everywhere.

Every major and most of the prominent independents have midlines today — many also including new artists' product and samplers as well as catalog in their lines. As a result, exposure of new artists has increased at the same time that dormant catalog items have been revived. At retail, the modest price has spurred the return of multiple purchases.

According to the latest retail survey by the National Assn. of Recording Merchandisers (NARM), midlines now account for seven percent of annual album sales. At the NARM convention in April of this year, **Cash Box** debuted its weekly midline chart in the *Merchandising* section.

That such a significant impression could be made on the industry in so short a time only drives home the importance and potential of the midlines. In the midst of uncertain economic conditions throughout the nation, the success of midlines so far has to be encouraging.

To date, the surface has only been scratched in the marketing of midlines. As understanding of the market grows and marketing philosophies and techniques get more sophisticated, introduction of new talent and the continued vitality of catalog items will be enhanced greatly.

Labels will have less expensive channels through which they will be able to nurture acts. Established acts will be able to reap continuing royalties from old, but still viable work; and there will certainly be less items that end up in a cutout bin, "sold for a song."

For retailers, midlines offer the prospect of bringing value, selection and price back into the stores. With many of the midline items top quality catalog LPs, the attractive price and the reputation of the acts can almost sell the product without help. Shelf prices in the region of four-to-five dollars can certainly lead to continued multiple purchases if promoted properly. Midlines can be used to create an excitement that has been missing from retail for some time now.

But midlines also bear a message. In a time when many are saying that the industry is pricing itself out of business, the success of midlines is certainly food for thought.

FALL MIDLINES STOCKING GUIDE

by Michael Glynn

Midline Series Offer Best Of New And Old

At the start of 1979, the midline was still just a twinkling in the eyes of manufacturers searching for a way to boost sales of slow-but-sure-selling catalog albums. Now, in 1981, a little more than two years after the first mid-priced product line was introduced, the midline has become a substantial, and increasingly growing, portion of the record and tape business.

According to figures released by the National Assn. of Recording Merchandisers (NARM) in its annual report for 1980, midline product, during its first full year on the market, captured a 7% share of total LP sales — and many expect its piece of the industry pie to broaden significantly by the close of 1981. Retailers and rack jobbers have unanimously praised the midline as being one of the few bright spots in a year when business in general was otherwise flat.

Just how wide-ranging an effect midlines have had on overall sales is hard to say, but many dealers have largely credited those series with stimulating “companion” sales (with frontline goods) at a time when the multiple purchase has become an all-too-rare occurrence. A look at the brief history of the midline shows, though, that the concept was warmly received by dealers long before it became a reality.

Although many labels have developed and implemented different types of budget series in the past (i.e. RCA's \$4.99 list “Pure Gold,” CBS' “Harmony” series, etc.), according to one large retail chain executive the idea of a permanent midline price tier for catalog product was “an alternative we (had) been urging the major labels to consider for several years.” While manufacturers generally favored the idea as well, some label executives initially expressed reservations, noting that there might be a difficulty in the conversion of existing catalog stock from regular list to a new price structure, in addition to convincing acts to accept a lower royalty rate.

MCA Records became the first company to announce a \$5.98 list price series for selec-

ted new and catalog goods in early August of 1979, establishing the “Rising Star” and “Platinum Plus” programs. Although both programs combined initially featured fewer than 30 titles, they were unique and groundbreaking in that “Platinum Plus” set what has become the standard list price for midline product while the “Rising Star” program's sliding list feature (an LP's suggested list price increased from \$5.98 to \$7.98 once sales hit a pre-determined mark) would later serve as a model for CBS' new artist program.

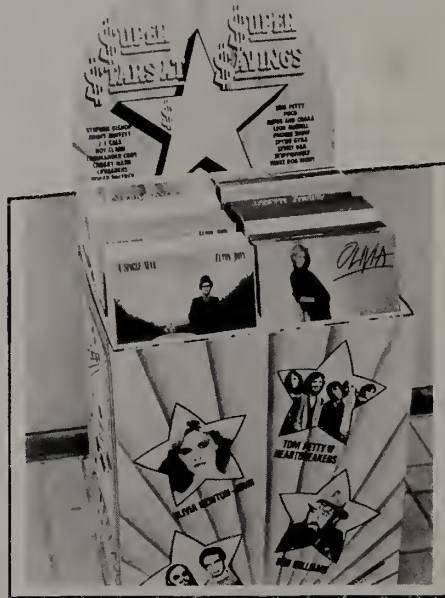
CBS, Capitol/EMI-America/Liberty Records Group and Phonogram/Mercury (later to include all PolyGram product) quickly followed MCA with announcements of midline series of their own. CBS debuted what was to be the most massive midline of all, the currently 800-title “Nice Price” series (also including double LP “Nice Price Plus” product), Sept. 10, 1979 with 300 catalog

LPs by both “accepted superstars and established artists,” while Phonogram/Mercury officially bowed its “Encore Series” Oct. 1 with a 20-album release that included out of print as well as active catalog product. Capitol initially released a 14-title offering Sept. 10 to kick off its midline, including LPs by Nat King Cole, Frank Sinatra, Glen Campbell, John Stewart, Minnie Riperton, Little River Band and Grand Funk Railroad. While Capitol's midline also included out-of-print product, one unusual aspect of its first release was that it offered two Australian LPs previously unreleased in America and soon added the “Beatles Rarities” package.

All three labels' midlines included cassette and 8-track configurations, although none instituted a special price category for new acts at the time similar to MCA's. However, CBS did offer its accounts an incentive of \$1 off the \$7.98 list price for product under the “new and developing artists” program. That would change in April of the following year when CBS would inaugurate its new artist series, featuring a \$5.98 list for new acts thus effectively creating a parallel midline.

By Thanksgiving weekend of 1979, the labels were already beginning to see their midlines generating some very encouraging sales. One CBS marketing executive noted that its midline was “the single element that boosted sales from the fair to good category” over that holiday period. That same exec also indicated that, as was initially planned, CBS' next priority for its midline series was to add several country titles to the line, to keep pace with the boom in country sales.

As the labels had anticipated, not every act with catalog product that could be included in the midlines agreed to be a part of those first releases. However, both MCA and CBS, among other labels, passed along its initial sales figures to those acts which were unwilling to renegotiate their royalty schedules or waited to see if the lines were viable. The labels that had started midlines were also beginning to diversify product in



MCA's special “Super Stars At Super Savings” dump bin for the label's \$5.98 “Platinum Plus” series, in addition to its \$3.99 midline, is an example of the type of in-store merchandising aid presently being provided to promote midline product.



\$5.98

GREENLINE

To order cassette or 8-track: Add album number to appropriate prefix (e.g. cassette number for The Beach Boys — Surfin' Safari is 4N-16012; eight track 8N-16012). For additional information, contact your local Capitol/Liberty/EMI-America/Accord representative.

ARTIST & TITLE	LP	Cassette	B/T	ARTIST & TITLE	LP	Cassette	8/T	ARTIST & TITLE	LP	Cassette	B/T
A TASTE OF HONEY				BE-BOP DELUXE				The Christmas Story	SM-1967	4M	8M
A Taste Of Honey	SN-16000	4N	8N	Sunburst Finish	SN-16022	4N	N/A	My Fair Lady	SM-2117	N/A	N/A
Another Taste	SN-16001	4N	8N	Orastic Plastic	SN-16023	4N	N/A	Live At The Sands	SM-2434	N/A	N/A
ACUFF, ROY				Futuraama	SN-16024	4N	N/A	Trio Days	M-11033	N/A	N/A
Roy Acuff	SM-1870	N/A	8M-1870	Axe Victim	SN-16025	4N	N/A	After Midnight	SM-11796	N/A	N/A
ADDERLY, CANNONBALL				Modem Music	SN-16026	4N	N/A	Cat Ballou	SM-11804	N/A	N/A
The Best Of/	SN-16002	4N	8N	BRYSON, PEABO				Looking Back	SM-11882	4M	N/A
Mercy, Mercy, Mercy	SN-16153	4N	N/A	Crosswinds	SN-16028	4N	N/A	COLE, NATALIE			
Live	SM-2399	N/A	N/A	Reaching For The Sky	SN-16027	4N	8N	Inseparable	SN-16038	4N	8N
ALMEIDA, LAURINOD				BROWN, CLIFFORD				COLTER, JESSI			
A Man And A Woman	SM-2701	N/A	N/A	Jazz Immortal	LN-10126	L4N	L8N	Diamond In The Rough	SM-11822	N/A	N/A
Viva Bossa Nova	SM-1759	N/A	N/A	BROWN, LES				COUNTRY HITS OF 50's	SM-885	N/A	8M
ANKA, PAUL				Les Brown Story	SM-1174	N/A	N/A	COUNTRY HITS OF 60's	SM-886	N/A	8M
His Best	LN-10000	L4N	L8N	BURNETTE, JOHNNY				COTTON, JAMES			
ANTHONY, RAY				Hits & Other Favorites	LN-10144	L4N	L8N	Taking Care of Business	SM-814	N/A	N/A
Fox Trots	M-11978	N/A	N/A	CAMPBELL, GLEN				CROSBY, BING			
APAKA, ALFRED				Wichita Lineman	SN-16160	4N	8N	Christmas Classics	SM-11732	4M	8M
Golden Voices of the Islands	SM-1882	4M	N/A	Rhinestone Cowboy	SN-16029	4N	8N	CROSBY/ARMSTRONG	SM-11735	4M	N/A
Alfred Apaka's Hits	SM-2088	4M	N/A	Southern Nights	SN-16030	4N	8N	CROSBY/CLOONEY			
Greatest Hits Vol. II	M-11877	N/A	N/A	Glen Travis Campbell	SN-16031	4N	8N	Travelin' Two Beat	SM-11736	4M	N/A
APRIL WINE				Try A Little Kindness	SM-389	N/A	8M	Great Country Hits	SM-11737	4M	N/A
First Glance	SN-16245	4N	8N	That Christmas Feeling	SM-2978	4M	8M	Classics Vol. 1	SM-11738	4M	N/A
THE BANO				Bloodline	SM-11821	N/A	N/A	Classics Vol. II	SM-11739	4M	N/A
Cahoots	SN-16003	4N	8N	Gentle On My Mind	SM-11960	4M	8M	Classics Vol. III	SM-11740	4M	N/A
Moondog Matinee	SN-16004	4N	8N	By The Time I Get To Phoenix	SM-12040	4M	8M	DANIELS, CHARLIE			
Northern Lights/So. Cross	SN-16005	4N	8N	CARR, VIKKI				Charlie Daniels	SN-16039	4N	8N
Stage Freight	SN-16006	4N	8N	It Must Be Him	LM-1006	4LM	8LM	DAVIS, MILES			
Islands	SN-16007	4N	8N	CHAD & JEREMY				Capitol Jazz Classics Vol. 1	N-16168	4N	N/A
Rock of Ages-Vol. 1	SN-16008	4N	8N	The Best Of/	SN-16135	4N	8N	Birth Of The Cool	M-11026	N/A	N/A
Rock of Ages-Vol. 2	SN-16009	4N	8N	CHRISTMAS VOL. I				DEARIE, BLOSSOM			
Anthology-Vol. 1	SN-16010	4N	8N	Best Of	SM-11833	N/A	8M	May I Come In?	SM-2086	N/A	N/A
Anthology-Vol. 2	SN-16011	4N	8N	CHRISTMAS VOL. II				DEE, KIKI			
BASSEY, SHIRLEY				Best Of	SM-11834	N/A	8M	Patterns	LN-10148	L4N	N/A
The Magic Is You	LN-10012	L4N	L8N	CHRISTY, JUNE				OENNY, MARTIN			
Something Else	LM-1013	4LM	8LM	Something Cool	SM-516	N/A	N/A	Exotica I	LM-1009	4LM	8LM
BAXTER, LES				The Best of June Christy	SM-11961	N/A	N/A	DOMINO, FATS			
Tangos	M-11979	N/A	N/A	CLARK, ROY				Let's Play Domino	LN-10135	L4N	N/A
THE BEACH BOYS				Greatest	SN-16161	4N	8N	The Fabulous Mr. O.	LN-10136	L4N	N/A
Surfin' Safari	SN-16012	4N	8N	The Lightning Fingers of Roy Clark	SN-16227	4N	8N	Million Sellers By Fats	LM-1027	4LM	8LM
Little Deuce Coupe	SN-16013	4N	8N	Roy Clark's Greatest	SM-369	N/A	8M	DUKE, GEORGE			
Surfer Girl	SN-16014	4N	8N	Guitar Spectacular	SM-2425	N/A	8M	Save The Country	LN-10127	L4N	N/A
Surfin' U.S.A.	SN-16015	4N	8N	Tip of My Fingers	SM-12032	4M	8M	DUNSTEDTER, EODIE			
All Summer Long	SN-16016	4N	8N	COCHRAN, EODIE				Bells Of Christmas	SM-1264	N/A	8M
California Girls	SN-16017	4N	8N	Singin' To My Baby	LN-10137	L4N	L8N	Bells of Christmas II	SM-1968	N/A	8M
Fun, Fun, Fun	SN-16018	4N	8N	COLE, NAT KING				Christmas Candy	SM-11831	N/A	8M
Dance, Dance, Dance	SN-16019	4N	8N	Ramblin' Rose	SN-16032	4N	8N	EDWARDS, WEBLEY			
Beach Boys Live In London	SN-16134	4N	8N	Nat King Cole Story Vol. 1	SN-16033	4N	N/A	Best Of/	SN-16169	4N	N/A
Pet Sounds	N-16156	4N	8N	Nat King Cole Story Vol. 2	SN-16034	4N	N/A	Favorite Instruments of the Islands	ON-16170	4N	N/A
Beach Boys Concert	SN-16154	4N	8N	Nat King Cole Story Vol. 3	SN-16035	4N	8N	Greatest Hits	SN-16171	4N	N/A
20/20	SN-16155	4N	8N	The Best Of/	SN-16036	4N	8N	Hawaii Calls, Greatest Hits	SM-1339	4M	8M
Friends	SN-16157	4N	8N	Wild Is Love	SN-16037	4N	N/A	Hawaiian Christmas	SM-1781	4M	8M
Smiley Smile	SN-16158	4N	8N	A Mis Amigos	SN-16136	4N	8N	Hawaii Today	SM-11894	4M	N/A
Wild Honey	SN-16159	4N	8N	St. Louis Blues	SN-16137	4N	N/A	Soft Hawaiian Guitars	SM-11895	4M	N/A
Christmas Album	SM-2164	4M	8M	Unforgettable	SN-16162	4N	8N	ENCHANTMENT			
BEAMER, MAHI				Love Is The Thing	SN-16163	4N	8N	Once Upon A Dream	LN-10035	L4N	L8N
Hawaii's Mahi Beamer	SM-11878	N/A	N/A	Walkin' My Baby Back Home	SN-16164	4N	8N	Enchantment	LN-10036	L4N	L8N
THE BEATLES				A Blossom Fell	SN-16165	4N	8N	ELLINGTON, OJUE			
Rock 'n' Roll Music-Vol. 1	SN-16020	4N	8N	Cole Espanol	SN-16166	4N	8N	The Best Of/	N-16172	4N	N/A
Rock 'n' Roll Music-Vol. 2	SN-16021	4N	8N	More Cole Espanol	SN-16167	4N	8N	Ellington '55	M-11674	N/A	N/A
				N. Cole/G. Shearing	SM-1675	N/A	N/A				

ARTIST & TITLE	LP	Cassette	8/T
FERRANTE & TEICHER			
Classical Disco	LN-10034	L4N	N/A
People's Choice	LN-10141	L4N	N/A
Snowbound	LN-10142	L4N	N/A
Midnight Cowboy	LM-1016	4LM	8LM
FITZGERALD, ELLA			
Brighten The Corner	SM-11793	N/A	N/A
Sings Christmas	SM-11832	N/A	8M
FORD, TENNESSEE ERNIE			
Yesterday	SN-16040	4N	N/A
Hymns	SN-16173	4N	N/A
Spirituals	SN-16174	4N	8N
Today	SN-16041	4N	8N
Gospel	SN-16042	4N	8N
Hymns	SN-16043	4N	8N
America the Beautiful	SM-412	N/A	8M
The Star Carol	SM-1071	4M	8M
Story of Christmas	SM-1964	N/A	N/A
Book Of Favorite Hymns	SM-12033		
T.E. Ford/Jordanaires	SM-2026	N/A	8M
Great Gospel Songs		4M	8M
FOUNTAIN, PETE			
Pete Fountain & Friends	SN-16224	4N	8N
Way Down Yonder In New Orleans	SN-16225	4N	8N
THE FOUR FRESHMEN			
Freshmen Favorites	SM-743	N/A	N/A
The Best Of	SM-11965	N/A	N/A
and 5 Trombones	SM-11639	N/A	N/A
FREBERG, STAN			
With the Orig. Cast	SM-1242	N/A	N/A
Presents U.S.A.	SM-1573	N/A	N/A
Best Of	SM-2020	N/A	8M
The Best of Vol. I	SM-11824	N/A	N/A
FROOIE & THE DREAMERS			
The Best Of	SM-11896	N/A	N/A
FROMAN, JANE			
Song In My Heart	M-11891	N/A	N/A
FULLER, GIL			
Night Flight	LN-10128	L4N	N/A
GARLANO, JUOY			
The Hits Of/	SN-16175	4N	N/A
Alone	SM-11763	N/A	N/A
That's Entertainment	SM-11876	N/A	N/A
Just For Openers	M-12034	4M	N/A
GAYLE, CRYSTAL			
Crystal Gayle	LN-10002	L4N	L8N
Somebody Loves You	LN-10003	L4N	L8N
Crystal	LN-10004	L4N	L8N
We Must Believe In Magic	LN-10005	L4N	L8N
We Should Be Together	LN-10006	L4N	L8N
GENTLE GIANT			
The Power and the Glory	SN-16044	4N	8N
Giant For A Day	SN-16045	4N	8N
The Missing Piece	SN-16046	4N	8N
Interview	SN-16047	4N	N/A
Free Hand	SN-16048	4N	N/A
GENTRY, BOBBIE			
Bobbie Gentry's Greatest	SM-381	N/A	8M
Ode to Billie Joe	SM-2830	4M	N/A
Gentry & Campbell	SM-2928	N/A	8M
GERRY & THE PACEMAKERS			
The Best Of	SM-11898	N/A	N/A
GLEASON, JACKIE			
Music For Lovers Only	SM-352	N/A	N/A
Music To Make You Misty	SM-455	N/A	N/A
Music, Martinis & Memories	SM-509	N/A	N/A
Best Of	SM-2796	N/A	N/A
'Tis The Season	SM-11966	N/A	N/A
Best Of -Vol. II	SM-12035	N/A	N/A
GOLOSBORO, BOBBY			
Tenth Anniversary Vol. 1	LN-10007	L4N	L8N
Tenth Anniversary Vol. 3 & 4	LN-10047	L4N	L8N
GOODMAN, BENNY			
Benny Goodman Story	SM-706	N/A	N/A
Hits of	SM-1514	N/A	N/A
GOOSE CREEK SYMPHONY			
Goose Creek Symphony	SM-444	N/A	8M

ARTIST & TITLE	LP	Cassette	8/T
GRAND FUNK RAILROAD			
Closer To Home	SN-16176	4N	N/A
Grand Funk	SN-16177	4N	N/A
On Time	SN-16178	4N	N/A
Grand Funk Hits	SN-16138	4N	8N
GRAY, GLEN			
Sounds of The Great Bands	SM-1022	N/A	N/A
Great Bands Vol. 2	SM-1067	N/A	N/A
Great Casa Loma Band	SM-1588	N/A	N/A
Themes of the Great Bands	SM-1812	N/A	N/A
HACKETT/TEAGARDEN			
Jazz Ultimate	SM-933	N/A	N/A
HAGAR, SAMMY			
Nine On A Ten Scale	SN-16049	4N	8N
Sammy Hagar	SN-16050	4N	8N
Musical Chairs	SN-16051	4N	8N
Dreams And All That Stuff	SN-16187	4N	8N
HAGGARD, MERLE			
Sing A Sad Song	SN-16052	4N	8N
High On A Hill Top	SN-16053	4N	8N
The Best Of/	SN-16054	4N	8N
Pride In What I Am	SN-168	N/A	8M
Swinging Doors	SM-2585	N/A	8M
I'm A Lonesome Fugitive	SM-2702	N/A	N/A
Christmas Present	SM-11230	N/A	8M
Love Affair with Trains	SM-11823	N/A	8M
Hag	SM-11825	N/A	8M
It's All In The Movies	SM-12036	4M	8M
THE HASSLES			
The Hassles	LN-10138	L4N	N/A
Hour Of The Wolf	LN-10139	L4N	N/A
HARRISON, GEORGE			
Living In The Material World	SN-16216	4N	8N
Dark Horse	SN-16055	4N	8N
Extra Texture	SN-16217	4N	8N
HAWAII FIVE-O			
T.V. Soundtrack	SM-410	N/A	N/A
HAWKINS, COLEMAN			
Hollywood Stampede	M-11030	N/A	N/A
HERMAN, WOODY			
Hits Of	SM-1554	N/A	N/A
Early Autumn	M-11034	N/A	N/A
HILL, BENNY			
Words and Music	SN-16139	4N	8N
THE HOLLIES			
Greatest Hits	SN-16056	4N	8N
HOLMES, RICHARD			
Groovin' With Jug	LN-10130	L4N	N/A
HOLLYRIOGE STRINGS			
Beatles Songbook	SM-2116	N/A	N/A
Christmas Favorites	SM-11830	N/A	8M
OR, HOOK			
Bankrupt	SN-16179	4N	N/A
A Little Bit More	SN-16180	4N	N/A
Pleasure & Pain	SN-16181	4N	N/A
Makin' Love and Music	SN-16228	4N	8N
Sometimes You Win	SN-16229	4N	8N
IAN, JANIS			
Present Company	SM-683	N/A	8M
JAMES, HARRY			
Hits Of	M-1515	N/A	N/A
JAMES, SONNY			
Best Of	SM-2615	4M	8M
Biggest Hits	SM-11013	N/A	8M
JAN & DEAN			
Deadman's Curve	LN-10011	L4N	L8N
JAY & THE AMERICANS			
Greatest Hits	LM-1010	4LM	8LM
THE JAZZ CORP.			
The Jazz Corp.	LN-10131	L4N	N/A
JOHNSON, MICHAEL			
There Is A Breeze	LN-16215	L4N	N/A
KENTON, STAN			
Stan Kenton's Greatest	N-16182	4N	N/A
Artistry In Rhythm	SM-167	N/A	N/A
Greatest Hits	SM-2327	N/A	N/A
Artistry In Jazz	M-11027	N/A	N/A
Cuban Fire	SM-11794	N/A	N/A
West Side Story	SM-12037	4M	8M

ARTIST & TITLE	LP	Cassette	8/T
KING CURTIS			
The Best Of King Curtis	SM-11963	4M	N/A
KING, CAROLE			
Simple Things	SN-16057	4N	8N
Welcome Home	SN-16058	4N	8N
Touch The Sky	SN-16059	4N	8N
KINGSTON TRIO			
Best Of/	SN-16183	4N	N/A
Kingston Trio Vol. 2	SN-16184	4N	N/A
Tom Oooley	N-16185	4N	N/A
Scarlet Ribbons	SN-16186	4N	N/A
Best of Vol. III	SM-2614	N/A	N/A
From The Hungry i	M-11968	N/A	N/A
KLAATU			
Klaatu	SN-16060	4N	8N
Hope	SN-16061	4N	8N
Sir Army Suit	SN-16062	4N	8N
KOTTKE, LEO			
Mudlark	SN-16063	4N	8N
Ice Water	SN-16064	4N	8N
Greenhouse	SN-16065	4N	8N
Dreams and All That Stuff	SN-16187	4N	8N
Chewing Pine	SN-16188	4N	8N
Old You Hear Me?	SN-16189	4N	8N
KRAMER, BILLY J.			
The Best of B.J.K. & The Dakotas	SM-11897	N/A	N/A
LEE, PEGGY			
Peggy Lee Sings The Songs			
Of Cy Coleman	SN-16140	4N	8N
Is That All There Is?	SM-386	N/A	N/A
Basin Street East	SM-1520	N/A	N/A
I'm A Woman	SM-1857	N/A	N/A
LEOPETER, HUOOIE			
Leadonilly	SM-1821	N/A	N/A
LENNON, JOHN			
Mind Games	SN-16068	4N	8N
Rock 'N' Roll	SN-16069	4N	8N
John Lennon/P. McCartney			
The Songs Lennon & McCartney Gave Away	SN-16070	4N	N/A
LE ROUX			
Louisiana's Le Roux	SN-16066	4N	8N
Keep The Fire Burnin'	SN-16067	4N	8N
Up	SN-16230	4N	8N
THE LETTERMEN			
The Best Of/	SN-16071	4N	8N
The Best Of/Vol. 2	SN-16222	4N	8N
Let It Be Me	SN-16190	4N	8N
Head On My Shoulder	SM-147	N/A	8M
For Christmas This Year	SM-2587	4M	8M
Hurt So Bad	SM-11678	N/A	N/A
And Live	SM-11814	4M	N/A
Goin' Out Of My Head	SM-11970	4M	N/A
GARY LEWIS & THE PLAYBOYS			
This Diamond Ring	LM-1003	4LM	8LM
LIGHTFOOT, GOROON			
Lightfoot	LN-10044	L4N	L8N
The Way I Feel	LN-10042	L4N	L8N
Old She Mention My Name	LN-10041	L4N	L8N
Back Here On Earth	LN-10040	L4N	L8N
Sunday Concert	LN-10039	L4N	L8N
Best Of	LN-10038	L4N	L8N
LITTLE ANTHONY & THE IMPERIALS			
The Best Of/	LN-10133	L4N	N/A
LITTLE RIVER BAND			
After Hours	SN-16072	4N	8N
Beginnings Vol. 1	SN-16141	4N	8N
Beginnings Vol. 2	SN-16142	4N	8N
LOMBARDO, GUY			
The Sweetest Waltzes This			
Side Of Heaven	SN-16193	4N	N/A
Dancing Room Only	SN-16192	4N	N/A
And I Love Her	SN-16191	4N	N/A
Lombardo Medley	SM-739	N/A	N/A
Songs of Christmas	SM-1443	N/A	N/A
Drifting & Dreaming	SM-1593	N/A	N/A
LONOON, JULIE			
Julie Is Her Name	LN-10147	4N	N/A

ARTIST & TITLE	LP	Cassette	8/T
SUN			
Sun Power	SN-16237	4N	8N
Sunburn	SN-16238	4N	8N
Destination Sun	SN-16239	4N	8N
Sun Over the Universe	SN-16240	4N	8N
SWEET			
Give Us A Wink	SN-16115	4N	8N
Off The Record	SN-16116	4N	8N
Level Headed	SN-16117	4N	8N
Cut Above The Rest	SN-16118	4N	8N
TATUM, ART			
Solo Piano	M-11028	N/A	N/A
TAVARES			
Love Storm	SN-16206	4N	8N
Future Bound	SN-16207	4N	8N
THOMPSON, HANK			
Best Of	SM-1878	N/A	8M
Golden Country Hits	SM-2089	N/A	8M
A Six Pack To Go	M-11881	N/A	8M
TRAVIS, MERLE			
Best Of	SM-2662	N/A	N/A
TRIUMVIRAT			
Illusion On a Double Dimple	SN-16119	4N	N/A
Pompeii	SN-16120	4N	N/A
Spartacus	SN-16121	4N	N/A
Old Loves Oie Hard	SN-16122	4N	N/A
A La Carte	SN-16123	4N	N/A
VARIOUS ARTISTS			
Country Hits of 40's	SM-884	N/A	8M
VARIOUS JAZZ ARTISTS			
Piano Reflections	M-11058	N/A	N/A
VEE, BOBBY			
Golden Greats	LM-1008	4LM	8LM
VINCENT, GENE			
Greatest	SN-16208	4N	8N
The Bop (That Just Won't Stop)	SN-16209	4N	8N
WARING, FRED			
Meaning Of Christmas	SM-1610	N/A	N/A
WATSON, DOC			
Lonesome Road	LN-10027	L4N	L8N
WATSON, GENE			
The Best Of/Vol. 2	SN-16241	N/A	8N
Paper Rosie	SN-16124	4N	8N
WEISBERG, TIM			
Rotation	LN-10029	L4N	L8N
The Tim Weisberg Band	LN-10031	4N	8N
WELCH, BOB			
French Kiss	SN-16125	4N	8N
Three Hearts	SN-16126	4N	8N
The Other One	SN-16127	4N	8N
WHITMAN, SLIM			
The Best Of	LN-10125	4N	8N
Red River Valley	LN-10033	L4N	L8N
WILSON, GERALD			
Feelin' Kinda Blues	LN-10101	L4N	N/A
WILSON, NANCY			
The Best Of	SN-16128	4N	8N
N. Wilson/C. Adderley	SN-16210	4N	8N

ARTIST & TITLE	LP	Cassette	8/T
BUT BEAUTIFUL			
But Beautiful	SM-798	N/A	N/A
Broadway My Way	SM-1828	N/A	N/A
A Touch of Today	SM-2495	N/A	N/A
How Glad I Am	SM-11767	N/A	8M
Easy	SM-11802	4M	N/A
Come Get To This	SM-11819	4M	N/A
Naturally	SM-11884	N/A	N/A
Can't Take My Eyes Off You	SM-12031	N/A	N/A
WOMACK, BOBBY			
Understanding	LM-1002	4LM	8LM
YOUNG, JESSE COLIN			
The Soul Of a City Boy	SN-16129	4N	N/A
ACCORO & TOWNHOUSE RECORDS GREENLINE			
ALABAMA			
Pride Of Alabama	SN-7132	N/A	N/A
ANKA, PAUL			
She's A Lady	SN-7117	N/A	N/A
THE ARCHIES			
Straight A's	SN-7149	N/A	N/A
BECK, JEFF			
Early Anthology	SN-7141	4N	N/A
BENSON, GEORGE			
OUVIER, GEORGE			
HARWOOD, AL			
TUCKER, MICKEY			
Jazz On a Sunday Aft. Vol. 1	SN-7111	4N	N/A
Jazz On a Sunday Aft. Vol. 2	SN-7113	4N	N/A
BUBBLE GUM			
Greatest Hits Vol. 1	SN-7136	N/A	N/A
Greatest Hits Vol. 2	SN-7137	N/A	N/A
CANNEO HEAT			
Captured Live	SN-7144	N/A	N/A
CASH, JOHNNY			
I Walk The Line and Other Hits	SN-7134	N/A	N/A
CHICAGO			
Toronto Rock 'N' Roll Revival 1969-Vol. 1	SN-7140	4N	N/A
CLINE, PATSY			
Let The Teardrops Fall	SN-7153	N/A	N/A
FENOER, FREDDIE			
Since I Met You Baby	SN-7121	N/A	N/A
FOUR ACES			
Love Is A Many Splendored Thing	SN-7114	N/A	N/A
GERRY & THE PACEMAKERS			
Ferry Cross The Mersey	SN-7148	N/A	N/A
GILLEY, MICKEY			
Suburban Cowboy	SN-7151	N/A	N/A
HALEY, BILL &			
THE COMETS			
Rockin' and Rollin'	SN-7125	N/A	N/A
OWIN HAWKIN SINGERS			
The Genius Of	SN-7120	N/A	N/A
HAWKINS, COLEMAN			
Tenor Tantrums	SN-7110	N/A	N/A
HENORIX, JIMI			
Before London	SN-7101	4N	N/A
Free Spirit	SN-7112	4N	N/A
Cosmic Feeling	SN-7139	4N	N/A

ARTIST & TITLE	LP	Cassette	8/T
HOLMES, CECIL ORCH.			
A Toast To The 70's	SN-7116	N/A	N/A
JOHN OR.			
Love Potion	SN-7118	N/A	N/A
KINGFISH			
Live At The Roxy	SN-7128	N/A	N/A
KNIGHT, GLAOYS & THE PIPS			
Every Beat Of My Heart	SN-7103	N/A	N/A
Letter Full Of Tears	SN-7105	N/A	N/A
I Feel A Song	SN-7131	N/A	N/A
LEWIS, JERRY LEE			
Great Balls of Fire & Other Hits	SN-7133	N/A	N/A
LINHART, BUZZY			
Tornado	SN-7130	N/A	N/A
LITTLE RICHARD			
Tutti Frutti	SN-7123	N/A	N/A
LOUVIN, CHARLES			
Country Souvenirs	SN-7104	N/A	N/A
McCLINTON, OELBERT			
Wake Up Baby	SN-7145	N/A	N/A
MELANIE			
What Have They Done To My Song Ma?	SN-7109	N/A	N/A
MOORE, MELBA			
Sweet Melba	SN-7129	N/A	N/A
OAKRIDGE BOYS			
Spiritual Jubilee	SN-7138	N/A	N/A
OHIO PLAYERS			
Young And Ready	SN-7102	N/A	N/A
ORBISON, ROY			
Ooby Ooby	SN-7150	N/A	N/A
PRICE, ALAN			
The House of the Rising Sun	SN-7126	N/A	N/A
SEDAKA, NEIL			
Singer...Songwriter... Melody Maker	SN-7152	N/A	N/A
SHA NA NA			
Remember Then	SN-7115	N/A	N/A
Sh-Boom	SN-7146	N/A	N/A
SIMONE, NINA			
In Concert	SN-7108	N/A	N/A
SOUTH, JOE			
Party People	SN-7119	4N	N/A
STEWART, ROD			
Rod The Mod	SN-7142	4N	N/A
THOMAS, B.J.			
Lovin' You	SN-7106	N/A	N/A
TURNER, IKE & TINA			
A Fool In Love	SN-7147	N/A	N/A
THE WHISPERS			
I Can Remember	SN-7100	N/A	N/A
WINTER, JOHNNY			
Ready For Winter	SN-7135	N/A	N/A
WOOD, ROY			
One Man Band	SN-7127	N/A	N/A
THE YAROBROS			
For Your Love	SN-7143	4N	N/A
YOST, OENNIS			
Stormy	SN-7107	N/A	N/A



the series, and while pop and rock remained their bread and butter, they were now adding jazz as well as country titles.

Promotional support, most dealers felt, was a pivotal factor in making the consumer aware of the midlines and most singled out CBS' efforts in providing substantial co-op advertising dollars, as well as in-store merchandising aids, as perhaps the most significant element contributing to the immediate success of its "Nice Price" series. Many retailers had already set up separate sections in their stores to accommodate, as well as draw attention to, the growing number of midline LPs.

While certain independents, notably Arista, did eventually launch full midline series, others, such as RSO, experimented with alternatives like mid-priced sampler LPs featuring contemporary hits by a number of acts. One of the keys to the success of RSO's "Chartbusters" compilation, both dealers and label execs agreed, was its \$5.98 list price. Midline or budget list prices for smaller indie novelty LPs, such as Disney's "Mickey Mouse Disco," Excelsior's "Chipmunk Punk" and others, helped those records achieve gold status or better.

CBS made the transition from its "\$1 off list" incentive program for new artists to perhaps the most comprehensive, and effective, new artist program yet launched in April of 1980. Dealers who ordinarily have passed on new acts out of the box, were more disposed to take on product under the new program, which offered a 100% returns policy, extended dating up to 120 days, extra credit and exemption from special shipping charges.

The long-term results of this program have been heartening for both CBS and record merchandisers alike, if not exactly overwhelming. The most notable success of the series to date has been the self-titled debut LP by Canada's Loverboy on Columbia. The album has already surpassed gold status and spawned two hit singles, graduating from the new artists category.

Other successes of the line have been U.K.-based new rock groups Adam and The Ants and The Psychedelic Furs. Adam and The Ants "Kings of The Wild Frontier" and Psychedelic Furs' "Talk Talk Talk" have both reached or exceeded sales of 100,000 units here.

Warner/Elektra/Atlantic (WEA) Corp. didn't debut its midline until late spring of 1980 but its eagerly anticipated mid-priced catalog line has proved to be highly successful. WEA bowed with 128 titles, including LPs by such gold and platinum-selling acts as AC/DC (Atco), The Doors (Elektra); Devo (Warner Bros.); the Doobie Bros. (Warner Bros.); Genesis (Atco); and

"Promotional support from the labels, most dealers felt, was the pivotal factor in making consumers aware of Midlines."

Linda Ronstadt (Asylum), many of which have become perennial best-sellers among midline titles.

WEA introduced the series by offering a 5% discount on product through mid-June, with the stipulation that orders not exceed twice the total purchases in a preceding 90-day period. Back orders from the discount program were held until the end of June 1980. Normal WEA returns policies applied to its midlines, which carried a base wholesale price of \$3.24 per unit.

EPs carrying the "MINI" prefix, such as the Pretenders' "Extended Play," Devo's "Live" and the B-52's "Party Mix," have all proved to be solid sellers at the midline

(\$5.98) list price, while CBS has also garnered good activity on mid-priced EPs by new rock acts such as Stiff/Epic's Lene Lovich. Both the WEA and CBS labels are seriously considering continuing the trend of releasing selected product by new rock acts in the specially-priced EP format, while independent Chrysalis recently released its first new rock EP, Billy Idol's "Don't Stop," at the mid-price list.

At about the same time (June 1980), RCA Records introduced its \$5.98 midline "Best Buy" series with 36 titles. That number has grown to approximately 400 in a little more than one year, with such titles as David Bowie's "The Rise And Fall Of Ziggy Stardust and The Spiders From Mars" continually reported among the fastest moving midline LPs for all labels.

WEA's decision to increase the \$3.24 base price for its midlines in May of this year was a source of some consternation among dealers who were unsure whether to move to variable pricing or not. Many dealers held shelf prices on all product despite the increase, partially in hopes that other labels would not follow WEA's lead. Most of those surveyed at the time pointed out that if others were to go the way of WEA the midline itself would eventually be eliminated.

Capitol's decision to hike the wholesale price of its midline further added to the indecision among dealers whether to institute an across the board shelf price hike on product. The result was that retailers split, with about half moving to variable list, while the other half held the line.

That was the bad news. The good news was that another leading independent, Motown, joined the flock by introducing a midline of its own in the second quarter of 1981, entitled "Yesteryear," with more than 60 titles in the initial series. The \$5.98 list series included vintage out of print, as well as active, catalog product from Motown hit artists, such as Stevie Wonder, The Four Tops,

(continued on page M-22)

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FALL MIDLINES STOCKING GUIDE

by Michael Martinez

Record Labels See Two-Fold Advantage In Midline LPs

From a label standpoint, midlines have two distinct advantages. First, by reducing the list price on steady selling catalog titles, major record companies and independents have been able to double, triple and even quadruple sales of these albums. Secondly, by supplying their accounts with product by established stars at popular prices in an era of spiraling inflation, the labels have helped to reaffirm the value of prerecorded music in the eyes of the consumer.

Since late 1979, when CBS Records of-

With list prices two to three dollars below that of frontline goods, it's not unusual for midlines to outsell regular catalog LPs by a margin of two to one. "After we released titles like Billy Joel's 'Piano Man,' Dan Fogelberg's 'Souvenirs' and 'Netherlands' and Carole King's 'Tapestry' as midlines, they all sold in the neighborhood of 500,000 copies," said Bob Stanford, director of sales for special markets at CBS Records.

Most labels have adopted a specific name for their midline series in order to develop a

Each label features its midline name or slogan in the development of in-store merchandising aids and for use in print, radio and television advertising — an approach that has benefitted retailers as much as the labels themselves.

"What the midlines essentially did is bring back the multiple sale," noted CBS' Stanford. Frank O'Donnell, manager of field merchandising and special sales for RCA, agreed and added that "dealers immediately recognized a special feature of midlines was that they revived the multiple purchase."

Record company executives noted that the marketing strategies used for midlines differ substantially from those applied to frontline product — from promotion to the timing of releases to merchandising and advertising support at the retail level.

"The mid-priced line is probably the only area where the term 'marketing' means anything," asserted Motown president Jay Lasker, who added that radio airplay alone is usually enough to ensure the success of a new LP. "If there is a hit single, then the album will sell.

"But with midlines you know you have something people want that's not being played on the radio and isn't surrounded by all the hoopla of a new release," Lasker continued. "So you have to market the product like a restaurant does with its menu: let the consumer know what's available and let them choose what they want."

The selection of titles for the inclusion in the midlines series is primarily the responsibility of the marketing and sales staffs, which are charged with researching the sales history of a candidate album to determine the increased sell-through it might achieve at reduced price.

Aside from existing catalog, labels look to their vaults for previously unreleased midline product, in addition to issuing albums by artists who have departed for other companies.

Midline catalog depth is often deter-



Most labels have adopted a special name for their midline series in order to create a firm identity for the product in the minds of retailers and consumers. "Nice Price" is CBS Records' midline slogan.

ficially kicked off the midline derby, WEA, RCA, PolyGram, MCA, Capitol/EMI-America/Liberty, Motown and Arista have bowed midline series and employed multimedia advertising and special in-store merchandising tools to create public awareness of the revolutionary pricing concept. The consumer seems to be getting the message. According to label executives contacted by **Cash Box**, midline product now accounts for anywhere from five to 30% of their total sales.

clear identity for the product in the minds of dealers and consumers. WEA uses the slogan "Superstars and Super Value" for its midlines, while Motown tags its mid-price product with the name "Yesteryear." Other names or slogans include "Green Line" (Capitol/EMI-America/Liberty), CBS' "Nice Price" and "Nice Price Plus" (double-LP sets), MCA's "Superstars and Super Savings" (\$3.98 budget line) and "Platinum Plus" (\$5.98 midline series) and RCA's "Best Buy."

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\$UPER \$TARS AT \$UPER \$AVINGS

MCA PLATINUM PLUS Suggested \$5⁹⁸ List Price

NUMERICAL ALBUMS -- TAPES

ALBUM #	B Trk	Cassette	TITLE	ARTIST
MCA-37000			LIVE AT LEEDS	THE WHO
MCA-37001			MEATY, BEATY, BIG & BOUNCY	THE WHO
MCA-37002			THE WHO BY NUMBERS	THE WHO
MCA-37003			WHO ARE YOU	THE WHO
MCA-37004			JERRY JEFF WALKER	JERRY JEFF WALKER
MCA-37005			VIVA TERLINGUA	JERRY JEFF WALKER
MCA-37006			RIO, N' HIGH	JERRY JEFF WALKER
MCA-37007	NA	NA	WIND ON THE WATER	CROSBY/NASH
MCA-37008	NA	NA	BEST OF CROSBY/NASH	CROSBY/NASH
MCA-37009			HEAD OVER HEELS	POCC
MCA-37010			ROSE OF CIMARRON	POCC
MCA-37011	NA		INDIAN SUMMER	POCC
MCA-37012			FRESH FEATHERS	JOHN KLEMMER
MCA-37013	NA		BAREFOOT BALLET	JOHN KLEMMER
MCA-37014	NA		LIFESTYLE	JOHN KLEMMER
MCA-37015	NA		ARABESQUE	JOHN KLEMMER
MCA-37016	NA		CRY	JOHN KLEMMER
MCA-37017	NA		CONSTANT THRDB	JOHN KLEMMER
MCA-37018	NA		WATERFALL	JOHN KLEMMER
MCA-37019	NA		INTENSITY	JOHN KLEMMER
MCA-37020	NA		MAGIC AND MOVEMENT	JOHN KLEMMER
MCA-37021	NA		CARELESS	STEPHEN BISHOP
MCA-37022	NA		BISH	STEPHEN BISHOP
MCA-37023			HAVANA DAYDREAMIN'	JIMMY BUFFETT
MCA-37024			SON OF A SON OF A SAILOR	JIMMY BUFFETT
MCA-37025			LIVING AND DYING IN TIME	JIMMY BUFFETT
MCA-37026			A WHITE SPORT COAT AND A PINK CRUSTACEAN	JIMMY BUFFETT
MCA-37027			A-1-A	JIMMY BUFFETT
MCA-37028			GREATEST HITS	CHER
MCA-37030			RIDE A ROCK HORSE	ROGER DALTRY
MCA-37031			ONE OF THE BOYS	ROGER DALTRY
MCA-37032			DALTREY	ROGER DALTRY
MCA-37034			RAGS TO RUFUS	RUFUS
MCA-37035			RUFUSIZE O	RUFUS
MCA-37036			RUFUS (FEATURING CHAKA KHAN)	RUFUS (Featuring Chaka Khan)
MCA-37037			ASK RUFUS	RUFUS
MCA-37038			STREET PLAYER	RUFUS
MCA-37039	NA		NUMBERS	RUFUS
MCA-37040			CAN'T BUY A THRILL	STEELY DAN
MCA-37041			COUNTDOWN TO ECSTASY	STEELY DAN
MCA-37042			PRETZEL LOGIC	STEELY DAN
MCA-37043			KATY LIED	STEELY DAN
MCA-37044			ROYAL SCAM	STEELY DAN
MCA-37045	NA		STEPPENWOLF	STEPPENWOLF
MCA-37046	NA		STEPPENWOLF THE SECOND	STEPPENWOLF
MCA-37047	NA		STEPPENWOLF SEVEN	STEPPENWOLF
MCA-37049			16 GREATEST HITS	STEPPENWOLF
MCA-37051			YOU CAN'T ARGUE WITH A SICK MIND	JDE WALSH

ALBUM #	B Trk	Cassette	TITLE	ARTIST
MCA-37052			THE BEST OF JOE WALSH	JOE WALSH
MCA-37053			BARNSTORM	JOE WALSH
MCA-37054	NA		THE SMOKER YOU DRINK THE PLAYER YOU GET	JOE WALSH
MCA-37055			SO WHAT	JOE WALSH
MCA-37056			VELVET GLOVES AND SPT	NEIL DIAMOND
MCA-37057			SWEET CAROLINE BROTHER LIVES TRAVELLING SAL SHOW	NEIL DIAMOND
MCA-37058			TOUCHING YOU, TOUCHING ME	NEIL DIAMOND
MCA-37059			RAINBOW	NEIL DIAMOND
MCA-37060			AND THE SINGER SINGS HIS SONGS	NEIL DIAMOND
MCA-37061			CLEARLY LOVE	OLIVIA NEWTON-JOHN
MCA-37062			COME ON OVER	OLIVIA NEWTON-JOHN
MCA-37063			DON'T STOP BELIEVING	OLIVIA NEWTON-JOHN
MCA-37064			HONKY CHATEAU	ELTON JOHN
MCA-37065			CARINDU	ELTON JOHN
MCA-37066			CAPTAIN FANTASTIC AND THE BROWN DIRT COWBOY	ELTON JOHN
MCA-37067			ELTON JOHN	ELTON JOHN
MCA-37068			A SINGLE MAN	ELTON JOHN
MCA-37069			NUTHIN' FANCY	LYNYRD SKYNYRD
MCA-37070			GIMME BACK MY BULLETS	LYNYRD SKYNYRD
MCA-37071			SKYNYRD'S FIRST AND...LAST	LYNYRD SKYNYRD
MCA-37072	NA		SCRATCH	CRUSAOERS
MCA-37073			FREE AS THE WIND	CRUSAOERS
MCA-37074			IMAGES	CRUSAOERS
MCA-37075			TNT	TANYA TUCKER
MCA-37076			GREATEST HITS	BING CROSBY
MCA-37077			I'VE CRIED THE BLUES RIGHT OUT OF MY EYES	CRYSTAL GAYLE
MCA-37078			WHAT YOU WAITIN' FOR	STARGARO
MCA-37079			BATTLESTAR GALACTICA	ORIGINAL SOUNDTRACK
MCA-37080			I REMEMBER PATSY CLINE	LORRETTA LYNN
MCA-37081			GEORGIA KEEPS PULLING ON MY RING	CONWAY TWITTY
MCA-37086	NA		AROUND THE WORLD IN 80 DAYS	SOUNDTRACK
MCA-37087			BUCK ROGERS	SOUNDTRACK
MCA-37088			EODIE OUCHIN STORY	SOUNDTRACK
MCA-37089	NA		FLOWER DRUM SCNG	SOUNDTRACK
MCA-37090			THE GLENN MILLER STORY	SOUNDTRACK
MCA-37091			THE STING	SOUNDTRACK
MCA-37092			ANNIE GET YOUR GUN	ORIGINAL CAST
MCA-37093			CARDUSEL	ORIGINAL CAST
MCA-37094			GUYS AND DOLLS	ORIGINAL CAST
MCA-37095			THE KING AND I	ORIGINAL CAST
MCA-37096			DKLAHDMA	ORIGINAL CAST
MCA-37097	NA		ONCE UPON A MATTRESS	ORIGINAL CAST
MCA-37098			PDRGY & BESS	ORIGINAL CAST
MCA-37099	NA		PAIN' YOUR WAGDN	SOUNDTRACK
MCA-37100	NA		APPLAUSE	ORIGINAL CAST
MCA-37102			5	J. J. CALE
MCA-37103			TROUBADOUR	J. J. CALE
MCA-37104			NATURALLY	J. J. CALE

\$UPER \$TARS AT

NUMERICAL ALBUMS — TAPES

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA-37105			REALLY	J. J. CALE
MCA-37106			DKIE	J. J. CALE
MCA-37107			LOST IN THE OZONE	COMMANDER CODY
MCA-37108			BEST OF DONNA FARGO	DONNA FARGO
MCA-37109			TEX-MEX	FREDDY FENDER
MCA-37110			BEFORE THE NEXT TEARDROP FALLS	FREDDY FENDER
MCA-37111			JAMES GANG RIDES AGAIN	JAMES GANG
MCA-37112			BEST OF THE JAMES GANG	JAMES GANG
MCA-37113			DDN'T SHOOT ME I'M JUST THE PIANO PLAYER	ELTON JOHN
MCA-37114			RESCUE ME	TOM JONES
MCA-37115			BRAZILIA	JOHN KLEMMER
MCA-37116			YOU'RE GONNA GET IT	TOM PETTY
MCA-37117			LEGEND	POCC
MCA-37118			BEST OF LEON RUSSELL	LEON RUSSELL
MCA-37119	NA		PHOEBE SNOW	PHOEBE SNOW
MCA-37120			JOY TO THE WORLD (GREATEST HITS)	THREE DOG NIGHT
MCA-37121			MR. ENTERTAINER	MEL TILLIS
MCA-37122	NA		FREEDOM'S FINEST HOUR	RONALD REAGAN
MCA-37123			TOTALLY HOT	DOLIVIA NEWTON-JOHN
MCA-37124	NA	NA	WILLIE WDNKA AND THE CHOCOLATE FACTORY	SOUNDTRACK
MCA-37125			CABARET	SOUNDTRACK

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA-37126			YOUR ARMS TOO SHRT TO BOX WITH GOD	ORIGINAL CAST
MCA-37128	NA	NA	THEY STDPED THE SHOW!	ORIGINAL CAST SELECTIONS
MCA-37130			BANJO BANDITS	RDY CLARK/BUCK TRENT
MCA-37131			A PAIR OF FIVES (BANJOS THAT IS!)	ROY CLARK/BUCK TRENT
MCA-37132			IN CONCERT	RDY CLARK
MCA-37133			MAKIN' MUSIC	RDY CLARK/w/ Gatemouth Brown
MCA-37134			RDY CLARK LIVE	RDY CLARK
MCA-37135			DDN WILLIAMS, VOL. II	DDN WILLIAMS
MCA-37136			HARMONY	DDN WILLIAMS
MCA-37138			RAMBLIN' FEVER	MERLE HAGGARD
MCA-37139			MY FAREWELL TO ELVIS	MERLE HAGGARD
MCA-37140			I'M ALWAYS DN A MOUNTAIN WHEN I FALL	MERLE HAGGARD
MCA-37141			SERVING 190 PRODF	MERLE HAGGARD
MCA-37142			MY MUSIC	RDY CLARK
MCA-37143			TOM PETTY AND THE HEARTBREAKERS	TOM PETTY & The Heartbreakers
MCA-37145			16 GREATEST HITS	MAMAS & PAPAS
MCA-37146			CHAIN REACTION	CRUSADERS
MCA-37147			THOSE SOUTHERN KNIGHTS	CRUSADERS
MCA-37148			MORNING DANCE	SPYRD GYRA
MCA-37149			SPYRD GYRA	SPYRD GYRA
MCA-37150			CHANGES IN LATITUDES CHANGES IN ATTITUDES	JIMMY BUFFETT

MCA MIDLINE Suggested \$3⁹⁸ List Price

NUMERICAL ALBUMS — TAPES

ALBUM #	MCA 8 Track	MCA Cassette	TITLE	ARTIST
MCA-4	NA		SOUSA MARCHES IN HI-FI	THE GOLOMAN BAND
MCA-5			HYMNS	LORETTA LYNN
MCA-6			YOU AIN'T WOMAN ENOUGH	LORETTA LYNN
MCA-7			WHO SAYS GOD IS DEAD!	LORETTA LYNN
MCA-8			WE ONLY MAKE BELIEVE	CONWAY TWITTY & LORETTA LYNN
MCA-9			LEAD ME ON	CONWAY TWITTY & LORETTA LYNN
MCA-12			GREATEST HITS	PATSY CLINE
MCA-13			GREATEST HITS	BILL ANOERSON
MCA-15			THE UNICORN	IRISH ROVERS
MCA-16			GREATEST HITS	ERNEST TUBB
MCA-17			GREATEST HITS	BILL MONROE
MCA-19			HELLO DARLIN'	CONWAY TWITTY
MCA-24			GREATEST HITS, VOL. 2	ERNEST TUBB
MCA-26		NA	REMEMBER ME	LENNY OEE
MCA-28			BACH LIVE AT FILLMORE EAST	VIRGIL FOX
MCA-32	NA	NA	OSIBISA	OSIBISA
MCA-33			JERRY CLOWER FROM YAZOO CITY, MISSISSIPPI TALKIN'	JERRY CLOWER
MCA-36	NA		PILGRIMAGE	WISHBONE ASH
MCA-42		NA	HEAVY ORGAN	VIRGIL FOX
MCA-43	NA	NA	WOYAYA	OSIBISA
MCA-44			Mc KENOREE SPRING 3	Mc KENOREE SPRING
MCA-47			MOUTH OF THE MISSISSIPPI	JERRY CLOWER

ALBUM #	MCA 8 Track	MCA Cassette	TITLE	ARTIST
MCA-63			GREATEST HITS	ROGER WILLIAMS
MCA-64			GOLDEN HITS	ROGER WILLIAMS
MCA-66			GREATEST HITS	MEL TILLIS
MCA-68			GOLDEN HITS, VOL. 2	ROGER WILLIAMS
MCA-69			REVOLUCION	EL CHICANO
MCA-70			THE BEST OF CAL SMITH	CAL SMITH
MCA-78	NA		IRISH SING ALONG	THE BILL SHEPHERO SINGERS
MCA-79			SUNNY SIDE OF THE MOUNTAIN	JIMMY MARTIN
MCA-81			GOOD 'N' COUNTRY	JIMMY MARTIN
MCA-82			MR. BLUE GRASS	BILL MONROE
MCA-83			GOLDEN FAVORITES	KITTY WELLS & RED FOLEY
MCA-84			GOLDEN FAVORITES	ERNEST TUBB
MCA-86			SONGS OF DEVOTION	RED FOLEY
MCA-87			PATSY CLINE SHOWCASE	PATSY CLINE
MCA-88			BLUEGRASS RAMBLE	BILL MONROE
MCA-89			THE BEST SONGS ARE THE OLD SONGS	GUY LOMBARDO
MCA-90			SENTIMENTALLY YOURS	PATSY CLINE
MCA-91		NA	COUNTRY MUSIC TIME	JIMMY MARTIN
MCA-92			GOLDEN FAVORITES	RUSS MORGAN
MCA-93			GOLDEN WALTZES FROM THE BLUE ROOM	JAN GARBER
MCA-94			GOLDEN FAVORITES	WAYNE KING
MCA-95			HOW GREAT THOU ART	JIMMIE OAVIS
MCA-96			THIS WORLD IS NOT MY HOME	JIMMY MARTIN

\$UPER \$AVINGS

NUMERICAL ALBUMS—TAPES

ALBUM #	MCA 8 Track	MCA Cassette	TITLE	ARTIST
CA-97			BLUEGRASS SPECIAL	BILL MONROE
CA-98	NA		THE BEST OF BURL'S FOR BOYS AND GIRLS	BURL IVES
CA-99			MY ISLE OF GOLDEN DREAMS	ALFRED APAKA
CA-101			JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS SING	JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS
CA-103			GOLDEN MEDLEYS BY GUY LOMBARDO	GUY LOMBARDO AND THE ROYAL CANADIANS
CA-104			BLUEGRASS INSTRUMENTALS	BILL MONROE
CA-105			VOICES IN BLUEGRASS	OSBORNE BROTHERS
CA-106	NA		MEDLEY TIME	JAN GARBER
CA-110			THE HIGH LONESOME SOUND OF BILL MONROE	BILL MONROE
CA-113			DON'T COME HOME A DRINKIN' (WITH LOVIN' ON YOUR MIND)	LORETTA LYNN
CA-114			GREATEST HITS	BURL IVES
CA-115			BIG AND COUNTRY INSTRUMENTALS	JIMMY MARTIN
CA-116			BLUEGRASS TIME	BILL MONROE
CA-119			YESTERDAY, TODAY AND THE OSBORNE BROTHERS	OSBORNE BROTHERS
CA-120			GREATEST HITS	WEBB PIERCE
CA-121			GREATEST HITS	KITTY WELLS
CA-122			GREATEST HITS	GLEN GRAY AND THE CASA LOMA ORCHESTRA
CA-124			BILL MONROE AND CHARLIE MONROE	BILL AND CHARLIE MONROE
CA-125			FAVORITE HYMNS	OSBORNE BROTHERS
CA-131			VOICE FROM ON HIGH	BILL MONROE
CA-132			GOLDEN FAVORITES, VOL. 2	THE MILLS BROTHERS
CA-135			RU-BEE!	OSBORNE BROTHERS
CA-136			KENTUCKY BLUEGRASS	BILL MONROE
CA-137	NA		SINGING ALL DAY AND DINNER ON THE GROUND	JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS
CA-140			COUNTRY MUSIC HALL OF FAME	BILL MONROE
CA-145	NA		GREATEST HITS	LEROY VAN DYKE
CA-147			BEYOND THE SUNSET	RED FOLEY
CA-148			HANS CHRISTIAN ANDERSEN	DANNY KAYE
CA-149			DUST ON THE BIBLE	KITTY WELLS
CA-150			SUPPERTIME	JIMMIE DAVIS
CA-151	NA		SING ME A SONG OF THE ISLANDS	ALFRED APAKA
CA-152			THE GREATEST STRING BAND HITS	BOB WILLS
CA-153			THE BEST OF BOB WILLS	BOB WILLS
CA-154			MARCHING ALONG TOGETHER	THE GOLDMAN BAND
CA-155			WAYNE KING'S DANCE MEDLEYS, 36 GREAT SONGS	WAYNE KING
CA-156			HAWAII'S GREATEST HITS	THE NEW HAWAIIAN BAND
CA-161			GREATEST HITS	BILL HALEY
CA-162			SQUARE DANCES WITHOUT CALLS	TOMMY JACKSON
CA-155			MR. NEW ORLEANS	PETE FOUNTAIN
CA-166	NA	NA	MANHATTAN TOWER-CALIFORNIA	GORDON JENKINS
CA-168	NA		GOLDEN VOICE OF HAWAII	GEORGE KAINAPAU
CA-169			WHEN I WAS A KID	BILL COSBY
CA-170	NA		BLACK MASS BY LUCIFER	LUCIFER
CA-171	NA		CORAL REEF	THE HAWAIIAN SURFERS
CA-172			IN THE MOOD	LENNY DEE
CA-173			ALOHA APAKA	ALFRED APAKA
CA-174	NA		YOU DON'T HAVE TO BE IRISH	JIMMY JOYCE
CA-175	NA		ON THE SHORES OF AMERICAY	IRISH ROVERS
CA-176			SOMETHING MISTY	PETE FOUNTAIN
CA-177			SHILLELAGHS AND SHAMROCKS	BING CROSBY
CA-178			TEA FOR TWO CHA CHAS	WARREN COVINGTON WITH TOMMY DORSEY
CA-179			LEARN SQUARE DANCING WITH ED GILMORE	ED GILMORE
CA-180	NA	NA	MORE TEA FOR TWO CHA CHAS	WARREN COVINGTON
CA-182			GOLDEN ORGAN FAVORITES	LENNY DEE

ALBUM #	MCA 8 Track	MCA Cassette	TITLE	ARTIST
MCA-183			HAWAII'S GREATEST HITS, VOL. 2	THE NEW HAWAIIAN BAND
MCA-184		NA	TOP TEN BARBERSHOP QUARTETS OF 1969	BARBERSHOP QUARTETS
MCA-185			IT TAKES TWO TO BUNNY HOP-FOX TROT & POLKA	WARREN COVINGTON
MCA-186			SONGS OF THE ISLANDS	WAYNE KING
MCA-188			OUR GOLDEN FAVORITES	THE MILLS BROTHERS
MCA-191			DANCE TO MY GOLDEN FAVORITES	SAMMY KAYE & HIS ORCHESTRA
MCA-192	NA	NA	THE TRUMPET MAGIC OF MENDEZ	RAFAEL MENDEZ
MCA-193	NA	NA	THIS IS MY COUNTRY	FRED WARING & THE PENNSYLVANIANS
MCA-194			EBB TIDE	EARL GRANT
MCA-197			DANCE TO SONGS EVERYBODY KNOWS	GUY LOMBARDO
MCA-198			THE ORIGINAL STARDUST	LIONEL HAMPTON
MCA-199	NA	NA	WINNIE THE POOH & CHRISTOPHER ROBIN	FRANK LUTHER
MCA-201			SWEETEST MUSIC THIS SIDE OF HEAVEN	GUY LOMBARDO
MCA-203		NA	IN A MONASTERY GARDEN	JESSE CRAWFORD
MCA-204			HAMP'S GOLDEN FAVORITES	LIONEL HAMPTON
MCA-205			PLAYS SWING & SWAY	SAMMY KAYE
MCA-206	NA	NA	OKTOBERFEST — Fritz Bielsmier (Band Master)	BEER PARTY BAND
MCA-207	NA	NA	GOD'S TROMBONES	FRED WARING
MCA-210			THE WALTZ KING	WAYNE KING
MCA-211	NA	NA	MELODIES AND MEMORIES	JAN GARBER
MCA-215			ELLA SINGS GERSHWIN	ELLA FITZGERALD
MCA-216			GOLDEN MARCH FAVORITES	THE GOLDMAN BAND
MCA-219			GOLDEN FAVORITES	WOODY HERMAN
MCA-220	NA	NA	MENDEZ IN MAORID	RAFAEL MENDEZ
MCA-221			SOMETHING SPECIAL	LENNY DEE
MCA-223	NA		JUST FOR A THRILL	EARL GRANT
MCA-224			A PORTRAIT OF PATSY CLINE	PATSY CLINE
MCA-226			I'LL MEET YOU IN CHURCH SUNDAY MORNING	BILL MONROE
MCA-227			THE GOLDEN HORN OF JACK TEAGARDEN	JACK TEAGARDEN
MCA-228	NA	NA	SONGS FROM A COLONIAL TAVERN	TAYLER VROOMAN
MCA-230			HAWAIIAN WEDDING SONG	ALFRED APAKA
MCA-231			MOST REQUESTED	LENNY DEE
MCA-235			GOLDEN BARBERSHOP BALLADS	BARBERSHOP QUARTETS
MCA-238			WAIKIKI	ED KAMANALOHA KENNEY
MCA-239	NA	NA	UKELELE ISLE	OHTA SAN
MCA-240	NA	NA	ALOHA FROM HAUNANI	HAUNANI
MCA-241			MY FAVORITE THINGS	LENNY DEE
MCA-242	NA		DANCE MEDLEY TIME	GUY LOMBARDO
MCA-243			ORGAN FAVORITES	JESSE CRAWFORD
MCA-245			GREATEST HITS	GUY LOMBARDO
MCA-246			GREATEST HITS	EARL GRANT
MCA-249			THE FIRST OF THE IRISH ROVERS	IRISH ROVERS
MCA-252			GREATEST HITS	JIMMY DORSEY
MCA-253			THEIR GREATEST HITS	BOB CROSBY & THE BOB CATS
MCA-254	NA	NA	ECHOES OF LOVE	GEORGE FEYER
MCA-256	NA	NA	HAWAII	ED KAMANALOHA KENNEY
MCA-258			GREATEST HITS	TED LEWIS & HIS ORCHESTRA
MCA-259		NA	GREATEST HITS	FREDDY MARTIN
MCA-263			GREATEST HITS	SOPHIE TUCKER
MCA-266			MELLOW MEDLEYS	JAN GARBER & HIS ORCHESTRA
MCA-267			SPANISH EYES	EARL GRANT
MCA-268			DIXIELANDS GREATEST HITS	THE DUKES OF DIXIELAND
MCA-269			GREATEST HITS	JIMMIE DAVIS
MCA-270		NA	MARVELOUS MEDLEYS	WAYNE KING
MCA-271		NA	GENTLE ON MY MIND	LENNY DEE
MCA-274			GREATEST HITS	LOUIS JORDAN
MCA-275			BILLIE HOLIDAY'S GREATEST HITS	BILLIE HOLIDAY
MCA-276	NA	NA	TOP TEN BARBERSHOP QUARTETS — 1968	BARBERSHOP QUARTETS
MCA-277	NA	NA	Mc KENDREE SPRING	Mc KENDREE SPRING

\$UPER \$TARS AT

NUMERICAL ALBUMS — TAPES

ALBUM #	MCA # Track	MCA Cassette	TITLE	ARTIST
MCA-278			THE 30'S ARE HERE TO STAY	SAMMY KAYE & HIS ORCHESTRA
MCA-279		NA	LITTLE GREEN APPLES	LENNY DEE
MCA-281		NA	GOLDEN FAVORITES — VOL. 2	WAYNE KING & HIS ORCHESTRA
MCA-282	NA	NA	SWITCHED ON BACHARACH	CHRISTOPHER SCOTT
MCA-284			THE LIFE OF THE ROVER	IRISH ROVERS
MCA-290		NA	EASY COME, EASY GO	LENNY DEE
MCA-291			GREATEST HITS	JACK GREENE
MCA-293			GLASS HARP	GLASS HARP
MCA-297		NA	EASY LOVING	LENNY DEE
MCA-310			FATHER AND SON	BILL AND JAMES MONROE
MCA-317			CLOWER POWER	JERRY CLOWER
MCA-333			FAT ALBERT	BILL COSBY
MCA-334			SING, DANNY'S SONG, ETC.	LENNY DEE
MCA-335			LOUISIANA WOMAN, MISSISSIPPI MAN	CONWAY TWITTY & LORETTA LYNN
MCA-336			PETE FOUNTAIN'S CRESCENT CITY	PETE FOUNTAIN
MCA-338			SATIN SHEETS	JEANNE PRUETT
MCA-341		NA	I'VE GOT ALL THE HEARTACHES I CAN HANDLE/ TEXAS TROUBADOUR	ERNEST TUBB
MCA-350			JOBIM	ANTONIO CARLOS JOBIM
MCA-354			HOLLYWOOD DREAM	THUNDERCLAP NEWMAN
MCA-359			YOU'VE NEVER BEEN THIS FAR BEFORE/BABY'S GONE	CONWAY TWITTY
MCA-372			FRIENDS AND LEGENDS	MICHAEL STANLEY
MCA-378			ROGER WILLIAMS LIVE	ROGER WILLIAMS
MCA-379			THE MOST BEAUTIFUL GIRL, ETC.	LENNY DEE
MCA-399	NA		JOSEPH AND THE AMAZING TECHNICOLOR DREAMCOAT	ORIGINAL CAST
MCA-403			THE WAY WE WERE	ROGER WILLIAMS
MCA-405			CONWAY TWITTY'S HONKY TONK ANGEL	CONWAY TWITTY
MCA-410	NA		WHIRLWINDS	DEODATO
MCA-417			COUNTRY HAM	JERRY CLOWER
MCA-424			COUNTRY BUMPKIN	CAL SMITH
MCA-426		NA	ROAD OF LIFE	BILL MONROE
MCA-438			I HONESTLY LOVE YOU	ROGER WILLIAMS
MCA-441			I'M NOT THROUGH LOVING YOU YET	CONWAY TWITTY
MCA-444			THEY DON'T MAKE 'EM LIKE MY DADDY	LORETTA LYNN
MCA-445		NA	LITTLE DAVID WILKINS	LITTLE DAVID WILKINS
MCA-454	NA	NA	EVERY TIME I TURN THE RADIO ON/ TALK TO ME OHIO	BILL ANDERSON
MCA-455		NA	STEPPIN' OUT WITH LENNY DEE	LENNY DEE
MCA-457	NA		ARTISTRY	DEODATO
MCA-469			LINDA ON MY MIND	CONWAY TWITTY
MCA-471			BACK TO THE COUNTRY	LORETTA LYNN
MCA-473		NA	PHONE CALL FROM GOD	JERRY JORDAN
MCA-478		NA	CITY LIGHTS	LENNY DEE
MCA-486			LIVE IN PICAYUNE	JERRY CLOWER
MCA-487	NA	NA	THE LOST GONZO BAND	THE LOST GONZO BAND
MCA-491	NA		FIRST CUCKOO	DEODATO
MCA-500			UNCLE PEN	BILL MONROE
MCA-504	NA	NA	WHERE IS THE LOVE	LENNY DEE
MCA-505			PETE FOUNTAIN'S NEW ORLEANS	PETE FOUNTAIN
MCA-506			THE BLUES	PETE FOUNTAIN
MCA-507			DR. FOUNTAIN'S MAGICAL LICORICE STICK	PETE FOUNTAIN
MCA-508			NEW ORLEANS, TENNESSEE	PETE FOUNTAIN
MCA-514			THE LOVABLE LUSH	FOSTER BROOKS
MCA-519			WHEN IRISH EYES ARE SMILING	BING CROSBY
MCA-520			HAWAIIAN FAVORITES	ALFRED AKAKA
MCA-521			THE WIZARD OF OZ/PINOCCHIO	JUDY GARLAND & VICTOR YOUNG
MCA-523	NA	NA	TRUMPET EXTRAORDINARY	RAFAEL MENDEZ

ALBUM #	MCA # Track	MCA Cassette	TITLE	ARTIST
MCA-524		NA	CIRCUS TIME (MERLE EVANS)	RINGLING BROS.
MCA-525		NA	DANNY KAYE FOR CHILDREN	DANNY KAYE
MCA-526			BOB WILLS AND HIS TEXAS PLAYBOYS	BOB WILLS AND HIS TEXAS PLAYBOYS
MCA-527			I SAW THE LIGHT	BILL MONROE
MCA-529	NA	NA	STEPHEN FOSTER CARILLON	JUNE ALBRIGHT
MCA-530	NA	NA	VALENTINO TANGOS	THE CASTILIANS
MCA-531	NA		LEROY ANDERSON CONDUCTS HIS MUSIC	LEROY ANDERSON
MCA-532	NA		DANCING IN THE DARK	CARMEN CAVALLARO
MCA-533			SONGS EVERYBODY KNOWS	LENNY DEE
MCA-534	NA	NA	IT TAKES TWO TO CHA CHA, TANGO, MERENGUE, MAMBO, & SAMBA	WARREN COVINGTON
MCA-535	NA	NA	SUNDAY IN HAWAII	REV. ABRAHAM AKAKA
MCA-537		NA	GREATEST HITS	JANE MORGAN
MCA-538			HELLO DOLLY!	LOUIS ARMSTRONG
MCA-539	NA	NA	FAMILY ALBUMS OF HYMNS	ROGER WILLIAMS
MCA-541	NA		GREATEST HITS	RUBY & THE ROMANTICS
MCA-542			SOMEWHERE MY LOVE	ROGER WILLIAMS
MCA-543			KING OF WESTERN SWING	BDB WILLS
MCA-544			PEARLY SHELLS FROM HAWAII	THE WAIKIKIS
MCA-545			TIME CHANGES EVERYTHING	BDB WILLS
MCA-546			THE LIVING LEGEND	BDB WILLS
MCA-547			GREATEST HITS FROM HAWAII	THE WAIKIKIS
MCA-549	NA	NA	CHERYL MONA MARIE	JOHN ROWLES
MCA-550			MEL TILLIS & BDB WILLS	MEL TILLIS & BDB WILLS
MCA-551	NA	NA	FEVER TREE	FEVER TREE
MCA-553			FOR ADULTS ONLY	BILL COSBY
MCA-554	NA	NA	INSIDE THE MIND OF BILL COSBY	BILL COSBY
MCA-555	NA	NA	LEROY ANDERSON CONDUCTS LEROY ANDERSON	LEROY ANDERSON
MCA-619			11-17-70	ELTON JOHN
MCA-620			EMPTY SKY	ELTON JOHN
MCA-621			ROCK OF THE WESTIES	ELTON JOHN
MCA-622			HERE AND THERE	ELTON JOHN
MCA-624		NA	CHER	CHER
MCA-625			THE HIGH PRIEST OF COUNTRY MUSIC	CONWAY TWITTY
MCA-626			VIRTUOSO	ROGER WILLIAMS
MCA-627			TWITTY	CONWAY TWITTY
MCA-628			WHEN THE TINGLE BECOMES A CHILL	LORETTA LYNN
MCA-629			UNITED TALENT	CONWAY TWITTY/LORETTA LYNN
MCA-630			SOMEWHERE SOMEWHERE	LORETTA LYNN
MCA-631			DYNAMIC DUO	CONWAY TWITTY/LORETTA LYNN
MCA-632	NA		MARIN COUNTY LINE	NEW RIDERS OF THE PURPLE SAGE
MCA-633		NA	TOGETHER AGAIN	BILL & JAMES MONROE
MCA-634	NA	NA	THE TOUCH OF FELTS	NARVEL FELTS
MCA-635	NA	NA	NARVEL	NARVEL FELTS
MCA-636			ARE YOU READY FOR FREDDY	FREDDY FENDER
MCA-637	NA	NA	MAN FROM TWO WORLDS	CHICO HAMILTON
MCA-638	NA	NA	EL CHICO	CHICO HAMILTON
MCA-639	NA	NA	OUT OF THE AFTERNOON	RDY HAYNES
MCA-640	NA		ESPECIALLY FOR YOU	AL HUDSON & The Soul Partners
MCA-641			MIDNIGHT ANGEL	BARBARA MANDRELL
MCA-642	NA		RUFUS	RUFUS
MCA-643	NA	NA	SHINE ON ME	JOHN WESLEY RYLES
MCA-644	NA	NA	JOHN WESLEY RYLES	JOHN WESLEY RYLES
MCA-645	NA	NA	VINTAGE '77	TOMMY DVERSTREET
MCA-646	NA	NA	HANGIN' 'ROUND	TOMMY DVERSTREET
MCA-647			SNOWBLIND FRIEND	HDYT AXTON
MCA-648			FREE SAILIN'	HDYT AXTON
MCA-649	NA		LOVE REVIVAL	MEL TILLIS
MCA-650			HEART HEALER	MEL TILLIS
MCA-651			LOVE'S TROUBLED WATERS	MEL TILLIS
MCA-652			I BELIEVE IN YOU	MEL TILLIS
MCA-653			ARE YOU SINCERE	MEL TILLIS

MCA-43	NA	NA	WOYAYA	OSIBISA
MCA-44			Mc KENDREE SPRING 3	Mc KENDREE SPRING
MCA-47			MOUTH OF THE MISSISSIPPI	JERRY CLOWER

MCA-93			GOLDEN WALTZES FROM THE BLUE ROOM	JAN GARBER
MCA-94			GOLDEN FAVORITES	WAYNE KING
MCA-95			HOW GREAT THOU ART	JIMMIE DAVIS
MCA-96			THIS WORLD IS NOT MY HOME	JIMMY MARTIN

\$\$\$UPER\$SAVINGS

NUMERICAL ALBUMS — TAPES

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
A-654			TANYA TUCKER	TANYA TUCKER
A-655			LOVIN' AND LEARNIN'	TANYA TUCKER
A-656			HERE'S SOME LOVE	TANYA TUCKER
A-657			RIOIN' RAINBOWS	TANYA TUCKER
A-658	NA	NA	16 GREAT PERFORMANCES	PAT BOONE
A-659			LIVE FROM DEEP IN THE HEART OF TEXAS	COMMANDER CODY
A-660			HOT LICKS, COLD STEEL & TRUCKERS FAVORITES	COMMANDER CODY
A-661			COUNTRY CASANOVA	COMMANDER CODY
A-662			GREATEST HITS, VOL. 1	BILLY 'CRASH' CRADDOCK
A-663			SINGS HIS GREATEST HITS	BILLY 'CRASH' CRADDOCK
A-664		NA	EASY AS PIE	BILLY 'CRASH' CRADDOCK
A-665	NA		LIVE	BILLY 'CRASH' CRADDOCK
A-666	NA		THE FIRST TIME	BILLY 'CRASH' CRADDOCK
A-667	NA		HAPPIEST GIRL IN THE WHOLE USA	GONNA FARGO
A-668			SWAMP GOLD	FREDDY FENDER
A-669	NA		IF YOU DON'T LOVE ME	FREDDY FENDER
A-670	NA	NA	STRIKING IT RICH	DAN HICKS & His Hot Licks
A-671	NA	NA	LAST TRAIN TO HICKSVILLE	DAN HICKS & His Hot Licks
A-672			THIS IS BARBARA MANDRELL	BARBARA MANDRELL
A-673			LOVERS, FRIENDS & STRANGERS	BARBARA MANDRELL
A-674			UPS AND DOWNS OF LOVE	BARBARA MANDRELL
A-675			LABOR OF LOVE	ROY CLARK
A-676			HEART TO HEART	ROY CLARK
A-677			HOOKIN' IT	ROY CLARK
A-678	NA	NA	YESTERDAY WHEN I WAS YOUNG	ROY CLARK
A-679	NA		SUPERPICKER	ROY CLARK
A-680	NA		FOR ALL OUR COWBOY FRIENDS	RED STEAGALL
A-681	NA		HANG ON FEELIN'	RED STEAGALL
A-682			LEON RUSSELL	LEON RUSSELL
A-683			LEON AND THE SHELTER PEOPLE	LEON RUSSELL
A-684	NA		ASYLUM CHOIR	LEON RUSSELL
A-685	NA		CARNEY	LEON RUSSELL
A-686			WILL O' THE WISP	LEON RUSSELL
A-687	NA		WILLIS ALAN RAMSEY	WILLIS ALAN RAMSEY
A-688	NA		SINCERELY	DWIGHT TWILLEY
A-689			BRAND NEW HANK	HANK THOMPSON
A-690			BEST OF FREDDY KING	FREDDY KING
A-691	NA	NA	OJ ROGERS	OJ ROGERS
A-692			HANK WILSON'S BACK	HANK WILSON

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA-693			LOVE AND OTHER SAD STORIES	BILL ANDERSON
MCA-694			LADIES CHOICE	BILL ANDERSON
MCA-695		NA	VASSAR CLEMENTS	VASSAR CLEMENTS
MCA-696			FOREVER	JOHN CONLEE
MCA-697			VERY TOGETHER	DEODATO
MCA-698	NA		DOWN ON THE DRAG	JOE FLY
MCA-699			INSIDE LOVE	NARVEL FELTS
MCA-700	NA		WE ALL HAVE A STAR	WILTON FELDER
MCA-701	NA		ORIGINAL VOICES TRACKS	W.C. FIELDS
MCA-702			CONWAY	CONWAY TWITTY
MCA-703	NA		GRAB IT FOR A SECOND	GOLDEN EARRING
MCA-704			X-RATED	BLACK OAK ARKANSAS
MCA-705			FOREVER YOUNG	GEORGE HAMILTON IV
MCA-706	NA		LOBO	LOBO
MCA-707		NA	THE WEARY TRAVELER	BILL MONROE
MCA-708		NA	SINGS BLUEGRASS, BOOY AND SOUL	BILL MONROE
MCA-709	NA	NA	FAREWELL TO THE FIRST GOLDEN ERA	MAMAS & PAPAS
MCA-710	NA	NA	MAMAS & PAPAS	MAMAS & PAPAS
MCA-711	NA	NA	MARK/ALMONO II	MARK/ALMONO
MCA-712	NA	NA	HEADKEEPER	GAVE MASON
MCA-713	NA	NA	IS ALIVE	DAVE MASON
MCA-714	NA	NA	AT HIS BEST	DAVE MASON
MCA-715	NA		VERY BEST OF DAVE MASON	DAVE MASON
MCA-716	NA		LAST OF THE BRITISH BLUES	JOHN MAYALL
MCA-717		NA	16 GREAT PERFORMANCES	MILLS BROTHERS
MCA-718	NA	NA	16 GREAT PERFORMANCES	MILLS BROS. & COUNT BASIE
MCA-719	NA	NA	MAMA'S BIG ONES (HER GREATEST HITS)	MAMA CASS
MCA-720			OUT OF MY HEAD BACK IN MY BED	LORETTA LYNN
MCA-721			WE'VE COME A LONG WAY, BABY	LORETTA LYNN
MCA-722			HONKY TONK HEROES	CONWAY TWITTY/LORETTA LYNN
MCA-723			DIAMOND DUET	CONWAY TWITTY/LORETTA LYNN
MCA-726	NA		BRAZEN BRASS	HENRY JEROME
MCA-727	NA		SONGS EVERYBODY KNOWS	HENRY JEROME
MCA-728	NA		BRINGS BACK THE BANDS	HENRY JEROME
MCA-729	NA		SAXES	HENRY JEROME
MCA-730	NA		TUMB' EWEED TRAILS	SONS OF THE PIONEERS
MCA-731	NA		WAYLON JENNINGS	WAYLON JENNINGS

MCA TOWNFERS Suggested \$8.98 List Price

NUMERICAL ALBUMS—TAPES

ALBUM #	MCA 8 Trk	MCA Cassette	TITLE	ARTIST
A2-4000		NA	THE ERNEST TUBB/LORETTA LYNN STORY	LORETTA LYNN & ERNEST TUBB
A2-4001		NA	THE BILL ANDERSON STORY	BILL ANDERSON
A2-4003			THE BEST OF JUDY GARLAND	JUDY GARLAND
A2-4005			THE BEST OF THE INK SPOTS	INK SPOTS
A2-4006			THE BILLIE HOLIDAY STORY	BILLIE HOLIDAY
A2-4007			THE BEST OF ALFRED APAKA	ALFRED APAKA
A2-4008	NA	NA	THE BEST OF FRED WARING AND THE PENNSYLVANIANS	FRED WARING AND THE PENNSYLVANIANS

ALBUM #	MCA 8 Trk	MCA Cassette	TITLE	ARTIST
MCA2-4009			A ROCK AND ROLL COLLECTION	BUDDY HOLLY
MCA2-4010			GOLDEN HITS	BILL HALEY
MCA2-4011		NA	"A PORTRAIT"	THE WILBURN BROTHERS
MCA2-4012			THE BRENDA LEE STORY-HER GREATEST HITS	BRENDA LEE
MCA2-4013		NA	LOUIS ARMSTRONG AT "THE CRESCENDO"	LOUIS ARMSTRONG
MCA2-4014		NA	THE BEST OF MYRON FLOREN	MYRON FLOREN
MCA2-4015		NA	THE BEST OF "WHOOPEE" JOHN WILFAHRT	"WHOOPEE" JOHN WILFAHRT
MCA2-4016			THE BEST OF ELLA FITZGERALD, VOL. II	ELLA FITZGERALD



NUMERICAL ALBUMS—TAPES

ALBUM #	MCA # Track	MCA Cassette	TITLE	ARTIST
MCA2-4017	NA	NA	NEW YORK, N.Y. AND JAZZ IN THE SPACE AGE	GEORGE RUSSELL AND HIS ORCHESTRA
MCA2-4018	NA	NA	A JAZZ HOLIDAY	BENNY GOODMAN & OTHERS
MCA2-4019	NA		ART TATUM MASTERPIECES	ART TATUM
MCA2-4020	NA		FROM THE VERY BEGINNING	NAT KING COLE
MCA2-4021	NA		54 GREAT WALTZES	FREDDY MARTIN
MCA2-4022			THE BEST OF WAYNE KING	WAYNE KING
MCA2-4023	NA		THE BEST OF WAYNE KING VOL. II	WAYNE KING
MCA2-4024			THE BEST OF THE ANDREWS SISTERS	ANDREWS SISTERS
MCA2-4025			THE BEST OF LAWRENCE WELK VOL. II	LAWRENCE WELK
MCA2-4027			THE BEST OF SAMMY KAYE	SAMMY KAYE
MCA2-4028	NA		THE BEST OF JAN GARBER	JAN GARBER
MCA2-4029	NA		THE BEST OF RUSS MORGAN	RUSS MORGAN
MCA2-4031	NA		THE KITTY WELLS STORY	KITTY WELLS
MCA2-4032			THE BEST OF PETE FOUNTAIN	PETE FOUNTAIN
MCA2-4033	NA		THE BEST OF THE FOURACES	FOURACES
MCA2-4034			THE BEST OF BURL IVES	BURL IVES
MCA2-4035			THE BEST OF LOUIS ARMSTRONG	LOUIS ARMSTRONG
MCA2-4036	NA		THE BEST OF RUSS MORGAN	RUSS MORGAN
MCA2-4038			THE PATSY CLINE STORY	PATSY CLINE
MCA2-4039			THE BEST OF THE MILLS BROTHERS	THE MILLS BROTHERS
MCA2-4040			THE ERNEST TUBB STORY	ERNEST TUBB
MCA2-4041			THE BEST OF GUY LOMBARDO	GUY LOMBARDO
MCA2-4042			THE BEST OF LENNY DEE	LENNY DEE
MCA2-4044			THE BEST OF LAWRENCE WELK	LAWRENCE WELK
MCA2-4045			THE BEST OF BING	BING CROSSBY
MCA2-4048	NA		"COLLECTOR'S ITEMS" (1936-1945)	JUDY GARLAND
MCA2-4047			THE BEST OF ELLA	ELLA FITZGERALD
MCA2-4048	NA	NA	THE BEST OF THE TRAPP FAMILY SINGERS	THE TRAPP FAMILY
MCA2-4049	NA	NA	THE BEST OF PEGGY LEE	PEGGY LEE
MCA2-4050			THE BEST OF COUNT BASIE	COUNT BASIE & HIS ORCH.
MCA2-4051	NA	NA	THE BEST OF JESSE CRAWFORD	JESSE CRAWFORD
MCA2-4052	NA	NA	THE BEST OF THE WEAVERS	THE WEAVERS
MCA2-4053	NA	NA	THE RED FOLEY STORY	RED FOLEY
MCA2-4055	NA	NA	THE BENNY GOODMAN STORY	SOUNDTRACK
MCA2-4056			THE BEST OF CARMEN CAVALLARO	CARMEN CAVALLARO
MCA2-4057	NA	NA	SATCHMO AT SYMPHONY HALL	LOUIS ARMSTRONG
MCA2-4058			HERE COMES THE BRIDE	VIRGIL FOX
MCA2-4059			THE BEST OF EARL GRANT	EARL GRANT
MCA2-4060			THE BEST OF LIBERACE	LIBERACE
MCA2-4061	NA	NA	ENCYCLOPEDIA OF JAZZ ON RECORDS VOL. 1 & 2	VARIOUS ARTISTS
MCA2-4062	NA	NA	ENCYCLOPEDIA OF JAZZ ON RECORDS VOL. 3 & 4	VARIOUS ARTISTS
MCA2-4063	NA	NA	ENCYCLOPEDIA OF JAZZ ON RECORDS VOL. 5	VARIOUS ARTISTS
MCA2-4064	NA	NA	SINGIN' THE BLUES	VARIOUS ARTISTS
MCA2-4066			THE BEST OF THE IRISH ROVERS	THE IRISH ROVERS
MCA2-4067	NA		A QUICK ONE (HAPPY JACK)/THE WHO SELL OUT	THE WHO
MCA2-4068	NA		MAGIC BUS/THE WHO SINGS MY GENERATION	THE WHO
MCA2-4069	NA		THE BEST OF CHARLIE BARNET	CHARLIE BARNET
MCA2-4070			THE BEST OF LES BROWN	LES BROWN
MCA2-4071	NA		THE BEST OF EDDIE CONDON	EDDIE CONDON
MCA2-4072			THE BEST OF XAVIER CUGAT	XAVIER CUGAT
MCA2-4073			THE BEST OF JIMMY DORSEY	JIMMY DORSEY
MCA2-4074			THE BEST OF TOMMY DORSEY	TOMMY DORSEY

ALBUM #	MCA # Track	MCA Cassette	TITLE	ARTIST
MCA2-4075			THE BEST OF LIONEL HAMPTON	LIONEL HAMPTON
MCA2-4076			THE BEST OF GLEN GRAY	GLEN GRAY
MCA2-4077			THE BEST OF WOODY HERMAN	WOODY HERMAN
MCA2-4078		NA	THE BEST OF GORDON JENKINS	GORDON JENKINS
MCA2-4079			THE BEST OF LOUIS JORDAN	LOUIS JORDAN
MCA2-4080		NA	THE BEST OF FREDDY MARTIN	FREDDY MARTIN
MCA2-4081			THE BEST OF ARTIE SHAW	ARTIE SHAW
MCA2-4082			THE BEST OF GUY LOMBARDO VOL. II	GUY LOMBARDO
MCA2-4083		NA	THE BEST OF BOB CROSBY	BOB CROSBY
MCA2-4084			THE BEST OF LENNY DEE VOL. II	LENNY DEE
MCA2-4085		NA	THE BEST OF JIMMIE DAVIS	JIMMIE DAVIS
MCA2-4086		NA	THE BEST OF THE OSBORNE BROTHERS	OSBORNE BROTHERS
MCA2-4087		NA	THE BEST OF WEBB PIERCE	WEBB PIERCE
MCA2-4088		NA	THE BEST OF FREDDIE HART	FREDDIE HART
MCA2-4089		NA	THE BEST OF BURL IVES VOL. II	BURL IVES
MCA2-4090			THE BEST OF BILL MONROE	BILL MONROE
MCA2-4091			THE BEST OF MEL TILLIS	MEL TILLIS
MCA2-4092			THE BEST OF BOB WILLS VOL. II	BOB WILLS
MCA2-4093			THE BEST OF THE ANDREWS SISTERS VOL. II	THE ANDREWS SISTERS
MCA2-4094	NA		THE BEST OF THE VALENTINO TANGOS	THE CASTILIANS
MCA2-4095			THE BEST OF PETE FOUNTAIN VOL. II	PETE FOUNTAIN
MCA2-4096	NA		THE BEST OF EARL GRANT VOL. II	EARL GRANT
MCA2-4097	NA		THE BEST OF DICK HAYMES	DICK HAYMES
MCA2-4098	NA		THE BEST OF AL HIBBLER	AL HIBBLER
MCA2-4099			BILLIE HOLIDAY AND ELLA FITZGERALD	BILLIE HOLIDAY AND ELLA FITZGERALD
MCA2-4101	NA		THE BEST OF TED LEWIS	TED LEWIS & HIS ORCH.
MCA2-4102	NA		THE BEST OF RAFAEL MENDEZ	RAFAEL MENDEZ
MCA2-4104	NA		THE BEST OF LAWRENCE WELK POLKAS	LAWRENCE WELK
MCA2-4105	NA		THE BEST OF ANDY KIRK	ANDY KIRK & HIS ORCH.
MCA2-4106			THE BEST OF ROGER WILLIAMS	ROGER WILLIAMS
MCA2-4107	NA		THE BEST OF CHICK WEBB	CHICK WEBB & HIS ORCH.
MCA2-4108			GOOD MORNING BLUES	COUNT BASIE
MCA2-4109	NA		HEY THERE! IT'S SAMMY DAVIS JR. AT HIS DYNAMITE GREATEST	SAMMY DAVIS JR.
MCA2-4110	NA		SHADES OF BIX	JIMMY McPARTLAND
MCA2-4111	NA		THE GREATEST OF CARMEN McRAE	CARMEN McRAE
MCA2-4112			ART TATUM MASTERPIECES VOL. II AND JAMES P. JOHNSON PLAYS FATS WALLER	ART TATUM/JAMES P. JOHNSON
MCA2-4113	NA		JAZZTIME U.S.A.	VARIOUS ARTISTS
MCA2-4114	NA		ATLANTA RHYTHM SECTION	ATLANTA RHYTHM SECTION
MCA2-4115			THE BEST OF JACK JONES	JACK JONES
MCA2-4116	NA		ALL TIME GREAT BLOOPERS VOLUMES 1 & 2	BLOOPERS
MCA2-4117	NA		ALL TIME GREAT BLOOPERS VOLUMES 3 & 4	BLOOPERS
MCA2-4118	NA		ALL TIME GREAT BLOOPERS VOLUMES 5 & 6	BLOOPERS
MCA2-4119			THE BEST OF THE McGUIRE SISTERS	THE McGUIRE SISTERS
MCA2-4121			NOCTURNA	SOUNDTRACK

\$UPER \$AVINGS

NUMERICAL ALBUMS -- TAPES

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA 2-4124	NA	NA	GREAT MOMENTS WITH B. B. KING	B. B. KING
MCA2-4125	NA	NA	GREAT MOMENTS WITH KEITH JARRETT	KEITH JARRETT
MCA2-4126	NA	NA	GREAT MOMENTS WITH MCCOY TYNER	MCCOY TYNER
MCA2-4127	NA	NA	GREAT MOMENTS WITH SONNY ROLLINS	SONNY ROLLINS
MCA2-4128	NA	NA	GREAT MOMENTS WITH CHARLES MINGUS	CHARLES MINGUS
MCA2-6000			CAR WASH	SOUNDTRACK
MCA2-6002	NA		GUITAR PLAYER	VARIOUS ARTISTS
MCA2-6003			A MAN MUST CARRY ON	JERRY JEFF WALKER

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA2-6004	NA		LIVE	GOLDEN EARRING
MCA2-6005			YOU HAD TO BE THERE	JIMMY BUFFETT
MCA2-6006			BEST OF THE CRUSADERS	CRUSADERS
MCA2-6007			MOSAIC	JOHN KLEMMER
MCA2-6008			GREATEST HITS	STEELY DAN
MCA2-6009			MORE AMERICAN GRAFFITI	SOUNDTRACK
MCA2-6010			THE WIZ	SOUNDTRACK

MCA CHRISTMAS Suggested List Price \$3⁹⁸

NUMERICAL ALBUMS -- TAPES

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA-15000			NEW YEARS EVE WITH GUY LOMBARDO	GUY LOMBARDO / Royal Canadians
MCA-15001			WINTER WONDERLAND	EARL GRANT
MCA-15002			HAVE A HOLLY JOLLY CHRISTMAS	BURL IVES
MCA-15003			RUDOLPH THE RED-NOSED REINDEER	BURL IVES
MCA-15004	NA		THE LITTLEST ANGEL/LULLABY OF CHRISTMAS	LORETTA YOUNG/GREGORY PECK
MCA-15005			CHRISTMAS TIME	ROGER WILLIAMS
MCA-15006			THE LITTLE DRUMMER BOY	HARRY SIMEDNE CHORALE
MCA-15007	NA		SANTA CLAUS IS COMING TO TOWN	DO RE MI CHILDRENS CHORUS
MCA-15008	NA		DO YOU HEAR WHAT I HEAR?	DO RE MI CHILDRENS CHORUS
MCA-15009	NA		A CAROLINE WE GO	FRED WARING & The Pennsylvanians
MCA-15010	NA	NA	A CHRISTMAS CAROL/MR. PICKWICK'S CHRISTMAS	RONALD COLMAN/ CHARLES LAUGHTON
MCA-15011	NA		CHRISTMAS TIME	FRED WARING & The Pennsylvanians
MCA-15012			JINGLE BELLS	GUY LOMBARDO / Royal Canadians

ALBUM #	8 Trk	Cassette	TITLE	ARTIST
MCA-15013		NA	CHRISTMAS WITH JESSE CRAWFORD	JESSE CRAWFORD
MCA-15014		NA	THE JACK JONES CHRISTMAS ALBUM	JACK JONES
MCA-15015		NA	CHRISTMAS WITH THE TRAPP FAMILY SINGERS	THE TRAPP FAMILY
MCA-15016			'T WAS THE NIGHT BEFORE CHRISTMAS	FRED WARING & The Pennsylvanians
MCA-15017		NA	THE SMALL ONE/THE HAPPY PRINCE	BING CROSBY/IRSDN WELLES
MCA-15018			A CHRISTMAS SING WITH BING	BING CROSBY
MCA-15019			THAT CHRISTMAS FEELING	BING CROSBY
MCA-15021			MERRY CHRISTMAS FROM BRENDA LEE	BRENDA LEE
MCA-15022			COUNTRY CHRISTMAS	LORETTA LYNN
MCA-15023			O'TANNENBAUM	MIXED CHORUS & ORCHESTRA
MCA-15024			MERRY CHRISTMAS	BING CROSBY
MCA-15025			MERRY CHRISTMAS	FREDDY FENDER



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FALL MIDLINES STOCKING GUIDE

“The key to maximizing Midline sales, according to many label executives, is to forge a highly visible presence in the record stores through advertising and effective point-of-purchases displays.”

mined, however, by the depth of the company's regular catalog. The number of titles in the midline series range from 75 to 800 and are augmented as often as four times a year and as infrequently as once annually. Record companies also see to it that the titles included in the midlines are not “schlock product” or cutout fodder, but records that are of value to the consumer even as frontline items.

The key to maximizing midline sales, according to many label executives, is to forge a highly visible presence in the record stores through effective point-of-purchase displays and through radio, print and, to a lesser extent, television advertising.

All the executives noted that in-store display posters have been developed around midline releases and are revamped as new releases are added. Some of the executives contacted said that a similar tact is taken with radio, where various titles in the midline release are included in a radio tag advertising the release and the store where they can be bought.

Other in-store signage, such as bin header cards, browser bin displays, streamers, banners, LP stickers, and even special display bins are also used to highlight the product.

While the bulk of advertising for the midlines has been carried via radio or print, some manufacturers believed that television is a viable tool in making a larger audience of consumers aware of the product and its value.

While the philosophies behind the various labels' midline series are the same, their approaches to marketing and merchandising differ widely.

Featuring more than 800 titles, CBS' Nice Price midline has been the subject of an intense print and television ad campaign, which also included in-store banners, window posters, streamers and LP stickers bearing the Nice Price signage (see separate story).

CBS' Stanford said that for the first six months of its initial midline release there were no other majors competing with Nice Price so retailers who stocked the product gave it visible prominence in their stores.

O'Donnell of RCA said that print advertising has been very important in developing the sales momentum behind the midlines, as well as radio ad exposure.

He added that once the consumer becomes aware of the product and the value

of the offer, volume on certain titles — such as Jefferson Airplane and Jefferson Starship, Waylon Jennings and Willie Nelson — has improved.

“The benefit raised is that everybody is happy with the volume of business,” O'Donnell continued, adding that it's impossible to generate volume sales on B grade material regardless of price.

“If it was never a record that people wanted to begin with,” he said, “dropping the price is not going to make people go out and buy it. People aren't buying price tags.”

Supporting this contention, Joe Petrone, vice president of marketing for EMIA/Liberty, said that “people will go out to buy a name artist with records selling at a real value.”

Petrone noted further that some accounts put midlines on sale for prices ranging from three for \$10 or \$12. He said that a consumer may opt to buy one new LP and buy a midline title by an artist he likes, which leaves the \$7.98 catalog on the shelf.

Petrone continued that Capitol/EMIA/Liberty share the cost on advertising midline product, in addition to development of in-store merchandising aids. He said that the company does not advertise a single midline title but employs cluster ads, in-store signage and multi-title radio tagging, featuring all current midlines being sold in the line. Each album is emblazoned with stickers carrying the message that the item is a “specially-priced record value.”

Perhaps two of the most concentrated midline campaigns have been developed by

Motown, which has prepared a six-hour radio interview package for radio featuring some of its artists, and MCA, which has developed a special in-store display case for its midline product.

Dubbed “The Artists and Music That Started It All,” the Motown two-part record set features Smokey Robinson in interviews with Motown artists about the early days of the label, and offers snippets of the music that established Motown as a major industry entity. Lasker said that the package would be delivered to pop radio in various markets and that Motown would use the opportunity to expose the music to potential consumers who like the Motown sound, but were not familiar with it when the music was first released.

“I knew even before I came to Motown that there were sleeping giants in its catalog,” he said. “What they (the artists) were doing 20 years ago was ahead of its time then.”

MCA, according to Al Bergamo, president of MCA Distributing, Inc., has developed a record bin in the shape of a jukebox for use by retailers. The intention of this in-store merch aid is to carve out greater prominence at retail for MCA's Superstars at Super Savings line. The bin features the slogan prominently along with album flats of some of the titles in the bin. As new titles are added to the line new album flats and signage is developed for the bin.

(continued on page M-22)

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FALL MIDLINES STOCKING GUIDE

by Fred Goodman

Retailers Developing Diverse Midline Merchandising Plans

Since their inception just two years ago, midlines have become a major sales item and marketing tool for retailers around the country. The almost overnight proliferation of the various series, which now account for nearly 2,000 titles, has been universally hailed by merchandisers, who credit the attractively priced records and tapes with improving both sales and the consumers' image of the record industry. Yet the newness and broad selection of available midline titles are merchandising challenges still being tackled by retailers.

"There's so much in the midlines that it's impossible to really appeal to all the tastes that you want to," said Marcy Penner, advertising director for the Washington, D.C.-based Waxie Maxie chain when queried about her outfit's advertising strategy.

Like most retailers, Penner is discovering that a broad mix of media — including print, television and radio — tied to effective in-store displays, are generating the most excitement for midlines. Many of the retailers surveyed by **Cash Box** indicated that while they are still experimenting with advertising techniques for midlines, most of their present campaigns have utilized a combination of tried and true venues already identified with their individual outfit.

"Television is where I like to put my money for midline advertising," said Harry Spero, director of advertising for the nine New York-based Crazy Eddie Record and Tape Asylums. As anyone who has ever watched late night television in the New York metropolitan region can attest, Spero and his chain have done a tremendous job of building a high profile through television advertising, and the decision to stick with the medium comes as no surprise. "We run television spots with a different label every week, and the response just freaks me out," he said. "We usually expose 25 titles, but how many of those are digested, I just couldn't tell you, especially since it's a 30-



Camelot Music recently completed a two-month promotion for CBS midlines in all of its stores. Creative in-store displays like those shown above and below helped the chain achieve an 82% sell-through on CBS "Nice Price" product.

second spot. Plus the announcer is walking through a record store that shows hundreds of thousands of albums."

This "quick flip" technique of exposing numerous midline titles has proven to be a valuable device for letting the customer know how broad the selection of midlines are. Likewise, many retailers have found carefully conceived print ads will accomplish similar ends.

"We've basically gone with print advertising for our midlines," said John Grandoni, vice president of the 11-store Buffalo, N.Y.-based Cavages Records. "There's such a variety of available product, and with radio fragmented the way it is, you'd need about five or six radio stations to cover the bases. With print ads, we can feature a wide spread of artists with a broad appeal, and when we're running a special on a particular label, we can even list all the artists alongside a few 1x1s."

Some retailers, however, like Brian



“The ‘quick flip’ technique of exposing numerous midline titles has proven to be a valuable device for letting the customer know just how broad the selection is.”

Poehner, of the eight-store Atlanta, Ga. based Turtles chain, and Waxie Maxie's Penner, have had good results with combined print and radio campaigns, especially when a sale focuses on a specific line.

“Obviously radio appeals to a narrower audience,” said Penner. “But when we were featuring the WEA midlines, which includes a lot of rock, we took our campaign to an AOR station and did very well with it.” But despite its usefulness for select campaigns, the general consensus among retailers is that radio affords the least return for midline campaigns.

Over the past summer, the Stark/Camelot chain ran a mammoth two-month promotion for CBS midlines in all of its outlets, and relied almost exclusively on print and point-of-purchase advertising. “We purchased \$1 million worth of CBS midlines, and it looks like we went through about 82% of what we bought,” reported Lew Garrett, marketing coordinator for the chain. “The little that was left has been cycled into our regular catalog stock.”

“Due to the nature of the product, we decided to go strictly with print on the campaign,” said Gerry Gladioux, Stark's vice president of advertising. “We wanted to show the product and the broad mixture of country, R&B, and rock.” But more crucial to the success of the promotion were the in-



The Terre Haute, Ind. Record Bar store tied its midline promotion to the Indianapolis 500 Memorial Day classic. Themed “Record Bar Puts The Brakes On Inflation,” the promotion featured 500 midline albums priced at \$3.99.

house aids created by Gladioux's department.

“We conceived 22x28 posterizations for every mall store, and provided each with a stand for the sign,” said Gladioux. “We also created 11x14 signworks for four to eight bins in each store and created displays for the feature wall.”

The physical outlay of each outlet also became a major factor in the campaign. “Since the size of our purchase was so large, we needed immediate exposure and wanted the product in the front of the store,” said Michael Allison, director of operations for Stark/Camelot. This became an even bigger factor as the sale moved into its second month and the chain lowered its sale prices.

“When we switched from \$4.99 to \$3.99, we sent out new sign work and went in and

refreshed the look of the stores,” said Allison. “We changed the layout of the dumps and more or less developed a new traffic flow through the front of each store.”

“We also changed our store displays so that graphically it didn't become stereotyped and it looked like there was fresh new merchandise in the bins,” added Gladioux.

For its in-house art work, the chain keyed-in to CBS' already established “Nice Price” logo. “From an identity standpoint, all the sign work was conceived in the same color as the ‘Nice Price’ sticker,” said Gladioux. “We called the entire promotion ‘The Nice Price,’ and we made sure that the sticker was on each piece of CBS product included in the sale.”

Other retailers agree that CBS' development of the ‘Nice Price’ identity has been a tremendous help in exposing and advertising the midline product.

“It's great when the manufacturers come up with names for their programs, but when they don't come out with the merchandising material, I feel we're being hindered,” said Crazy Eddie's Spero. “When we have the ‘Nice Price’ stuff up, the records fly out of the stores. But when we don't have it for the other labels, I know that we're being hurt. It's money that would be well spent by the labels.”



“Well Of Savings” was the theme of the Lafayette, La. Record Bar's recent midline promotion. Customers who bought two titles at the regular list price of \$5.98 were able to purchase a third for one cent.

FALL
MIDLINES
STOCKING
GUIDE

Labels See Two-Fold Advantage (continued from page M-19)

MCA, which has 200 titles in its midline series, plans to add new titles for the fourth quarter. CBS adds new titles twice annually. The label recently added 65 titles to its 800 title Nice Price series.

EMIA/Liberty's Petrone said that the company releases midline product bi-annually and already has 75 titles and its Green Line catalog.

Titles are added to the Best Buy line more frequently, as O'Donnell reported that product is added to the 400-title Best Buy line on a quarterly basis.

But Stanford voiced an attitude shared among all label spokesman: that titles are not added to the mid-price series randomly or without careful consideration.

"We carefully research the sales history of an item and check to see if its marketable at its current price before considering it for the Nice Price line," Stanford said.

"Our major criterion for selecting midline titles is what level of sales the product is at," added Jim Lewis, PolyGram vice president of marketing for special projects, who continued that "We select LPs we feel have far

greater potential for volume sale through more visibility at the stores at reduced price."

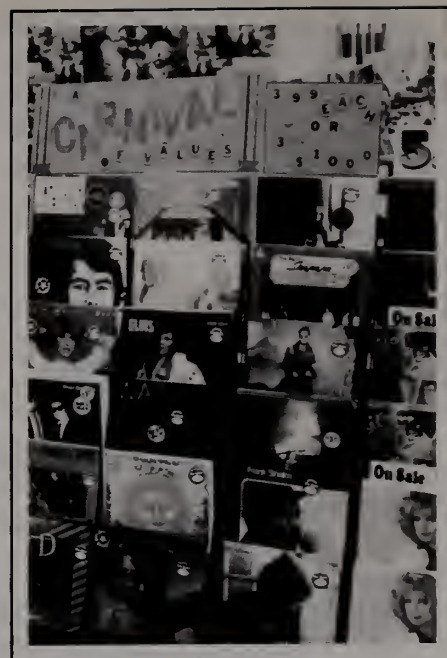
He added that reducing prices on titles sometimes makes an artist's product more appealing at the racks and one-stops.

Petrone noted that as the label further developed the recording careers of some of its artists, more titles would be available for inclusion in the midline catalog.

The bottom line attitude of the manufacturers contacted was expressed by Petrone, who said "This (the midline) is a marketing tool that also serves as a real benefit to the consumer."

Bergamo predicted a strong future for midlines, noting that the economic climate is likely to prevail. He said that people will continue to look for bargains for disposable dollar expenditures.

"As prices continue to escalate on front-line goods, and they will continue to go up, you'll find midlines becoming more important," said Bergamo. "There are more two dollar windows at Santa Anita than there are the \$200 kind."



Mardi Gras was the inspiration for the Carnival of Values at the Record Bar in New Orleans.

Best Of New And Old (continued from page M-9)

The Temptations, Diana Ross and The Supremes, the Commodores, Smokey Robinson & The Miracles and Marvin Gaye, among others, keying in on '60s era releases.

In the remainder of 1981 and looking ahead to 1982, the labels expect to add still more titles to their midline series, again providing proven product for the marketplace. Manufacturers are now placing their emphasis on merchandising and marketing (see separate story) for titles that have been rejuvenated, saleswise, by the midlines and in certain cases for current superstar acts, resulted in gold catalog.

Just two years ago, manufacturers were wondering whether midlines would be viable. Today, they are an essential part of the business, and the impact on the industry has been as strongly felt as any new product, configuration or format for pre-recorded music within the past decade.

It is rather unlikely that the record industry will ever become a catalog business; for that to happen, artists will have to cease making music. But the success of midlines points out that the music of the past is a resource that, under the right circumstances, can continually be rediscovered. And midlines have allowed the consumer to do just that.

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COMMODORES Movin' On M5-178V1	ISLEY BROTHERS This Old Heart Of Mine M5-128V1	MARVELETTES Greatest Hits M5-180V1	DIANA ROSS Diana! M5-155V1	THE SUPREMES & FOUR TOPS The Magnificent Seven M5-123V1A	FOUR TOPS Greatest Hits M5-209V1	GROVER WASHINGTON, JR. All The King's Horses M5-186V1
THE CONTOURS The Contours M5-188V1	ISLEY BROTHERS Doin' Their Thing M5-143V1	THE MIRACLES Do It Baby M5-133V1	DIANA ROSS Touch Me In The Morning M5-163V1	THE SUPREMES A Go Go M5-138V1	MARTHA & THE VANDELLAS Heatwave M5-145V1	GROVER WASHINGTON, JR. Soul Box Vol. 2 M5-187V1
THE CRUSADERS At Their Best M5-195V1	THE JACKSON 5 Diana Presents The Jackson 5 M5-129V1	THE MIRACLES Hi, We're The Miracles M5-160V1	DIANA ROSS Live At Caesars Paiace M5-169V1	THE SUPREMES & THE TEMPTATIONS The Supremes Join The Temptations M5-139V1	MARTHA & THE VANDELLAS Greatest Hits M5-204V1	GROVER WASHINGTON, JR. Inner City Blues M5-189V1
BOBBY DARIN Darin 1936-1973 M5-185V1	THE JACKSON 5 ABC M5-152V1	THE MIRACLES Greatest Hits M5-210V1	DIANA ROSS The Boss M5-198V1	THE SUPREMES I Hear A Symphony M5-147V1	VARIOUS ARTISTS Motortown Revue Live M5-174V1	MARY WELLS Bye Bye Baby M5-161V1
RARE EARTH Ecology M5-202V1	THE JACKSON 5 Third Album M5-157V1	THE MIRACLES Doing Mickey's Monkey M5-217V1	DIANA ROSS Duets With Diana M5-214V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	VARIOUS ARTISTS From The Vaults M5-190V1	MARY WELLS My Guy M5-167V1
MARVIN GAYE MPG M5-125V1	THE JACKSON 5 Greatest Hits M5-201V1	THE MIRACLES Live On Stage M5-220V1	DIANA ROSS & MARVIN GAYE Diana & Marvin M5-124V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	VARIOUS ARTISTS Motortown Revue Vol. 2 M5-206V1	MARY WELLS Two Lovers M5-221V1
MARVIN GAYE Live M5-181V1	MICHAEL JACKSON Got To Be There M5-130V1	THE ORIGINALS Baby I'm For Real M5-137V1	DIANA ROSS & THE SUPREMES At The Copa M5-162V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	VARIOUS ARTISTS Motortown Revue Vol. 2 M5-206V1	LITTLE STEVIE WONDER 12 Year Old Genius M5-131V1
MARVIN GAYE Greatest Hits M5-191V1	MICHAEL JACKSON Ben M5-153V1	SMOKEY ROBINSON Smokey M5-134V1	DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS T.C.B. M5-171V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	VARIOUS ARTISTS Motortown Revue Vol. 1 M5-215V1	LITTLE STEVIE WONDER Tribute To Uncle Ray M5-173V1
MARVIN GAYE Let's Get It On M5-192V1	MICHAEL JACKSON The Best Of M5-194V1	SMOKEY ROBINSON Deep In My Soul M5-154V1	DIANA ROSS & THE SUPREMES Greatest Hits Vol. 3 M5-203V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	VARIOUS ARTISTS Motortown Revue Vol. 1 M5-215V1	LITTLE STEVIE WONDER The Jazz Soul M5-216V1
MARVIN GAYE A Tribute To The Great Nat King Cole M5-216V1	EDDIE KENDRICKS Eddie Kendricks M5-151V1	SMOKEY ROBINSON Pure Smokey M5-168V1	DAVID RUFFIN My Whole World Ended M5-146V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	JUNIOR WALKER & THE ALL STARS Shotgun M5-141V1	STEVIE WONDER With A Song In My Heart M5-150V1
MARVIN GAYE That Stubborn Kinda' Fellow M5-218V1	EDDIE KENDRICKS He's A Friend M5-196V1	SMOKEY ROBINSON A Quiet Storm M5-197V1	DAVID RUFFIN At His Best M5-211V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	JUNIOR WALKER & THE ALL STARS Greatest Hits M5-208V1	STEVIE WONDER Down To Earth M5-165V1
MARVIN GAYE & TAMMI TERRELL You're All I Need M5-142V1	GLADYS KNIGHT & THE PIPS Everybody Needs Love M5-126V1	SMOKEY ROBINSON & THE MIRACLES Away We A Go Go M5-136V1	SPINNERS The Original Spinners M5-132V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	GROVER WASHINGTON, JR. A Secret Place M5-165V1	STEVIE WONDER Signed, Sealed & Delivered M5-176V1
MARVIN GAYE & TAMMI TERRELL United M5-200V1	GLADYS KNIGHT & THE PIPS Nitty Gritty M5-148V1	SMOKEY ROBINSON & THE MIRACLES The Tears Of A Clown M5-156V1	SPINNERS Best Of M5-199V1	THE SUPREMES Sing Holland, Dezier, Holland M5-182V1	GROVER WASHINGTON, JR. Mister Magic M5-179V1	STEVIE WONDER My Cherie Amour M5-179V1
				FOUR TOPS Four Tops M5-122V1	GROVER WASHINGTON, JR. Feels So Good M5-177V1	STEVIE WONDER Uptight M5-183V1



MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



EVERY HOME SHOULD HAVE ONE • PATTI AUSTIN • QWEST/WARNER BROS. QWS 3591

Breaking Out Of: Disc-O-Mat/New York, Webb's/Philadelphia, Record & Tape Collector/Baltimore, Waxie Maxie/Washington, Soul Shack/Washington, Port O' Call/Nashville, Turtles/Atlanta, Boatner's/New Orleans, Sound Warehouse/San Antonio, Streetside/St. Louis, Rose Records/Chicago, Chicago One Stop, Mile Hi/Denver, Big Apple/Denver, Tower/Los Angeles/Sacramento, Ali Record Service/Oakland, City One Stop/Los Angeles, Spec's/South Florida.

MERCHANDISING AIDS: 1x1 Flats, Album Cover Blowups.

ALBUM BREAKOUTS

THIS IS THE WAY • ROSSINGTON COLLINS BAND • MCA-5207

Breaking Out Of: Sound Unlimited/National, Everybody's/Northwest, Harmony Hut/East Coast, Record & Tape Collector/Baltimore, Waxie Maxie/Washington, Gary's/Virginia, Port O' Call/Nashville, Turtles/Atlanta, Tape City/New Orleans, Streetside/St. Louis, Musicland/St. Louis, Karma/Indianapolis, Radio Doctors/Milwaukee, Mile Hi/Denver, Charts/Phoenix, Licorice Pizza/Los Angeles, Warehouse/Los Angeles, Tower/Campbell.

MERCHANDISING AIDS: 1x1 Front Board, 2x2 Posters, Multi Use Counter Header/Wall Display Piece & Mobile.



SOLID GROUND • RONNIE LAWS • LIBERTY LO-51087

Breaking Out Of: Sound Unlimited/National, Strawberries/Boston, Webb's/Philadelphia, Record & Tape Collector/Baltimore, Soul Shack/Washington, Waxie Maxie/Washington, Turtles/Atlanta, Port O' Call/Nashville, Cactus/Houston, Chicago One Stop, Radio Doctors/Milwaukee, Peaches/Cleveland, Mile Hi/Denver, Independent/Denver, Tower/Sacramento.

MERCHANDISING AIDS: 1x1 Flats, 20x34 Poster, Banner, Radio Spots.



AS FAR AS SIAM • RED RIDER • CAPITOL ST-12145

Breaking Out Of: Harmony House/Detroit, Karma/Indianapolis, Flipside/Chicago, Radio Doctors/Milwaukee, Disc/Texas, Turtles/Atlanta, Waxie Maxie/Washington, Strawberries/Boston, Lechmere/Boston, Lieberman/Portland.

MERCHANDISING AIDS: 1x1 Flats, 20x30 Poster.



'SNAZ • NAZARETH • A&M SP-6703

Breaking Out Of: Sound Unlimited/National, Lieberman/Dallas, Western Merchandisers/Southwest, Flipside/Chicago, Streetside/St. Louis, Karma/Indianapolis, Record Theatre/Cleveland, Gary's/Virginia, Disc-O-Mat/New York, Charts/Phoenix.

MERCHANDISING AIDS: Album Flats, 36x24 Poster, Die Cut Header Cards.

STANDING TALL • THE CRUSADERS • MCA-5254

Breaking Out Of: Sound Unlimited/National, Radio Doctors/Milwaukee, Karma/Indianapolis, Streetside/St. Louis, Tape City/New Orleans, Turtles/Atlanta, Port O' Call/Nashville, Record & Tape Collector/Baltimore, Tower/Seattle/Los Angeles, Big Apple/Denver, Mile Hi/Denver, Warehouse/Los Angeles.

MERCHANDISING AIDS: 1x1 Front Boards, 2x2 Poster, Multi Use Counter Header/Wall Display Piece & Mobile.



RODNEY CROWELL • WARNER BROS. BSK 3587

Breaking Out Of: Disc/Texas, Everybody's/Northwest, Lieberman/Kansas City, Streetside/St. Louis, Licorice Pizza/Los Angeles, Tower/San Francisco/Sacramento.

MERCHANDISING AIDS: 1x1 Flats, Posters, Buttons.

MSG • MICHAEL SCHENKER GROUP • CHRYSALIS CHR 1336

Breaking Out Of: Sound Unlimited/National, Radio Doctors/Milwaukee, Flipside/Chicago, Streetside/St. Louis, Turtles/Atlanta, Sound Warehouse/San Antonio, Tower/Campbell, Record & Tape Collector/Baltimore, Waxie Maxie/Washington.

MERCHANDISING AIDS: Album Flats, Posters.



'PLEASANT DREAMS' — When in Dallas to perform and promote their latest LP, "Pleasant Dreams," members of The Ramones stopped in at the Sound Warehouse to participate in the store's Ramones Waterbed giveaway contest. The group is pictured above with the Sound Warehouse staff.

WHAT'S IN-STORE

WARNER GOES TO COLLEGE — Warner Bros. Records has launched a six-week college promotion in support of recent releases by **Pat Metheny** and **Yellowjackets**. The 34-campus promotion, being conducted by AMP Marketing Services of Hollywood, will include in-store merchandising, personal appearances and radio and college paper interviews by the artists. Fifteen thousand two-sided color posters will be available for in-store and campus display. The program, designed by **Rick Shultz**, head of Warner's jazz promotion department, is a follow-up to last year's campus program in support of saxophonist **David Sanborn**.

DOWN TO THE NITECLUB — In a unique cross-merchandising ploy, San Francisco's **Record Factory** outlets have gotten together with the Keystone Family of Niteclubs, which includes the Stone in San Francisco, and the Keystones in Palo Alto and Berkeley, radio station **KSFX** and **BAM Magazine** to establish the Keystone Concert Club. For a \$25 charge, club members receive free admission to one show per week at each club, free club T-shirts and one dollar discounts on all regularly priced albums and tapes at any Record Factory outlet.

STARK FACTS — In announcing MCA's recent expansion of its national field sales staff, MCA Distributing president **Al Bergamo** remarked that that company believes the record industry's "future is in multiple-store record chains." One of the companies Bergamo cited in this respect was the **Stark/Camelot** chain, and its recent activities bear him out. In the last few weeks, the chain has opened two new outlets, one in Baltimore's Hunt Valley Mall and the other in Charleston's Leigh Mall. The respective managers for the new outlets are **Bob Jetton** and **Denise Miles**. The chain has also just named a slew of new managers for existing mall outlets: **Arthur Lusk**, #87, Greenville; **Mike Stockton**, #93, Indian Springs; **Andy Slegried**, #31, Fayetteville; **Chris Bean**, #40, Sangertown; **Jeff David**, #99, Westgate; **Dave Evans**, #17, Lima; **Brad Graf**, #37, Valley; **Ken Klise**, #89, Old Hickory; **Doug Price**, #108, Heartland; and **Mike Malta**, #76, Metrocenter. **Joe Habib** was named assistant manager of #15, Beldon Village. Congrats to all. The chain has also just completed two display competitions: in the Florida region, a color TV and platinum LP were awarded for the best display in support of **Bob Seger**, **the Dirt Band** and **the Little River Band**; while region C focused on MCA's **Point Blank**. Ten Point Blank baseball jackets were awarded in that contest. As if it wasn't busy enough, the chain has also been aiding charity by selling candy bars in selected markets. Sales from the candy at stores 20, 91 and 98 have gone to benefit the Nashville Muscular Dystrophy Assn., while the Huntsville, Ala. YMCA has been the beneficiary of sales at stores 56, 78 and 82.

JAZZAHOLICS — New York's **J&R Jazz Market** recently played host to a sake party sponsored by London Record's Verve label. Verve provided a case of sake and a geisha girl to act as hostess in a promotion for its Japanese import series. J&R manager **Debbie Morgan** had expected that one case of the wine would suffice for the noon-to-three lunch hour promotion, but alas, when we arrived at one o'clock, even that proved to be far too late. We imagine J&R employee and ex-**Sun Ra** saxophonist **Danny Davis** was the chief culprit.

SONY GIFT PACKS — Six-packs of audio cassettes designed for gift giving are being offered by Sony for the Christmas season. The packs will be available to retailers through Nov. 30, and come in rainbow-colored cartons that serve as self-merchandising tape displays. The packs themselves also feature the rainbow design, as well as a handle for carrying and a space for writing a gift message. FeCR, EHF, and HFX tapes are all featured in the packs. In addition, the company is presently running a transit advertising campaign in Detroit, where the above-mentioned tapes are featured on 12' billboards on 100 public buses.

RECORD BAR NEWS — During a recent "It's Time For Memorex" promotion, the Killeen, Texas **Record Bar** placed 12 blank tapes inside a Savoy case. The customer who came closest to guessing the number of minutes of recording time won the tapes, case and a GE AM/FM alarm clock. In another Memorex promotion, the Columbus, Ga. store held a customer drawing for a Sony AM/FM cassette recorder with TV sound. . . Celebrating its first anniversary, the Tampa outlet and radio station **WTMP** co-sponsored a music trivia contest. Listeners who correctly identified song title, artist and LP name from riffs were registered for the grand prize of a one-minute, 15-second record run. . . The Gadsden Ala. store marked its re-opening after a renovation by giving away a car stereo cassette deck, a portable cassette deck, and a BSR turntable. Other gifts included a watch and Record Bar windbreakers. Local group **Mr. Natural** played a freebie in the mall's parking lot. . . During the Knoxville, Tenn. Record Bar's "Don't Let Go the Coat" promotion for the same titled **Who** single, customers registered to win Who satin jackets. The jackets were displayed in the store's front window during the promotion. . . Recent Record Bar in-stores have included Elektra recording group **Mighty Fire** at the Pensacola, Fla. outlet, and Moonlight Record's **Secret Service** at the Chapel Hill, N.C. store.

fred goodman

More Activity In Country Music Puts Bigger Emphasis On Talent Seminar

by Jennifer Bohler

NASHVILLE — Reaping the benefits of country music's popularity in today's marketplace, the 10th annual Talent Buyers Seminar, set for Oct. 9-12 at the Hyatt Regency Hotel here, promises to be the best attended and functional seminar to date. At presstime, pre-registration was 378 persons (not including panelists), well on its way to besting last year's final figure of 406.

That's a far cry from 1972, when 100 talent buyers met for a one-day seminar/rap session in Nashville. By 1973, interest in the seminar had grown to much that, it was necessary to extend it to two days, and, in 1975, three days to cover all of the topics relevant to today's buyer.

The pervading attitude this year seems to be "let's get everyone involved," from the usual country music outlet to those who are only just beginning to realize the potential profits in booking country talent. These outlets include representatives from cable

Gilmer Directs UA Music From Nashville Base

NASHVILLE — With Jimmy Gilmer, vice president of United Artists Music's Nashville operations, functioning as the company's senior professional executive, much of the overall creative strategy and the actual impact marketing of songs has shifted to UA's Nashville base.

In the wake of a trend that has been growing for some time, Gilmer has created the equivalent of a national traffic center here for all UA songs — songs by his own Nashville staff writers are dispatched to Los Angeles and New York, while new incoming Los Angeles and New York songs are also considered for more and more recording action in Nashville.

The real working concept, according to Gilmer, is "to finally break the former regional mold of country music branch operations and to firmly position all of our Nashville activities on both a national and an international level."

While Gilmer admits that the country music boom of the past few years has indeed created "the right environment" for this kind of positive song exchange, he points out that UA Music, and many other publishers with strong Nashville ties, are now more actively moving beyond that boom by creating "a new credibility in every musical format in every place."

As the senior professional executive of UA Music, Gilmer has recently spent a great deal of time at UA's Los Angeles and New York offices where he evaluates new material "on-the-spot." As a result, the flow of songs between all offices has substantially increased. Gilmer's activities continue to point to the ultimate objective — "bringing Nashville, Los Angeles and New York songs together for world-wide action."

Gilmer is particularly counting on the contributions of Nashville staff writers to keep the creative and income flow going for UA Music. With Richard ("Don't It Make My Brown Eyes Blue") Leigh, Mike Hanna, Jimmy Pritchett, Shawna Harrington, Diana Dewitt, John Paul Walters and Gary Owen, Gilmer feels that his has a distinct edge over other writing staffs because each member of the team is already established in a related music area — from guitarist to conductor/arranger/keyboard player to singer.

Gilmer's efforts promise to bring home his concept of "Nashville as a music center operating in tandem with other music capitals of the world."

television and rock promoters, a number of which have accepted the invitation to participate in the seminar.

The first seminar in 1972 was designed to make talent buyers aware of the potential in the utilization of country music. Needless to say, talent buyers are today convinced of the potential and now want to better learn how to put it to work.

To deal with this topic and others, the Country Music Assn. (CMA) has assembled a diverse slate of topics and panelists. Designed to pack the most informative and necessary information into each session, the three-day event will include six 90-minute panel discussions, two artist showcases (set for Tennessee Performing Arts Center) and keynote speakers Dr. Mortimer Feinberg, who will speak on the subject, "Challenge of Change — Handling Yourself In A New Decade," and Rita Davenport, who will speak on personal motivation and goal setting.

Six Panels

The six panel topics will deal specifically with some of the problems facing today's talent buyer and suggestions on how these problems can be overcome. The panelists will examine what propelled country music to its current heights of popularity, what is being done to sustain its strength and the future for the genre that has become such a powerful force in current pop culture.

One of the most insightful topics should prove to be "The Why And Buy Of Country Music" (set for Oct. 11). Here different bookers will explain how country has paid off for them. Panelists include Larry Bonoff, Warwick Musical Theatre; Holmes Hendricksen, Harrah's Casinos; Sonny Anderson, Disneyland and Disneyworld; Maynard Potter, San Luis Obispo Country Raid; Billy Bob Barnett, Billy Bob's Texas; and Bette Kaye, Bette Kaye Prods., who will also serve as the moderator.

There will also be a topic devoted to management, titled, "The Evolving Role Of Management" (Oct. 12). It will include panelists Jim Halsey, the Jim Halsey Co.; Walter Bouiller, Artists Services Unlimited; Stan Moress, Scotti Brothers Management; Mark Rothbaum, Mark Rothbaum and Assoc.; Joe Sullivan, Sound Seventy Corp.; Randy Jackson, Chardon, Inc.; and moderator Ken Kragen, Kragen and Co.

Remaining panel topics and panelists include: "The Where And Care Of Country Music," (Oct. 10) with panelists Minnie Pearl; Bill Denny, Cedarwood Publishing; David Skepner, Loretta Lynn Enterprises; and Joe Talbot, Joe Talbot and Assoc., who will also serve as the moderator. A second Oct. 10 panel will be "The How and Now Of

(continued on page 28)



PLANNING COMMITTEE SET FOR PEEBLES — The planning committee for the 50th anniversary "Salute to Hap Peebles" recently met to shape up preparations for the tribute dinner Oct. 9 in Nashville. Agent Don Light seated also provided a visual satire on Peebles' trademark white cowboy hat. Pictured standing at the meeting are (l-r): Jimmy Jay, Tony Conway, Jack Johnson, Tandy Rice, Jerry West, Billy Deaton, Shorty Lavender and Dave Barton. Dick Blake, not pictured here, is also a member of the planning committee.

Peebles To Be Honored With Special Banquet At Talent Buyers Seminar

by Jennifer Bohler

NASHVILLE — One of the highlights of the upcoming Talent Buyers Seminar will be the Oct. 9 "Salute To Hap Peebles," honoring the veteran booking agent's 50th anniversary in the music business. With MCA recording artist Roy Clark hosting the affair, the tribute to Peebles will salute a long career marked by a host of accomplishments, not only in the country music field, but the entertainment business in general.

Long a figure in the business, Peebles has had a hand in the careers of many of country's top stars. Since he first entered the booking business at the age of 18, Peebles has been instrumental in breaking such artists as Loretta Lynn, the Wilburn Brothers, Marvin Rainwater, Ray Price, Johnny Horton, Johnny Cash, Carl Perkins, Jerry Lee Lewis, Barbara Mandrell and Clark.

"We're saluting Peebles because of Hap's contribution to country music over the last 50 years," said Tony Conway, vice president of Buddy Lee Attractions and a member of the event's planning committee. "He has probably booked every Nashville entertainer at some time or another. He has also helped to establish country music at fairs and was there promoting country at the start."

Peebles began his career in the Depression years, one of the pioneering figures in the Southwest. In 1932, he began booking Bob Wills and the Texas Playboys, a band he eventually managed 20 years later. During the 1940s, he did some booking for Eddy Arnold, and he is credited with being

among the first to book tours for Elvis Presley.

During the dust storms that plagued Oklahoma and Kansas in the '30s and '40s, Peebles solidified his reputation as a booking agent, losing huge sums of money on concerts, but paying off his debts immediately.

Peebles is recognized as one of the first agents to bring country artists to the state fairs, where they are well-received today. He gambled with artists like Roy Acuff, Ernest Tubbs, Pee Wee King, the Duke of Paducah, Red Foley and Minnie Pearl, and ended up proving that country music was not only suitable, but strategic, for fairs.

Since most fairs didn't have sound equipment, Peebles was forced to carry sound, lighting and stage equipment on a truck with his show. Once in the city where they were scheduled to perform, he would go to a local lumber yard and borrow cement blocks and 20-foot slabs of lumber to provide seating for concert goers. For some outdoor shows, his crew had to borrow grain doors from the railroad to make a stage, and then work off flatbed wagons, often using just one mike and two speakers.

He also brought Broadway shows to the Midwest and Southwest, featuring the casts of such musicals as *Tobacco Road*, *Oklahoma*, *Mame*, *Hello Dolly*, *Sound of Music* and *Prescription X*. He also worked in tours with screen artists like Dorothy Lamour, Bob Hope, Jack Benny, Joe E. Brown, Joseph Cotten, Agnes Moorheard and Ethel Merman

Rock Tours

Peebles is also credited for being one of the first agents to tour the nation with rock acts, which somewhat endangered the country image. Peebles offset that, however, with a successful midwestern tour that paired Bill Haley and the Comets with Hank Snow and the Rainbow Ranch Boys.

Finally, Peebles helped engineer the formation of the Country Music Assn. (CMA) and the International Country Music Buyers Assn. (ICMBA). He has served on the board of directors for the CMS for over 12 years, spending one year as vice president. He has been president of the ICMBA for five years, and has served an additional five years as executive director and chairman of the board during the organization's decade of existence. Every week during those 10 years, he has sent out a newsletter to ICMBA members at his own expense.



ORBISON INKS WITH HALSEY — Roy Orbison, who penned such classics as "Blue Bayou," "That Lovin' You Feelin' Again," and "Pretty Woman," has signed for exclusive representation with the Jim Halsey Company. Pictured during recent meetings in Tulsa are (l-r): Sherman Halsey; Dick Howard; Terry Elam, Orbison's road manager; Orbison; and Jim Halsey.

October is Country Music Month

COUNTRY

TOP 75 ALBUMS

	Weeks On 10/3 Chart		Weeks On 10/3 Chart
1 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1 30	37 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	51 54
2 FANCY FREE OAK RIDGE BOYS (MCA-5209)	2 19	38 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	42 49
3 STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	3 8	39 LEATHER AND LACE WAYLON AND JESSIE (RCA AHL 1-3931)	39 31
4 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	5 7	40 LIVE HOYT AXTON (Jeremiah JH-5002)	40 22
5 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	6 6	41 SHOULD I DO IT TANYA TUCKER (MCA-5226)	41 13
6 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	10 13	42 MORE GOOD 'UNS JERRY CLOWER (MCA-5215)	47 8
7 LIVE BARBARA MANDRELL (MCA-5243)	8 7	43 STARDUST WILLIE NELSON (Columbia JC 35305)	43 180
8 JUICE JUICE NEWTON (Capitol ST-12136)	12 31	44 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	32 50
9 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	9 21	45 THE NIGHT THE LIGHTS WENT OUT IN GEORGIA SOUNDTRACK (Mirage WTG 16051)	33 5
10 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	7 24	46 PLEASURE DAVE ROWLAND AND SUGAR (Elektra 5E-525)	48 18
11 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	13 30	47 WILD WEST DOTTIE WEST (Liberty LT-1062)	38 32
12 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	4 11	48 STRAIT COUNTRY GEORGE STRAIT (MCA-5248)	— 1
13 GOOD TIME LOVIN' MAN RONNIE McOWELL (Epic FE 37399)	21 9	49 MR. SONGMAN SLIM WHITMAN (Epic/Cleveland Int'l FE 37403)	49 7
14 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	22 4	50 LETTIN' YOU IN ON A FEELIN' THE KENDALLS (Mercury/PolyGram SRM 1-6005)	53 5
15 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	15 55	51 RODNEY CROWELL RODNEY CROWELL (Warner Bros. BSK 3587)	— 1
16 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	24 11	52 WITH LOVE JOHN CONLEE (MCA-5213)	45 12
17 RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216)	17 13	53 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AHL 1-3932)	37 26
18 CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	18 21	54 THE MINSTREL MAN WILLIE NELSON (RCA AHL 1-4045)	54 12
19 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	20 25	55 AS IS BOBBY BARE (Columbia FC-37157)	55 17
20 HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	25 4	56 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	56 33
21 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	16 14	57 JOHN ANDERSON 2 JOHN ANDERSON (Warner Bros. BSK 3547)	58 2
22 YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	11 17	58 OLD LOVERS NEVER DIE GENE WATSON (MCA-5241)	59 2
23 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	23 51	59 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	44 42
24 MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	19 22	60 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic 37193)	60 20
25 I'M COUNTRYFIED MEL McDANIEL (Capitol ST-12116)	27 32	61 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	46 24
26 HORIZON EDDIE RABBITT (Elektra 6E-276)	26 65	62 DRIFTER SYLVIA (RCA AHL 1-3986)	50 25
27 MR. T CONWAY TWITTY (MCA-5204)	14 15	63 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	57 73
28 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	28 49	64 HEY MOE/HEY JOE MOE BANDY & JOE STAMPLEY (Columbia FC-37003)	64 5
29 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	29 35	65 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	63 60
30 URBAN CHIPMUNK THE CHIPMUNKS (RCA AHL 1-4027)	30 17	66 ENCORE MICKEY GILLEY (Epic JF-36851)	66 48
31 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	31 67	67 WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l. JE-37107)	62 26
32 NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	— 1	68 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	71 118
33 ONE TO ONE ED BRUCE (MCA-5188)	34 24	69 I HAVE A DREAM CRISTY LANE (Liberty LT-1083)	69 29
34 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	36 129	70 ENCORE GEORGE JONES (Epic FE 37346)	70 11
35 NOW OR NEVER JOHN SCHNEIDER (Scotti Bros. ARZ 37400)	35 18	71 THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36492)	61 4
36 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	52 58	72 DARLIN' TOM JONES (Mercury/PolyGram SRM-1-4010)	72 17
		73 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	65 45
		74 TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	74 5
		75 THESE DAYS CRYSTAL GAYLE (Columbia JC 36512)	75 7

A song so powerful you will not want the record to end. In fact, we predict it will be the song of the year.

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CASH BOX TOP 100 COUNTRY

October 10, 1981

	Weeks On Chart	10/3 Chart		Weeks On Chart	10/3 Chart		Weeks On Chart	10/3 Chart
1		STEP BY STEP EDDIE RABBITT (Elektra E-47174)	2	11	33	MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504)	42	4
2		TAKIN' IT EASY LACY J. DALTON (Columbia 18-02188)	3	13	34	DOWN AND OUT GEORGE STRAIT (MCA-51170)	41	5
3		HURRICANE LEON EVERETTE (RCA PB-12270)	5	13	35	SHE'S STEPPIN' OUT CON HUNLEY (Warner Bros. WBS 49800)	39	7
4		MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)	4	14	36	IF I NEEDED YOU EMMYLOU HARRIS & DON WILLIAMS (Warner Bros. WBS 49809)	45	4
5		TODAY ALL OVER AGAIN REBA McENTIRE (Mercury/PolyGram 57054)	6	15	37	IT'S ALL I CAN DO ANNE MURRAY (Capitol A5025)	43	5
6		I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) JANIE FRICKE (Columbia 18-02197)	7	12	38	SCRATCH MY BACK RAZZY BAILEY (RCA PB-12268)	38	14
7		NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12294)	8	8	39	MARRIED WOMEN SONNY CURTIS (Elektra E-47176)	40	8
8		(WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ ED BRUCE (MCA-51139)	9	13	40	YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499)	46	5
9		I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)	10	11	41	BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum E-47215)	53	2
10		SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)	12	8	42	THE PLEASURE'S ALL MINE DAVE ROWLAND & SUGAR (Elektra E-47177)	44	7
11		RIGHT IN THE PALM OF YOUR HAND MEL McDANIEL (Capitol 5022)	11	13	43	JUST ONE TIME TOMPALL & THE GLASER BROS. (Elektra E-47193)	52	4
12		FANCY FREE OAK RIDGE BOYS (MCA-51169)	13	6	44	THE CLOSER YOU GET DON KING (Epic 14-02469)	51	5
13		IT DON'T HURT ME HALF AS BAD RAY PRICE (Dimension DS-1021)	14	14	45	LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN) SUSIE ALLANSON (Liberty P-A-1425)	47	6
14		PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761)	1	13	46	TRY ME RANDY BARLOW (Paid PD 144)	50	5
15		TEACH ME TO CHEAT THE KENDALLS (Mercury/PolyGram 57055)	17	9	47	ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)	57	3
16		I RECALL A GYPSY WOMAN B.J. THOMAS (MCA-51151)	16	11	48	LEFTY DAVID FRIZZELL (Warner Bros./Viva WBS 49778)	49	7
17		MY BABY THINKS HE'S A TRAIN ROSANNE CASH (Columbia 18-02463)	19	7	49	WHAT ARE WE DOIN' LONESOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)	58	3
18		WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)	22	6	50	I WANNA BE AROUND TERRI GIBBS (MCA-51180)	54	4
19		SHE BELONGS TO EVERY ONE BUT ME BURRITO BROTHERS (Curb/CBS ZS5 02243)	20	10	51	YOU WERE THERE FREDDIE HART (Sunbird SBR 7565)	55	6
20		GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49790)	21	9	52	STILL DOIN' TIME GEORGE JONES (Epic 14-02526)	67	2
21		MISS EMILY'S PICTURE JOHN CONLEE (MCA-51164)	24	7	53	THE WOMAN IN ME CRYSTAL GAYLE (Columbia 18-02523)	82	2
22		ONE-NIGHT FEVER MEL TILLIS (Elektra E-47178)	27	6	54	SLOWLY KIPPI BRANNON (MCA-51166)	60	4
23		THE HOUSE OF THE RISING SUN DOLLY PARTON (RCA PB-12282)	26	7	55	FOURTEEN CARAT MIND GENE WATSON (MCA-51183)	76	2
24		I LOVE MY TRUCK GLEN CAMPBELL (Mirage WTG 3845)	25	9	56	YOU'RE MY FAVORITE STAR BELLAMY BROTHERS (Warner/Curb WBS 49815)	—	1
25		SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)	31	5	57	LET THE LITTLE BIRD FLY DOTTSY (Tanglewood TGW 1910)	63	4
26		MEMPHIS FRED KNOBLOCK (Scotti Bros. ZS5 02434)	29	8	58	I'M INTO LOVIN' YOU BILLY SWAN (Epic 14-02196)	15	13
27		ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) HANK WILLIAMS, JR. (Elektra/Curb E-47191)	34	6	59	PATCHES JERRY REED (RCA PB-12318)	70	3
28		HEART ON THE MEND SYLVIA (RCA PB-12302)	36	5	60	THEM GOOD OL' BOYS ARE BAD JOHN SCHNEIDER (Scotti Bros. AE7 1289)	81	2
29		FEEDIN' THE FIRE ZELLA LEHR (Columbia 18-0243)	32	9	61	SLOW HAND DEL REEVES (Koala KOS-336)	62	7
30		YOU (MAKE ME WONDER WHY) DEBORAH ALLEN (Capitol P-5014)	30	9	62	MOUNTAIN DEW WILLIE NELSON (RCA PB-12328-A)	78	2
31		CRYING IN THE RAIN TAMMY WYNETTE (Epic 14-02439)	35	7	63	I'D THROW IT ALL AWAY SWEETWATER (Falcet F.R. 1592)	75	3
32		JUST ENOUGH LOVE (FOR ONE WOMAN) BOBBY SMITH (Liberty P-1417)	33	9	64	CINDERELLA TERRY GREGORY (Handshake WS9 02442)	65	7
					65	DREAMS CAN COME IN HANDY CINDY HURT (Churchill CR 7777)	68	6
					66	I WONDER IF I CARE AS MUCH DICKY LEE (Mercury/PolyGram 57056)	69	4
					67	HONKY TONK QUEEN MOE BANDY & JOE STAMPLEY (Columbia 18-02198)	18	12
					68	YOU DON'T KNOW ME MICKY GILLEY (Epic 14-02172)	23	15
					69	EVERYONE GETS CRAZY NOW AND THEN ROGER MILLER (Elektra E-47192)	72	3
					70	TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)	28	14
					71	WHEN YOU WALK IN THE ROOM STEPHANIE WINSLOW (Warner/Curb WBS 49831)	—	1
					72	COMMON MAN SAMMY JOHNS (Elektra E-47189)	77	4
					73	TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414)	37	10
					74	WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury/PolyGram 76115)	48	10
					75	HUSBANDS AND WIVES DAVID FRIZZELL & SHELLEY WEST (Warner/Viva WBS 49825)	—	1
					76	I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER WILLIE NELSON (Columbia 18-02187)	56	12
					77	TRYING NOT TO LOVE YOU JOHNNY RODRIGUEZ (Epic 14-02411)	59	10
					78	CHEATIN' IS STILL ON MY MIND CRISTY LANE (Liberty P-A-1432)	—	1
					79	STARS ON THE WATER RODNEY CROWELL (Warner Bros. WBS 49810)	—	1
					80	MOCCASIN MAN DAVE KIRBY (Dimension DS-1022)	80	5
					81	WHERE DID OUR LOVE GO HELEN CORNELIUS (Elektra E-47190)	87	3
					82	SLIPPIN' OUT, SLIPPIN' IN BILL NASH (Liberty P-A-1433)	—	1
					83	RODEO GIRLS TANYA TUCKER (MCA-51184)	—	1
					84	WON'T YOU BE MY BABY KEITH STEGALL (Capitol A-5043)	84	4
					85	I'M LIVING IN TWO WORLDS STEVE JONES & WINCHESTER (Stargem SG 2107)	—	1
					86	SHOT FULL OF LOVE RANDY PARTON (RCA PB-12271)	61	12
					87	THE LAST WORD IN JESUS IS US ROY CLARK (MCA/Songbird MCA-51167)	93	2
					88	HERE COMES THAT RAINBOW AGAIN KRIS KRISTOFFERSON (Monument M2 1000)	—	1
					89	YOU LIKE CHAMPAGNE, I LIKE BEER JOHN T. DOUGLAS (Meridian MR-1001)	89	3
					90	THE HARD WAY JOHNNY CASH (Columbia 18-02189)	91	3
					91	KISS AND SAY GOODBYE JOHN WESLEY RYLES (MCA-51174)	92	2
					92	PARDON MY FRENCH BOBBY G. RICE (NSD/CHARTA 166)	—	1
					93	I'LL STILL BE LOVING YOU MUNDO EARWOOD (Excelsior SIS-1019)	—	1
					94	JESUS LET ME SLIDE DEAN DILLON (RCA PB-12319)	—	1
					95	SOMETIMES I CRY WHEN I'M ALONE SAMMI SMITH (Sound Factory S.F. 446)	64	11
					96	HE'S THE FIRE DIANA (Sunbird SBR-7564)	66	11
					97	OLDER WOMEN RONNIE McDOWELL (Epic 19-02129)	71	16
					98	MIRACLES DON WILLIAMS (MCA-51134)	73	15
					99	CHICKEN TRUCK JOHN ANDERSON (Warner Bros. WBS 49772)	74	8
					100	ONCE YOU WERE MINE DOTTIE WEST (RCA PB-12284)	79	6

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All My Rowdy Friends (Bocephus — BMI)	27	ASCAP	My Baby Thinks (Asleep at the Wheel — BMI)	17	The Closer (Chinnichap c/o Careers U.S. and Canada/Down 'N Dixie c/o Irving — BMI)	44
All Roads Lead To You (Pi-Gem — BMI)	47	BMI/Bibo	My Favorite Memory (Shade Tree — BMI)	33	Canada/Down 'N Dixie c/o Irving — BMI)	44
Bet Your Heart On Me (April/Widmont — ASCAP)	41	ASCAP	Never Been So Loved (Al Gallico/Dusty Roads — BMI/Bibo. c/o Welk Music — ASCAP)	7	The Hard Way (House of Cash — BMI)	90
Cheatin' Is Still On My Mind (Kevin Lee/Robchris — BMI)	78	ASCAP	Older Women (Tree — BMI)	97	The House Of The Rising Sun (Velvet Apple — BMI/Darla — ASCAP)	23
Chicken Truck (Al Gallico — BMI)	99	ASCAP	Once You Were Mine (First Generation — BMI)	100	The Last Word (Combine/Music City — BMI/ASCAP)	87
Cinderella (Easy Listening — ASCAP/Al Gallico — BMI)	64	ASCAP	One-Night Fever (Southern Nights — ASCAP)	22	The Pleasure's All Mine (Tree — BMI/Cross Keys — ASCAP)	42
Common Man (Lowery — BMI)	72	BMI	Pardon My French (HitKit/Jason Dee — BMI)	92	The Woman In Me (O.A.S. — ASCAP)	53
Crying In The Rain (Screen Gems — EMI — BMI)	31	BMI	Party Time (Tree — BMI)	14	Them Good Ol' Boys (Flowering Stone — ASCAP)	60
Down And Out (Pi-Gem — BMI/Golden Opportunity — SESAC)	34	BMI	Patches (Gold Forever — BMI)	59	Tight Fittin' Jeans (Prater — ASCAP)	70
Dreams Can Come In Handy (Ironside — ASCAP)	65	ASCAP	Right In The Palm (Hall-Clement c/o Welk — BMI)	11	Today All Over Again (King Coal/Coal Miners — ASCAP/BMI)	5
Everyone Gets Crazy (Cross Keys — ASCAP)	69	ASCAP	Rodeo Girls (Glen Tan — BMI)	83	Try Me (Frebar Music Co. — BMI)	46
Fancy Free (Goldline/Silverline — ASCAP/BMI)	12	ASCAP	Scratch My Back (Fame — BMI)	38	Trying Not To Love You (Shade Tree — BMI)	77
Feedin' The Fire (Algee — BMI)	29	BMI	Share Your Love (Duchess (MCA) — BMI)	25	What Are We Doin' (Larry Gatlin — BMI)	49
Fourteen Carat Mind (Acuff-Rose — BMI)	55	BMI	She Belongs To Everyone But Me (Atlantic — BMI)	19	What In The World's Come Over You (Unart — BMI)	74
Grandma's Song (Vogue — BMI)	20	BMI	She's Steppin' Out (Rick Hall — ASCAP)	35	(When You Fall In Love) Everything's A Waltz (Tree/Sugarplum — BMI)	8
Heart On The Mend (Pi-Gem — BMI)	28	BMI	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	86	When You Walk In (Unart — BMI)	71
Here Comes That Rainbow Again (Resaca — BMI)	88	BMI	Sleepin' With The Radio On (Algee — BMI)	10	Where Did Our (Stone Agate — BMI)	81
He's The Fire (House Of Gold — BMI)	96	BMI	Slippin' Out, Slippin' In (Barnwood — BMI)	82	Wish You Were Here (Pi-Gem Music — BMI)	18
Honky Tonk Queen (Baray/Mullet — BMI)	67	BMI	Slow Hand (Warner/Tamberlano/Flying Dutchman — ASCAP/Sweet Harmony — BMI)	61	Won't You Be My Baby (Blackwood — BMI)	84
Hurricane (Blackwood — BMI/Rich Bin — ASCAP)	3	BMI	Slowly (Cedarwood — BMI)	54	You Don't Know Me (Rightsong — BMI)	68
Husbands And Wives (Tree — BMI)	75	BMI	Sometimes I Cry (Button Willow/Chablis — BMI)	95	You Like Champagne (Ariel — ASCAP)	89
I Love My Truck (Glen Tan — BMI)	24	BMI	Stars On The Water (Coolwell/Granite — ASCAP)	79	You (Make Me Wonder Why) (Duchess (MCA)/Posey/Tree — BMI)	30
I Love You (Peer Int'l — BMI)	9	BMI	Step By Step (Briarpatch/DebDave — BMI)	1	You May See Me Walkin' (Amanda-Lin — ASCAP)	40
I Recall A Gypsy Woman (Jack — BMI)	16	BMI	Still Doin' Time (Cedarwood — BMI)	52	You Were There (Southern Nights — ASCAP)	51
I Wanna Be Around (20th Century-Fox — ASCAP)	50	BMI	Take Me As I Am (Acuff-Rose — BMI)	73	You're My Favorite (Famous/Bellamy Brothers — ASCAP)	56
I Wonder If (Acuff-Rose — BMI)	66	BMI	Takin' It Easy (Algee — BMI)	2		
I'd Throw It (D. Rodrick Holt/Borche Ha/Faucet — SESAC)	63	BMI	Teach Me To Cheat (Hall-Clement — BMI)	15		
If I Needed You (United Artists/Columbine —		BMI)				

⚡ = Exceptionally heavy radio activity this week

⚡ = Exceptionally heavy sales activity this week

COUNTRY

THE COUNTRY COLUMN

FIRST AMERICAN SPECIAL FOR MURRAY — Anne Murray will appear in her first American network television special in mid-December on CBS. The music/variety show will feature special guest **Kris Kristofferson**, and will film on location in Nova Scotia Nov. 3-12. In conjunction with the Christmas special, Capitol Records will issue a special album entitled "Christmas Wishes." Look for it in plenty of time for the Christmas season.

STONES OPENING FOR ALICE — One of the hottest rumors circulating round town last week was that the **Rolling Stones** would make a surprise visit to the Tennessee State Fair here and open for **Alice Cooper**. Reports flourished throughout the day on AOR station WKDF that the Stones had made reservations at a local hotel, that added security had been called upon for the fair and that a mystery ensemble would be arriving at the airport at 6 p.m. the night of the alleged show. Needless to say, the Stones did not open for Cooper, and we find it amusing that anyone would believe the Stones would appear at a State Fair. They are notorious for appearing unannounced, but not at something as huge as a fair. Arriving incognito in Nashville and playing one of the local clubs, say Spanky's or Cantrell's, while everybody else was at the fair would be more their style.



Anne Murray

Even without the Stones, Cooper attracted a fairly hefty crowd, some, of course, clamoring for the Stones, but many of them there to see Cooper, one of the pioneers of the great, elaborate rock shows that dominated our culture in the '70s. Cooper stopped by the local office of **Cash Box** the next day, sans snake, but complete with his new hairdo and the lightest touch of makeup we've seen on this idol in quite some time. Proud papa to four-month old **Calico Zayne** (we hope we got the spelling right Alice), he was more anxious to talk about the new light in his life than his current Special Forces tour, which, we understand, is going quite well. He's got a great poster that accompanied the release of the album, so look for it if you can.

ANOTHER PARTON ON RECORD — **Stella Parton** has signed a recording contract with Townhouse Records, a label established in 1980. Parton's first album, which is being recorded in Atlanta, will be produced by **Commodore's** member **Millan Williams**. The label is scheduled to ship a single Nov. 9.

OOPSI — The **Oak Ridge Boys** will not be performing at the FICAP Banquet as reported in last week's issue. We apologize for any inconvenience caused by the error.

THEY TAKE THESE THINGS SERIOUSLY — If you want to get slapped with a \$500 fine, just try scalping a Grand Ole Opry ticket. One young fellow here had a regular racket going by selling \$6 Opry tickets for twice their value and was earning \$1,200-1,800 on summer weekends by selling the tickets out of a hotel. When police apprehended the culprit, they also confiscated 82 Opry tickets and about \$800 in cash. According to Opry officials, this is not unusual, adding they receive a couple of complaints a week about people selling tickets at upped prices.

A HORSE WITH A NAME — Top name of the week has to go to **Emmylou Harris**. She has a race car and a race horse named after her, and now she has a mine as a namesake. That's right. **Curtis B. "Boogie" Sloan** of Elkhorn, Ky. named his new mine "Emmylou" after his favorite country singer. Harris was recently in Nashville to tape the **Tribute To Roy Acuff** and attend a Country Music Foundation board of directors meeting. Her new album, "Cimarron," will soon be out, and we hear it is a solid country affair, no rock tunes slipped in for good measure as on "Evangeline," which was itself an exceptionally strong, versatile album.

WILLIAMS, SANJEK TO GUEST — Singer/songwriter **Paul Williams** and **Russ Sanjek**, recently retired vice president of Broadcast Music, Inc. (BMI), have been announced as the guest speakers at the Nashville Songwriters Assn., international (NSAI) Hall of Fame Induction Ceremony and Dinner Oct. 11. During the evening, the annual President's Award and the Manny awards will be presented, and two songwriters will be inducted into the Hall of Fame.

BANDERA NEWS — Singer and songwriter **Lore** has left **Bandera** to form a new band, which will be called **Lore**. An announcement concerning label affiliation is imminent.

AS THE RAVEN FLIES — It was a cross country flight for **Eddy Raven** when he flew to Dallas for a listening party that featured his latest Elektra album, "Desperate Dreams." If you thought he released good material before, wait 'til you hear the new one — a hot collection of some of his best work to date.

THE JAM WILL NOT MOVE — Contrary to what you may have read in another publication, the Volunteer Jam will not move from the Municipal Auditorium in Nashville. The date, however, will most likely be changed to Jan. 30.

TERRACE TO MANAGE SUN COMPANIES — The Terrace Music Group will administer **Joe Sun's** publishing companies, Tea Jar Music (ASCAP) and Fruit Jar Music (BMI). Sun will go into the studio with **Brlen Fisher** the second week of October to begin work on his new album, "I Ain't Honky Tonkin' No More."

LAYING TRACKS — At Woodland in Nashville, **Steve Forbert** is working on his new album with producer **Steve Burgh**. **David McKinley** is behind the board with help from **Ken Corlew**. **Sonny Throckmorton** is beginning work on his first album for MCA with producer **Ron Chancey**. **Les Ladd** is engineering with assistance from **Russ Martin** and **Bill Smith**. At Quadrafonic in Nashville, **Eddie Struzick** is working on a project with producer **Larry Byrom**. **Mac MacAnally** worked on the session. **Doble Gray** was in with producers **Bud Reneau** and **Ray Chafin**. **Tom Kimmel** was recording new material with producers **Bill Martin** and **Steve Gibson**.

WALKER SISTERS EMBARK ON USO TOUR — The **Walker Sisters** from Hendersonville, Tenn. will embark on a 56-day USO tour Oct. 6. Specializing in country music, they will take their show to American service personnel stationed overseas.

GOOD-BYE GEM PARTY — The crazy characters at Pi-Gem/Chess hosted their last annual office Christmas party last week, in part to beat the Christmas rush and in part because the company has been sold, as you've probably heard. We'd like to take this opportunity to bid adieu to a company those involved with should be proud of. In a mere 10 years, they built up a solid catalog of songs as well as cultivated some of the best young songwriters around today. Good luck to all. We have no doubt everyone will continue in their current successful pattern.

BRENDA LEE AT OLD COUNTRY — **Brenda Lee** performed two concerts at the Old Country, Busch Gardens in Williamsburg, Va. Oct. 4. Lee's new single, "Only When I Laugh" shipped last week.



Brenda Lee

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



KELLI WARREN (Jeremiah 1013)
Just A Simple Phone Call (2:59) (Joyana — ASCAP; White-Ram — BMI) (J. Kahane, C. Wallace, B. Peters) (Producers: T. Migliore, E. Kahane)

A soft piano arrangement and gentle steel underscores Warren's silky-strong vocals on this Jeremiah (Hoyt Axton's label) release. Warren, an artist to definitely keep an eye on, does an admirable job on this melancholy number, which jukebox operators should instantly add.

PAT GARRETT (Golddust GD 104)
Everlovin' Woman (3:23) (Combine Music Corp. — BMI; Music City Music Inc. — ASCAP) (D. Linde, D. Devaney) (Producer: none listed)

The excellent production and instrumentation are the most outstanding aspects of Garrett's latest single. It's upbeat and strong and has morning drive written all over it. This number should also capture the fancy of jukebox operators.



HITS OUT OF THE BOX

ALABAMA (RCA PB-12288)
Love In The First Degree (3:16) (House of Gold Music, Inc. — BMI) (J. Hurt, T. DuBois) (Producers: Alabama, L. McBride, H. Shedd)

JOE STAMPLEY (Epic 14-02533)
All These Things (3:03) (Tune Kel Pub. Co., Inc. — BMI) (N. Nevel) (Producer: R. Baker)

JUICE NEWTON (Capitol P-A-5046)
The Sweetest Thing (I've Ever Known) (3:58) (Sterling Music Co./Addison Street Music — ASCAP) (O. Young) (Producer: R. Landis)

FEATURE PICKS

WOOLVIN JAMES (featuring **VICKI RAE**) (Raven R45-122)
The Party's Over (3:55) (Round Sound Music — BMI) (B. McCorvey, Jr.) (Producer: J. Wise)

DENNY HILTON (Rosebridge RB 0011)
Sall On The Wind (3:01) (Scream Gems — BMI/Ink, Inc. — ASCAP) (W. Carson, R. Reno) (Producer: W. Carson)

MEL STREET & SANDY POWELL (Sunbird SBR7568)
Slip Away (2:50) (Levisa Music/Red Ribbon Music — BMI) (J. Deaton) (Producers: J. Deaton, N. Larkin, J. Prater)

FARON YOUNG (MCA-51176)
Pull Up A Pillow (3:07) (Milene Music, Inc./Prime Time Music — ASCAP) (C. Hays, A. Wilburn) (Producer: R. Chancey)

ALLEN TRIPP (Nashville UR 2719)
Lady Sorrow (2:44) (Chappell Music — ASCAP/Unichappell — BMI) (T. Daniels, R. Bourke) (Producers: A. Tripp, R. Owens, S. Short)

MARVIN PAUL (LS-184)
If It Makes Any Difference (2:30) (Second Base Music — BMI/Tiny Nugget Music — ASCAP) (M. Paul, R. Parker) (Producer: J. Elgin)

LITTLE ROY WIGGINS (O'Brien OB-328)
Fraulein (2:34) (Travis Music Co. — BMI) (L. Williams) (Producer: L.R. Wiggins)

BEN MARNEY (Southern Biscuit SBR-108)
Gunslinger (3:19) (Commodore Huggin' Music — BMI) (B. Marney, K. Bruce) (Producers: K. Bruce, B. Marney)

ROSS ALLEN (Jennie JR-005)
Hard Times (Comin' Down Again) (2:48) (Pro-Can — BMI) (R. Allen) (Producer: R. Allen)

October is
Country
Music Month

A Month In The Country
Wherever You Are

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. YOU'RE MY FAVORITE STAR — BELLAMY BROTHERS — WARNER/CURB — 41 ADDS
2. THE WOMAN IN ME — CRYSTAL GAYLE — COLUMBIA — 35 ADDS
3. STILL DOIN' TIME — GEORGE JONES — EPIC — 30 ADDS
4. WHEN YOU WALK IN THE ROOM — STEPHANIE WINSLOW — WARNER/CURB — 27 ADDS
5. BET YOUR HEART ON ME — JOHNNY LEE — FULL MOON & ASYLUM — 27 ADDS
6. HUSBANDS AN WIVES — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 22 ADDS
7. FOURTEEN CARAT MIND — GENE WATSON — MCA — 22 ADDS
8. WHAT ARE WE DOIN' LONESOME — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 21 ADDS
9. CHEATIN' IS STILL ON MY MIND — CRISTY LANE — LIBERTY — 19 ADDS
10. STARS ON THE WATER — RODNEY CROWELL — WARNER BROS. — 17 ADDS

MOST ACTIVE COUNTRY SINGLES

1. FANCY FREE — OAK RIDGE BOYS — MCA — 55 REPORTS
2. MY FAVORITE MEMORY — MERLE HAGGARD — EPIC — 56 REPORTS
3. WISH YOU WERE HERE — BARBARA MANDRELL — MCA — 54 REPORTS
4. IF I NEEDED YOU — EMMYLOU HARRIS and DON WILLIAMS — WARNER BROS. — 54 REPORTS
5. ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) — HANK WILLIAMS, JR. — MCA — 51 REPORTS
6. MISS EMILY'S PICTURE — JOHN CONLEE — MCA — 51 REPORTS
7. HEART ON THE MEND — SYLVIA — RCA — 49 REPORTS
8. SHARE YOUR LOVE WITH ME — KENNY ROGERS — LIBERTY — 48 REPORTS
9. IT'S ALL I CAN DO — ANNE MURRAY — CAPITOL — 48 REPORTS
10. MY BABY THINKS HE'S A TRAIN — ROSANNE CASH — COLUMBIA — 44 REPORTS

More Activity in Country Music Places Bigger Emphasis On Talent Seminar

(continued from page 24)

Country Music," with panelists Joe Galante, RCA Records; Dick Clark, Dick Clark Prods.; Ed Boyd, Columbia Pictures; Jack Hurst, *Chicago Tribune*; Bernard Schwartz, Universal Studios and moderator Tandy

KIXK/Dallas Provides Free Concert For Fans

NASHVILLE — In a \$250,000 promotion, KIXK/Dallas is promoting a free concert for its listeners featuring Eddie Rabbitt and Crystal Gayle Nov. 15 at Reunion Arena in the twin cities (Dallas/Fort Worth).

With tickets valued at \$15 each, the station will distribute 18,000 over a two-week period by announcing via the airwaves locations where tickets can be picked up. The location, time and number of tickets available will vary, and listeners will have to stay tuned to the station for details.

Said KIXK program director John Walton, "We've had a good year, and we wanted to do something for as many of our listeners as possible. We hit upon the idea of a 'Superstar' concert for free; the names Eddie Rabbitt and Crystal Gayle immediately came to mind. The KIX concert will be the biggest musical event of the year for Dallas/Fort Worth."

In addition to the Rabbitt/Gayle show, the station will continue its "Carry KIX" bumper sticker promotion and the "KIX Calls for Cash" contest.

Rice, Top Billing International. The final panel scheduled for Oct. 10 will be "Creativity — The Answer To An Empty Building" with panelists Wayne McCary, Eastern States Exposition; Chuck Morris, Feyline Presents; Bill Luther, Von Braun Civic Center; Bruce White, Holiday Star Theatre; Robert Franklin, Madison Square Garden; and moderator "Uncle Len" Ellis, WLJE/WAKE Radio.

Country's Prospects

In addition to "The Why And Buy Of Country Music" on Oct. 11, several country music artists will offer their views on country music's past, present and future in the discussion "What Is Country Music: Yesterday, Today And Tomorrow." Panelists include Bobby Bare, Danny Davis, Brenda Lee, Chet Atkins, Charlie Daniels, Tom T. Hall and moderator Jimmy Bowen of Elektra/Asylum Records.

The final panel discussion set for Oct. 12 will be the previously mentioned "The Evolving Role Of Management."

Showcasing artists has always been a primary part of the seminar. This year, 12 artists will showcase in two separate concerts at the Performing Arts Center. On Oct. 10, from 9-11 p.m., Hank Thompson and the Brazos Valley Boys, Carl Perkins, Eddy Raven and Ricky Skaggs will appear. On Oct. 11, from 2-5 p.m., Boxcar Willie, Helen Cornelius, Leon Everette, the Steppe Brothers, Sylvia, the Wright Brothers, Terri Gibbs and Charly McClain will appear.

THE COUNTRY MIKE

REVISION TIME AGAIN — In the next several weeks, **Cash Box** will be reviewing its current list of country tracking stations in preparation for revision of the panel following CMA Week this month. Stations interested in becoming reporters should send information concerning station size, market size, an area coverage map, promotional activities, etc. to **Cash Box**, 21 Music Circle East, Nashville, Tenn. 37203. To be eligible for reporting status, stations must meet the following requirements: 1) carry a full-time country format; 2) compile and make available a weekly chart; 3) feature in-house programming; and 4) prepare weekly charts by doing research within your market. For more information, contact the Nashville chart department at (615) 244-2898.

PERSONALITY PROFILE — **Roger Mundy** spent a short five-week period learning the radio ropes with **KLEO/Wichita** before finding his first full-time position with **AOR day-timer, KLEY/Wellington, Kan.** But shortly thereafter, he enrolled at **Wichita State University** studying radio and television while working from noon 'til 3 p.m. with **KEYN/Wichita**, a Top 40 station. Next came a short stint with **KTVH-TV** working in the audio booth before being offered a position with **KSTT/Davenport, Iowa**. In 1971, Mundy moved to Davenport to handle the middays for the Top 40 station under the direction of program director **Bobby Rich**. In May of '72, however Mundy received a call from **KEYN**, and returned to the Wichita station to take over the mornings. He was promoted to program director in February 1973. But with the sale of the station in July 1980, Mundy met with **Great Empire's Mike Oatman** ("Old Mike") with **KFDI/Wichita** who soon put him on the staff doing special projects until something opened. **Great Empire** purchased **KTLK** in Denver, changed the format to country and call letters to **KBRQ**, and on May 2 named Mundy as the first program director. In addition to his programming chores, Mundy is still doing the mornings.



Roger Mundy

STEWART HONORED UP NORTH — **Duncan Stewart**, program and music director of **WDIW/Boston** was recently honored by the **Country Music Assn. of Massachusetts**. Stewart was named **Disc Jockey of the Year** by the organization. In addition to his program and music chores, Stewart handles 2-6 p.m. air slot.

WLAS SEEKING P.M. PERSONALITY — **WLAS/Jacksonville, N.C.** is presently looking for an experienced jock to handle the 6 p.m. to midnight air shift. Interested parties should send an air-check tape and resume to **WLAS**, P.O. Box 760, Jacksonville, N.C., 28540.

CHANGES AT WQIK-FM — **Bill Mize**, station manager of **WQIK-FM/Jacksonville**, has named **Lee Shannon** to replace exiting **Bill Wise** as program director of the northern Florida country station, effective Sept. 28. **Ed Russ** will take over the music chores from **Charlie White** in the station realignment. The new line-up for **WQIK** runs as follows: 5:30-9 a.m., hosting the morning show is **Nell Linton** and **Frank Thies**; from 9 a.m. to noon, **A.J. Davis**; from noon to 3 p.m., **Shannon**; from 3-6 p.m., **Russ**; 6-11 p.m., **Mike McHale**; and 11 p.m.-5:30 a.m., **Jim Godbold**. **Wise** may be contacted at (904) 737-2381.

Q106 SPORTS LIVING BILLBOARD — Beginning Oct. 5, **Q106/Madison** morning man **Scotty Moore** will climb to an eight foot ledge that extends from a giant billboard atop the **Hansen Advertising Co.** and become a living billboard for the next five days. Local merchants will provide **Moore** with a tent, barbecue grill, winter clothing and other amenities to make his five-day stay overlooking the **Beltine Highway** a more pleasurable one. The popular **Madison** morning man will carry his 6-10 a.m. air shift live from the living billboard.

WIXZ HOSTS 'I LOVE MY TRUCK' CONTEST — **WIXZ/McKeesport, Pa.** is currently in the midst of a contest for truckers named after **Glen Campbell's** hit single, "I Love My Truck." Entrants should send photographs of their prized truck in all its glory to: **WIXZ Radio**, Box 17230, Pittsburgh, Pa., 15235-0230. Staffers at **WIXZ** will pick 25 finalists to participate in a final "truck-off" to be held Oct. 10. Prizes include hundreds of dollars of trucking equipment, trophies, and soundtrack LPs from *The Night The Lights Went Out In Georgia*. Deadline for photos to be received at **WIXZ** is Oct. 7.

country mike

PROGRAMMERS PICKS

Andy Witt	WTSO/Madison	The Woman In Me — Crystal Gayle — Columbia
Pam Green	WHN/New York	Bet Your Heart On Me — Johnny Lee — Asylum
Dan Hollander	WDXE/Lawrenceburg	The Woman In Me — Crystal Gayle — Columbia
Marc Hahn	KTOM/Salinas	You're My Favorite Star — Bellamy Brothers — Warner/Curb
Paula Hooper	WMC/Memphis	Still Doin' Time — George Jones — Epic
Bo Kent	WSIX/Nashville	Husbands and Wives — David Frizzell and Shelly West — Warner/Viva
Terry Wunderlin	WIRK/West Palm Beach	The Woman In Me — Crystal Gayle — Columbia
Bob Grayson	WIST/Charlotte	When You Walk In The Room — Stephanie Winslow — Warner/Curb
Debble Fradln	WMZQ/Washington, D.C.	Mountain Dew — Willie Nelson — RCA
Al Hamllton	KEBC/Oklahoma City	You're My Favorite Star — Bellamy Brothers — Warner/Curb
J.D. Cannon	WFMS/Indianapolis	The Woman In Me — Crystal Gayle — Columbia



KOKE SPONSORS LISTENER TOUR — **KOKE/Austin** hosted a tour of Nashville for 100 of its listeners. While in Tennessee, the visiting Texans were received by more than 20 Nashville celebrities. Shown at the reception are many of those in attendance. Front row (l-r): **Stonewall Jackson**; **Doyle Wilburn**, **Wilburn Brothers**; **Dickey Lee**; **Jim Ray**, general manager, **KOKE**; **Faron Young**; **Jim McReynolds**; **Ray Pillow**; and **O.B. McClinton**. In the back row are: **Sonny Curtis**, **Ken Gray**, sports director, **KOKE**; **Eddy Raven**; **David Anderson**, morning news, **KOKE**; **Billy Walker**; **Bob Cole**, **KOKE**; and **Webb Pierce**.

October is Country Music Month

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	10/3		Weeks On Chart	10/3
1 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	1	25	38 MAGIC WINDOWS HERBIE HANCOCK (Columbia FC 37387)	48	2
2 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	2	8	39 THE DUDE QUINCY JONES (A&M SP-3721)	35	28
3 NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	9	4	40 THE SPIRIT'S IN IT PATTI LABELLE (Phila. Int'l./CBS FZ 37380)	43	4
4 IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	4	18	41 SOLID GROUND RONNIE LAWS (Liberty LO-51087)	59	2
5 CARL CARLTON (20th Century-Fox/RCA T-626)	6	12	42 I BELIEVE IN LOVE ROCKIE ROBBINS (A&M SP-4869)	45	5
6 LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	8	7	43 NEW AFFAIR THE EMOTIONS (ARC/Columbia FC 37456)	49	3
7 ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SFM-1-2001)	3	10	44 BLACK TIE THE MANHATTANS (Columbia FC 37156)	29	10
8 IN THE POCKET COMMODORES (Motown M8-955M1)	7	14	45 THE TEMPTATIONS (Gordy/Motown G8-1006M1)	37	7
9 THE TIME (Warner Bros. BSK 3598)	12	7	46 STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	38	22
10 LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SK8K-12156)	11	16	47 FANCY DANCER ONE WAY (MCA-5247)	56	2
11 JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	10	10	48 BEWARE! BARRY WHITE (Unlimited Gold/CBS FZ 37176)	—	1
12 IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	20	2	49 TOO THE S.O.S. BAND (Tabu/CBS FZ 37449)	34	8
13 TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	15	6	50 WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	40	13
14 DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	5	13	51 CLOSER THAN CLOSE THE STYLISTICS (TSOP/CBS FZ 37458)	46	5
15 SUMMER HEAT BRICK (Bang/CBS FZ 37471)	17	6	52 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FF 36918)	42	24
16 SLINGSHOT MICHAEL HENDERSON (Buddah/Arista BDS 6002)	19	5	53 VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	53	31
17 THE BROOKLYN, BRONX & QUEENS BAND (Capitol ST-12155)	13	10	54 STANDING TALL CRUSADERS (MCA-5254)	—	1
18 THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	28	4	55 IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	47	14
19 CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	18	13	56 RADIANT ATLANTIC STARH (A&M SP-4833)	54	32
20 I'M IN LOVE EVELYN KING (RCA AFL1-3962)	14	13	57 TRY ME, I'M REAL BOBBY BLAND (MCA-5233)	57	4
21 BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	16	15	58 SAYIN' SOMETHING! PEACHES & HERB (Polydor/PolyGram PD-1-6332)	58	3
22 TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	23	6	59 PIECES OF A DREAM (Elektra 6E-350)	64	2
23 MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	22	28	60 A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	55	26
24 THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA BXL1-3976)	27	4	61 MAGIC MAN HERB ALPERT (A&M SP-3728)	52	9
25 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	21	11	62 SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FZ 37495)	—	1
26 WALL TO WALL RENE & ANGELA (Capitol ST-12161)	26	11	63 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD-1-6327)	60	9
27 CHILDREN OF TOMORROW FRANKIE SMITH (WMOT FW 37391)	25	12	64 LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	62	19
28 THE SECOND ADVENTURE DYNASTY (Solar/Elektra S-20)	30	3	65 REFLECTIONS GIL SCOTT-HERON (GRP/Arista 5506)	—	1
29 LOVE BYRD DONALD BYRD & 125TH ST., N.Y.C. (Elektra 5E-931)	36	3	66 CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	51	13
30 WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16649)	24	14	67 NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	65	14
31 EBONEE WEBB (Capitol ST-12148)	33	7	68 THE STRIKERS (Prelude PRL 14100)	50	11
32 HAPPY LOVE NATALIE COLE (Capitol ST-12165)	32	5	69 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	63	20
33 KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	31	19	70 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	67	39
34 I LIKE YOUR STYLE JERMAINE JACKSON (Motown M8-052M1)	41	4	71 MY SPECIAL LOVE LA TOYA JACKSON (Polydor/PolyGram PD-1-6328)	61	6
35 SHOW TIME SLAVE (Cotillion/Atlantic SD 5227)	—	1	72 THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482)	66	8
36 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	44	2	73 "RIT" LEE RITENOUR (Elektra 6E-331)	70	20
37 SWEET AND WONDERFUL JEAN CARN (TSOP/CBS FZ 36775)	39	10	74 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	73	48
			75 CLASS THE REDDINGS (Believe In A Dream/CBS FZ 37175)	72	12



COMMODORES BASH — Motown recording group the Commodores launched their recent five-night stand at New York's Radio City Music Hall with a star-studded opening night party, attracting more than 250 well wishers to St. Regis Rooftop. Pictured during the fete are (l-r): Milan Williams of the group; Stella Parton, who will be produced by Williams; Thomas McClary of the group; and Capitol recording artist Nick Ashford.

THE RHYTHM SECTION

HAVE ONE? — Patti Austin's career in music is analagous to the life of a chameleon. While she doesn't change colors, the settings in which she deftly plys her vocal craftwork change with astounding frequency. She has logged time as a background singer on records by Roberta Flack, Paul Simon, Billy Joel and Steely Dan. She has been a featured lead vocalist on recent albums by king mixer Quincy Jones. And, as if all that wasn't enough, she has recorded several jingles for television commercials. She has had her fingers in enough pies to give a healthy truck driver diabetes, especially when you consider that as recently as the mid-'70s she released four LPs on the CTI label. Along the way, Austin has become one of the most respected and critically acclaimed talents in contemporary music. Whether it be jazz, R&B, pop or rock, she has vocal equipment for the whole ball. But it is her current endeavor that she hopes will signal a new plateau in her career. Austin's latest solo LP is "Every Home Should Have One," on Jones' Qwest Records. "One of the things that bothers me is that people think this is my first solo album," Austin told *Cash Box* recently. "I did background vocals for a few years and people got to know me for that, so when I sing solo it has the element of surprise." The new album fulfills a prophecy made by Jones when he first met Austin at age four: he promised himself that he would record an album by the young talent. Since that time, much has happened in Austin's career, including appearances on Broadway (she did a stint in *Finian's Rainbow*), a tour with Harry Belafonte, numerous television appearances and a series of club dates from South America (where she was caught in the middle of a revolution in the Dominican Republic) to Canada. Austin said the experience with an exposure to artist like Belafonte, Judy Garland and comedienne Phyllis Diller (with whom she appeared in Lake Tahoe) has helped form her performance attitude and the stage package she hopes to present on her next tour. "Home entertainment is doing a number on other entertainment industries," she noted, explaining that "you have to sing, dance, do comedy and maybe collect the tickets if you want people to come out to see you live these days. When I go out on the road, I must do something special."

THEM THERE — Commercial music lives — and dies — on a continuum which giveth and taketh. Lenny White wants to take some of that music given to him as a young budding superstar drummer/percussionist and give it back to the listener. Elektra/Asylum artist White is now producing a session titled "The Elektra/Asylum Super Session." With the immeasurable help of friends like Chick Corea, Stanley Clarke, Chaka Kahn, Joe Henderson and Freddie Hubbard, White plans to record enough music for two LPs, one of which features the vocals of Chaka on standards such as "Take The A Train," "I Love You Porgy" and "Them There Eyes." Another album culled from the sessions will feature original compositions by members of the group. The site of this historic event is Mad Hatter Studios, opened by Corea in Los Angeles two months ago. The idea got its label support from E/A senior vice president Bruce Lundvall, who recently joined E/A in New York after a lengthy stint with Columbia Records where he worked with Corea, Clarke and White when they were known as *Return To Forever*. "This is a history making session because this is the first time we've recorded together in six years," commented White during a press gathering where he added that "this is a pop LP. There's only one original tune on the entire LP. You must remember that this music we're doing is the dance music of another era, the pop music of another time. It should be marketed as pop." Amen.

JOIN THE KLIQUE — MCA recording group *Klique* is slated to join the cinema circle in a performance featured in the film *Penitentiary II*, the follow-up to the critically acclaimed film *Penitentiary*. The group is supposed to perform during a scene in the film, which is to begin shooting during October and is set for release during Easter Week. *Klique*, whose "Middle of A Slow Dance" single is currently #61 bullet on the *Cash Box* B/C singles chart, will also appear during the L.A. Street Scene slated for Oct. 9-10. The group will be opening a show for labelmate Lenny Williams on the KDAY-AM stage.

HOT CROSSOVER VINYL — "Take My Heart" by De-Lite/PolyGram artists *Kool and the Gang* (#82 bullet) and Stevie Woods' Cotillion/Atlantic single "Steal The Night" (#89 bullet) are the top B/C to pop crossovers on the *Cash Box* Top 100 Singles chart. The sole B/C to pop crossover on the *Cash Box* Top 200 Albums chart is "Show Time" by Cotillion/Atlantic recording group *Slave*, which debuted at #121 bullet.

AIRWAVES — Former Federal Communications Commissioner Tyrone Brown was recently named to the board of directors of Broadcast Capital Fund, Inc. (Broadcap), a non-profit capital funding arm of the National Assn. of Broadcasters. Brown served on the FCC panel from November 1977 to January 1981 under the administration of former President Jimmy Carter. . . In efforts to pull the public's coattails about the Voting Rights Act, L.A.'s KJLH and the Black Women's Forum are developing a support drive for extension of the act. The radio station has developed editorial support, public service airtime and other station resources.

michael martinez

CASH BOX TOP 100

October 10, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		10/3			10/3			10/3			
1	ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	1	14	33	AIMING AT YOUR HEART TEMPTATIONS (Gordy/Motown G 7208F)	33	9	67	CLASS (IS WHAT YOU GOT) THE REDDINGS (Believe In A Dream/CBS ZS5 02437)	67	7
2	WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	3	9	34	OH NO COMMODORES (Motown M 1527F)	54	3	68	ZULU THE OUIK (Pavillion/CBS ZS5 02455)	77	5
3	SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G 7205F)	2	11	35	IF THAT'LL MAKE YOU HAPPY GLADYS KNIGHT & THE PIPS (Columbia 18-02413)	35	9	69	IT WAS SO EASY STACY LATTISAW (Cotillion/Atlantic 46024)	78	3
4	NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	5	10	36	I LIKE IT CAMEO (Chocolate City/PolyGram CC 3227)	36	7	70	ANOTHER DAY WON'T MATTER BILLY OCEAN (Epic 14-02485)	70	4
5	WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746)	6	13	37	SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122)	42	6	71	NOTHIN' BUT A FOOL NATALIE COLE (Capitol P-A-5045)	87	2
6	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	4	17	38	TIME TO THINK ROCKIE ROBBINS (A&M 2355)	44	6	72	FUNKY SENSATION GWEN McRAE (Atlantic 3853)	80	6
7	JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)	7	16	39	PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165)	47	6	73	YOU GOT THE PAPERS (BUT I GOT THE MAN) JEAN KNIGHT & PREMIUM (Cotillion/Atlantic 46020)	46	7
8	LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	9	8	40	EVERYBODY'S BROKE HERBIE HANCOCK (Columbia 18-02404)	40	9	74	BLUE JEANS CHOCOLATE MILK (RCA PB-12335)	—	1
9	ON THE BEAT THE B.B.&Q. BAND (Capitol P-4993)	13	15	41	GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS (MCA 51148)	27	10	75	REGGAE ON BROADWAY BOB MARLEY (Cotillion/Atlantic 46023)	83	2
10	SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406)	11	10	42	A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Prelude PRL 8034)	24	11	76	FREEFALL (INTO LOVE) LENNY WILLIAMS (MCA 51179)	79	3
11	SWEAT (TIL YOU GET WET) BRICK (Bang/CBS ZS5 02246)	10	13	43	SECRETS BOBBY WOMACK (Beverly Glen 2000)	49	6	77	STEAL THE NIGHT STEVIE WOODS (Cotillion/Atlantic 46016)	85	2
12	I HEARD IT THROUGH THE GRAPEVINE (PART 1) ROGER (Warner Bros. WBS 49786)	16	8	44	IT SHOWS IN THE EYES ASHFORD & SIMPSON (Warner Bros. WBS 49805)	50	4	78	DON'T STOP THE MUSIC BITS & PIECES (Mango 109)	53	10
13	GET IT UP THE TIME (Warner Bros. WBS 49774)	15	8	45	DANCIN' FREE THE BROTHERS JOHNSON (A&M 2368)	51	5	79	I LOVE YOU MORE RENE & ANGELA (Capitol P-5010)	34	17
14	SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)	12	18	46	TAKE MY LOVE MELBA MOORE (EMI-America A-8092)	59	5	80	GOODBYE HIM, HELLO YOU BETTY WRIGHT (Epic 4-902521)	—	1
15	I'LL DO ANYTHING FOR YOU DENROY MORGAN (Becket BKA45-5)	14	16	47	LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	32	16	81	DISCO DREAM THE MEAN MACHINE (Sugar Hill SH-768)	89	2
16	I CAN'T LIVE WITHOUT YOUR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5 02462)	17	7	48	INSIDE YOU (PART 1) THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)	63	2	82	HANG ON IN THERE HAROLD MELVIN AND THE BLUE NOTES (MCA 51190)	—	1
17	SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F)	8	17	49	NIGHT GAMES STEPHANIE MILLS (20th Century-Fox/RCA TC-2506-AM-C)	38	8	83	JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191)	73	15
18	LOVE HAS COME AROUND DONALD BYRD AND 125TH STREET N.Y.C. (Elektra E-47168)	23	10	50	LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)	—	1	84	IT'S GONNA TAKE A MIRACLE TRUTH (Devaki/Mirus DK 4003)	84	4
19	BEFORE I LET GO MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031)	22	8	51	I'VE GOT TO LEARN TO SAY NO! RICHARD "DIMPLES" FIELDS (Boardwalk NB 7-11-124)	58	5	85	I'M SO GLAD I'M STANDING HERE TODAY CRUSADERS featuring JOE COCKER (MCA 51177)	—	1
20	WIKKA WRAP THE EVASIONS (SAM S-12339)	20	11	52	I'M IN LOVE EVELYN KING (RCA PB-12243)	26	17	86	SOMETHIN' THAT YOU DO TO ME (KEEPS TURNING ME ON) T LIFE (Arista AS 0623)	86	4
21	LET'S DANCE (MAKE YOUR BODY MOVE) WEST STREET MOB (Sugar Hill SH 763)	21	10	53	SHINE YOUR LIGHT THE GRAINGERS (BC 4009)	45	14	87	LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015)	31	19
22	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN and MICHAEL HENDERSON (Arista AS 0606)	19	15	54	LOVE DON'T LOVE NOBODY JEAN CARN (TSOP/CBS ZS5 02501)	64	3	88	HEART HEART GERALDINE HUNT (Prism PDS 412)	—	1
23	JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	29	8	55	JAMMIN' BIG GUITAR VAUGHAN MASON (Brunswick 55556)	55	9	89	SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	37	20
24	SNAP SHOT SLAVE (Cotillion/Atlantic 46022)	43	5	56	LET'S START II DANCE AGAIN BOHANNON featuring DR. PERRI JOHNSON (Phase II 4W9 02449)	65	5	90	SHAKEDOWN DREAM MACHINE (RCA PB-12289)	90	3
25	DO YOU LOVE ME? PATTI AUSTIN (Qwest/Warner Bros. OWE 49754)	30	10	57	WHO'S BEEN KISSING YOU? HOT CUISINE (Prelude PRL 8035)	57	8	91	96 TEARS THELMA HOUSTON (RCA PB-12285)	—	1
26	STAY AWAKE RONNIE LAWS (Liberty P-1424)	28	9	58	SOMETHING ABOUT YOU EBONEE WEBB (Capitol P-A-5044)	76	3	92	FUNKY SOUND (TEAR THE ROOF OFF) SEQUENCE (Sugar Hill SH-767)	92	2
27	TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)	48	2	59	JUST MY LUCK TYRONE DAVIS (Columbia 18-02269)	61	5	93	BABY NOT TONIGHT MADAGASCAR (Arista AS 0625)	—	1
28	HERE I AM DYNASTY (Solar/Elektra S-47932)	25	15	60	SATURDAY NIGHT BOBBY BROOM (GRP/Arista GS 2516)	60	7	94	KEY TO THE WORLD L.J. REYNOLDS (Capitol P-A-5035)	94	2
29	SHE GOT THE PAPERS (I GOT THE MAN) BARBARA MASON (WMOT WS9 02506)	41	7	61	MIDDLE OF A SLOW DANCE KLIQUE (MCA 51158)	69	4	95	I COULD WRITE A LOVE SONG MIGHTY FIRE (Elektra E-47199)	—	1
30	DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)	18	14	62	MEANT FOR YOU DEBRA LAWS (Elektra E-47198)	72	3	96	FUNTOWN U.S.A. RAFAEL CAMERON (Salsoul/RCA S7 2144)	52	16
31	THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)	39	6	63	WARM WEATHER PIECES OF A DREAM (Elektra E-47181)	71	5	97	FREEWAY PEACHES & HERB (Polydor/PolyGram PD 2178)	62	11
32	CONTROVERSY PRINCE (Warner Bros. WBS 49808)	56	3	64	LET'S GET CRACKIN' SHOCK (Fantasy 916)	74	4	98	BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526)	81	6
				65	NASTY DISPOSITION AURRA (Salsoul/RCA S7 2148)	68	4	99	SHE BELIEVES IN ME ROBERT WINTERS & FALL (Buddah/Arista BDA 628)	82	4
				66	INCH BY INCH THE STRIKERS (Prelude PRL-8033)	66	8	100	KOOL WHIP FATBACK (Spring/PolyGram SP 3020)	75	6

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

A Little Bit (Lynton Muir/Tycho — license pending)	42	Goodbye Him, Hello You (Dat Richfield Kat — BMI/-Dambit — ASCAP)	80	Kool Whip (Fired-Up — ASCAP)	100	She's A Bad Mama Jama (Jim/Edd — BMI)	6
Aiming At Your (Assorted (Admin. by Mighty Three) — BMI)	33	Hang On (Hal-Mel/Dayjoy/Ensign — BMI)	82	Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	47	Shine Your Light (Dahill — BMI)	53
Another Day (Blackwood/Zomba — BMI)	70	Heart Heart (Pabon/Torres — BMI/Prismatic — BMI)	88	Let's Dance (Funky P.O./At Home — ASCAP)	21	Silly (Rosebud — license pending)	10
Baby Not Tonight (Madagascar Music — ASCAP)	93	Here I Am (Spectrum VII/Silver Sounds — ASCAP)	28	Let's Get Crackin' (MacMan — ASCAP)	64	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	14
Backfired (Chic — BMI)	98	I Can't Live (Mighty Three — BMI)	16	Let's Groove (Sagglfire/Yougoulai — ASCAP)	50	Snap Shot (Cotillion/Evening Ladies — BMI)	24
Before I Let Go (Amazement — BMI)	19	I Could Write (Key Of G/Barley Lane — ASCAP)	95	Let's Start (Intersong/Bchannon/Phase II — ASCAP)	56	Snap Shot (Cotillion/Evening Ladies — BMI)	24
Blue Jeans (Cessess/Electric Apple/Le-Ha — BMI)	74	I Heard It (Ston Agate — BMI)	12	Love All! The Hurt (Irving/Lijesrika — BMI)	8	Somethin' That You Do (Mills And Mills/Six Continents/Think Fast — BMI)	86
Can't We Fall (ATV/Ivers — BMI)	22	I Like It (Better Days/Better Nights — ASCAP)	36	Love Don't Love (Mighty Three — BMI)	54	Something About You (Ebony Webb/Cessess — BMI)	58
Class (Dextotis/Band of Angels — BMI)	67	I Love You More (A La Mode/Arista — ASCAP)	79	Love Has Come (Blackbyrd — BMI)	18	Square Biz (Jobete — ASCAP)	17
Controversy (Ecnlrp — BMI)	32	If That'll Make (Nick-O-Val — ASCAP)	35	Love On A Two Way Street (Gambi — BMI)	87	Sweet (WB/Good High — ASCAP)	11
Dancin' Free (State Of The Arts/Kodi — ASCAP)	45	I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	15	Meant For You (Almo/Noa-Noa — ASCAP)	62	Take My Love (Duchess — BMI)	27
Disco Dream (Sugar Hill — BMI)	81	I'm In Love (Duchess — MCA)	52	Middle Of A Slow (FoxyGeorge — BMI)	91	Take My Heart (Delightful/Second Decade — BMI)	27
Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Intersong/Sigld — BMI)	30	I'm So Glad (Four Knights/Irving/S Blue Sky Rider — BMI)	85	Nasty Disposition (Luck Three/Red Aurra — BMI)	65	Take My Love (Duchess — BMI)	27
Do You Love Me? (Rodsongs (PRS) Admin. by Rndor (London)/Admin. in the U.S. & Canada by Almo — ASCAP)	25	Inch By Inch (Trumar/Strikers — BMI)	66	Never Too Much (Uncle Ronnie's — ASCAP)	4	Take My Love (Duchess — BMI)	27
Don't Stop (Total X — ASCAP)	78	Inside You (Aprill/Bovina — ASCAP)	48	Night Games (Cotillion — BMI)	49	This Kind Of Lovin' (Spectrum VII/ Silver Sounds — ASCAP)	31
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	1	It Shows (Nick-O-Val — ASCAP)	44	96 Tears (Abkco — BMI)	91	Time To Think (Rockie/Almo — ASCAP/Kershey — BMI)	38
Everybody's Broke (Hancock/Polo Grounds — BMI)	40	It Was So Easy (ATV — BMI)	69	Nothin' But A Fool (Chardax — BMI)	71	Warm Weather (Assorted — Admin. by Mighty Three — BMI)	63
Freefall (Len-Lon/Fat Jack the Second/Stay Attuned — BMI)	76	It's Gonna Take (Murios/Davahkee — ASCAP)	84	Oh No (Jobete & Commodores — ASCAP)	34	We're In This (Blackwood/Magic Castle — BMI)	5
Freeway (Bull Pen/Wah Watson — BMI)	97	I've Got To Learn (On The Boardwalk/Dat Richfield Kat/Songs Can Sing — ASCAP)	51	On The Beat (Little Macho (Admin. by Intersong) — ASCAP)	9	When She Was My (MCA — ASCAP)	2
Funky Sensation (Kenik — ASCAP)	72	Jammin' Big Guitar (Lena/Funky Feet — BMI)	55	Pull Fancy (Duchess/Perk's — BMI)	39	Who's Been Kissing (Subiddu B.V./April/Chappells/Roker/ATV-license pending)	57
Funky Sound (Mabiz/Ricks/Rightsong — BMI)	92	Just Be My Lady (Nineteen Eighty Five — BMI)	7	Reggae On Broadway (Cayman — ASCAP)	75	Wikka Wrap (Screen Gems/EMI — license pending)	20
Funtown U.S.A. (One To One — ASCAP)	96	Just My Luck (Content — BMI)	59	Saturday Night (Roaring Fork/Blue Sky — BMI)	60	You Got The Papers (Old New Orleans — BMI)	73
General Hospi-Tale (Sky's The Limit — SESAC)	41	Just Once (ATV/Mann and Well — BMI)	23	Secrets (Ashtray/Mi-Alma — license pending)	43	Zulu (ATV — BMI)	68
Get It Up (Tionna-license pending)	13	Just One Moment Away (Content — BMI)	83	Shake It Up Tonight (April — ASCAP)	89		
		Key To The World (Conquistador/Membership/Sugar Happy — ASCAP/SESAC)	94	Shakedown (Golden Touch — BMI)	90		
				She Believes In Me (Angel Wing — ASCAP)	99		
				She Don't Let (Fekaris — ASCAP/M&M — BMI)	37		
				She Got (Framingreg/Marc James — BMI)	29		

BLACK CONTEMPORARY

MOST ADDED SINGLES

- LET'S GROOVE — EARTH, WIND & FIRE — ARC/COLUMBIA**
WGCI, WBMX, WCIN, KDAY, KGFJ, WENZ, WWDM, WPAL, WDIA, WAOK, WTLC, WHRK, WILD, WSOK, WATV, WOKB, WGIV, WYLD-FM, WRKS, WGPR-FM, WAMO
- INSIDE YOU (PART 1) — THE ISLEY BROTHERS — T-NECK/CBS**
KDKO, WCIN, KDAY, WWRL, WLE, KGFJ, WPAL, WDIA, WRBD, WSOK, KSOL, WATV, WGIV, WYLD-FM, WJLB, WGPR-FM
- BLUE JEANS — CHOCOLATE MILK — RCA**
KDKO, WCIN, WEDR, WRAP, WENZ, KATZ, WTLC, WDAS-FM, KSOL, WGIV, KPRS, WDAO
- HANG ON IN THERE — HAROLD MELVIN AND THE BLUE NOTES — MCA**
WGCI, WWRL, WEDR, WPAL, WDAS-FM, WSOK, WOKB, WGIV
- OH NO — COMMODORES — MOTOWN**
WBMX, WDIA, WAOK, WTLC, KSOL, WRKS, WVVO
- SOMETHING ABOUT YOU — EBONEE WEBB — CAPITOL**
WCIN, WJMO, KATZ, WAOK, WTLC, WGIV, WDAO
- NOTHIN' BUT A FOOL — NATALIE COLE — CAPITOL**
WEDR, WLE, WENZ, WPAL, KATZ, WJLB
- HEART HEART — GERALDINE HUNT — PRISM**
WEDR, WRAP, WRBD, WGIV, WJLB, WRKS

MOST ADDED ALBUMS

- SHOW TIME — SLAVE — COTILLION/ATLANTIC**
WPAL, WLUM, WTLC, WILD, WATV, WOKB, WGIV, WWDM, WGCI, KDAY
- BEWARE! — BARRY WHITE — UNLIMITED GOLD/CBS**
WPAL, WAOK, WTLC, WSOK, WOKB, KDKO, WDAO
- STANDING TALL — CRUSADERS — MCA**
KATZ, WUFO, WDAS-FM, WOKB, KDKO, WBMX, WVEE

UP AND COMING

- ALL I WANT — TWENNYNINE WITH LENNY WHITE — ELEKTRA**
- IN THE NIGHT — CHERYL LYNN — COLUMBIA**
- WALL TO WALL — RENE & ANGELA — CAPITOL**
- IT'S YOUR NIGHT — RAY PARKER JR. & RAYDIO — ARISTA**
- DO IT AGAIN — PAULETTE REAVES — DASH**

BLACK RADIO HIGHLIGHTS

WVEE — ATLANTA — SCOTTY ANDREWS, PD — #1 — THE TIME

HOTS: D. Ross/L. Richie, D. Williams, Roger, L. Vandross, Four Tops, D. Morgan, Brick, T. Pendergrass, D. Laws, Evasions, A. Franklin/G. Benson, C. Carlton, T. Marie. ADDS: Zoom, D. Laws, Beystown Gang, B. Bland, K. Rogers, Bros. Johnson, One Way. LP ADDS: Crusaders, D. Byrd, M. Henderson, T. Pendergrass, P. LaBelle, C. Carter.

WAOK — ATLANTA — LARRY TINSLEY, PD

HOTS: N. Pointer, The Time, L. Vandross, Al Jarreau, P. Austin, H. Alpert, G. Knight, Dynasty, Four Tops, Afternoon Delights, Temptations, R. Laws, D. Williams, D. Valentin, B.B.&Q. Band, D. Ross/L. Richie, Evasions, Cameo. ADDS: Earth, Wind & Fire, Commodores, Ebonee Webb, J. Simon, J. Carn. LP ADDS: B. White, H. Hancock, R. Laws, R. Robbins, M. Henderson.

WATV — BIRMINGHAM — STAN GRAINGER, MD

HOTS: D. Ross/L. Richie, C. Carlton, Four Tops, L. Vandross, A. Franklin/G. Benson, B.B.&Q. Band, D. Morgan, Brick, Pointer Sisters, D. Williams, T. Pendergrass, S.O.S. Band, T. Marie, The Time, P. Hyman/M. Henderson, Roger, E. King, Rene & Angela, Evasions, R. Cameron, Maze, Dynasty, West Street Mob, Graingers, D. Byrd, P. Austin, S. Mills, R. Laws, J. Knight, B. Wright. ADDS: I. Hayes, Pieces Of A Dream, R. Fields, B. Ocean, Earth, Wind & Fire, Isley Bros., Emotions, Klique, B. Womack. LP ADDS: Slave, J. Jackson, S.O.S. Band, Four Tops, A. Franklin/G. Benson.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — V. MASON

JUMPS: 11 To 5 — Four Tops, 9 To 6 — D. Byrd, 10 To 7 — West Street Mob, 13 To 8 — B. Mason, 15 To 9 — Hot Cuisine, 21 To 13 — One Way, 20 To 17 — A. Franklin/G. Benson, 23 To 19 — S. Mills, 30 To 20 — Roger, 29 To 23 — Shock, 34 To 26 — The Time, 37 To 28 — Slave, HB To 31 — C. Mayfield, HB To 32 — Ebonee Webb, HB To 33 — J. Ross, Ex To 34 — Kool & The Gang, HB To 36 — Ashford & Simpson, HB To 40 — R. Robbins. ADDS: Earth, Wind & Fire, Central Line, Quick, S. Feva, Lenny White, R. Fields. LP ADDS: Slave, R. Laws, Hot Cuisine, R. Franklin.

WUFO — BUFFALO — DAVE MICHAELS, MD — #1 — D. ROSS/L. RICHIE

HOTS: Four Tops, Manhattans, The Time, Rene & Angela, Brick, A. Franklin/G. Benson, T. Pendergrass, L. Vandross, J. Carn, Al Jarreau, C. Mayfield, Maze, Tierra, R. Laws, H. Alpert, Pointer Sisters, Roger, Evasions, Q. Jones. ADDS: Crusaders, S. Lattisaw, I. Hayes, Paulette Reaves, Jeff Tyzik. LP ADDS: Roger, Emotions, Dream Machine, Crusaders, Rose Royce.

WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: Roger, Four Tops, A. Franklin/G. Benson, Whispers, Maze, S. Mills, Bohannon, The Time, Al Jarreau, D. Byrd, T. Pendergrass, R. Laws, Slave, S.O.S. Band, S. Robinson, P. Austin, Cameo. ADDS: Ebonee Webb, L. Jordan, Chocolate Milk, Isley Bros., Joe Simon, Mighty Fire, G. Hunt, H. Melvin, Gwen McCrae, Earth, Wind & Fire. LP ADDS: D. Byrd, Stylistics, Slave, N. Cole, Rahmlee Michael Davis.

WBMX — CHICAGO — LEE MICHAELS, PD

HOTS: Four Tops, Roger, L. Vandross, D. Ross/L. Richie, West Street Mob, The Time, Dazz Band, One Way, Slave, Pointer Sisters. ADDS: R. Fields, R. Flack, Tom Grant, Earth, Wind & Fire, Commodores, J. Walter Negro. LP ADDS: TTF, Dells, Chi Lites, Fuse 1, Crusaders, R. Franklin.

WGCI — CHICAGO — STEVE HARRIS, PD

HOTS: L. Vandross, Roger, D. Ross/L. Richie, One Way, Slave, Four Tops, The Time, C. Carlton, R. James, Pointer Sisters. ADDS: H. Melvin, Isley Bros., Cameo, L. White, Earth, Wind & Fire. LP ADDS: R. Laws, S. Turrentine, Slave, J. Jackson.

WCIN — CINCINNATI — MIKE ROBERTS, PD

HOTS: P. Austin, Whispers, Roger, R. Laws, A. Franklin/G. Benson, D. Byrd, Maze, B.B.&Q. Band, J. Carn, T. Pendergrass, L. Vandross, Four Tops, R. James. ADDS: Isley Bros., Earth, Wind & Fire, Central Line, Ebonee Webb, Chocolate Milk, Madagascar, One Way, D. Laws.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — FOUR TOPS

HOTS: C. Carlton, West Street Mob, A. Franklin/G. Benson, N. Straker Band, D. Morgan, B. Mason, R. James, D. Williams, L. Vandross. ADDS: Cotton Candy, Ebonee Webb, Dazz Band, Kool & The Gang, Shock.

KDKO — DENVER — BYRON PITTS, PD — #1 — C. CARLTON

HOTS: Four Tops, L. Vandross, Roger, The Time, Brick, Maze, Pointer Sisters, Raydio, D. Harry. ADDS: Chocolate Milk, Cameron, High Inergy, Capricorn, RJ's Latest Arrival, Mean Machine, R. Crawford, Isley Bros., Yates Bros. & Sisters, B. Bland, B. James. LP ADDS: T. Pendergrass, Crusaders, B. White.

WGPR-FM — DETROIT — JOE SPENCER, MD — #1 — THE TIME

HOTS: D. Morgan, N. Straker Band, P. Austin, R. Laws, Four Tops, D. Byrd, L.J. Reynolds, A. Franklin/G. Benson, Roger, Cameo, Brick, Maze, T. Pendergrass, Temptations, L. Vandross, Q. Jones, One Way, R. Robbins, Slave, Bohannon, Dazz Band, G. Knight, Bros. Johnson, E. Webb, S. Mills, M. Moore. ADDS: I. Hayes, S. Lattisaw, Earth, Wind & Fire, C. Lynn, Pointer Sisters, R. Cameron, E. Klugh, Jeff Tyzik, Rene & Angela, Lovesmith, Reddings, Isley Bros., Raydio, H. Alpert. LP ADDS: H. Hancock, Charles Veal, P. Austin, One Way.

WJLB — DETROIT — JOHN EDWARDS, MD — #1 — JERRY CARR

JUMPS: 8 To 4 — Maze, 11 To 7 — L. Vandross, 13 To 8 — A. Franklin/G. Benson, 17 To 10 — Roger, 18 To 11 — N. Straker Band, 15 To 12 — D. Byrd, 21 To 13 — Wrecking Crew, 19 To 14 — R. Laws, 24 To 15 — L.J. Reynolds, 26 To 16 — One Way, 25 To 17 — T. Pendergrass, 27 To 18 — Strikers, 28 To 19 — B. Ocean, 29 To 20 — Bros. Johnson, 30 To 21 — Four Tops, 31 To 22 — Kraftwerk, 32 To 23 — R. James, 33 To 24 — C. Mayfield, 35 To 25 — G. Knight, 37 To 26 — S. Lattisaw, 36 To 27 — P. Austin, 34 To 28 — S. Mills, 39 To 30 — Temptations, 40 To 31 — Commodores, LP To 32 — Prince, LP To 33 — Atlantic Starr, LP To 34 — M. Moore, LP To 35 — D. Laws, LP To 36 — Klique, LP To 37 — Bohannon, LP To 38 — Whispers, LP To 39 — B. Womack, LP To 40 — S. Brown. ADDS: Rene & Angela, T. Davis, Cameo, Kwick, 5 Special, Isley Bros., N. Cole, G. Hunt, Crusaders, Passport. LP ADDS: T. Pendergrass, L. Vandross, C. Mayfield, Wax, P. Austin, Jim Messina, Bang Gang, Temptations, N. Cole, K. Burke, S. Brown, S. Watanabe, D. Byrd, Reddings, K. Silver.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — WEST STREET MOB

JUMPS: 9 To 6 — L. Vandross, 10 To 7 — Peaches & Herb, 12 To 8 — P. Austin, 14 To 9 — Q. Jones, 21 To 10 — Slave, 30 To 22 — R. Fields, 29 To 23 — Midnite Star, 33 To 26 — L.J. Reynolds, 35 To 29 — Commodores, 43 To 33 — L. Jordan, 47 To 34 — S. Lattisaw, 50 To 39 — Dream Machine, Ex To 46 — J. Carn, Ex To 47 — D. Laws, Ex To 48 — N. Cole, Ex To 49 — L. Williams, HB To 50 — Ashford & Simpson. ADDS: K.I.D., Paulette Reaves, Isley Bros., Geraldine Hunt, Quick, Bros. Johnson, R. Laws. LP ADDS: Peaches & Herb, Pieces Of A Dream.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — R. JAMES

HOTS: D. Ross/L. Richie, Pointer Sisters, Brick, D. Morgan, Al Jarreau, J. Knight, T. Marie, L. Graham, T. Pendergrass, B.B.&Q. Band, C. Carlton, Roger, A. Franklin/G. Benson, The Time, L. Vandross, E.

King, Prince, Shalamar, One Way, Four Tops, B. Mason, C. Lynn, Commodores, P. Hyman, Rene & Angela. ADDS: D. Morgan, Prince.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — L. VANDROSS

HOTS: Al Jarreau, D. Morgan, B.B.&Q. Band, Four Tops, The Time, H. Hancock, D. Byrd, A. Franklin/G. Benson, Temptations, B. Womack, R. Laws, Roger, Whispers, Kool & The Gang, Prince, P. Austin. ADDS: Betty Wright, Isley Bros., M. Moore, Raydio, C. Mayfield, P. Preston/Syreeta, Earth, Wind & Fire. LP ADDS: Whispers, Slave.

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — L. VANDROSS

HOTS: D. Morgan, Brick, Evasions, R. Cameron, Al Jarreau, R. James, D. Ross/L. Richie, The Time, Cameo. ADDS: Earth, Wind & Fire, Roger, Klique, D. Laws, Isley Bros., T. Houston, S. Woods. LP ADDS: Sylvers.

WDIA — MEMPHIS — CARL CONNOR, PD

HOTS: Roger, D. Morgan, Four Tops, D. Ross/L. Richie, Ebonee Webb, The Time, Cameo, A. Franklin/G. Benson, Brick, R. James, L. Vandross, Earth, Wind & Fire, B.B.&Q. Band, Evasions, Cameo, S.O.S. Band, C. Carlton, D. Williams, B. Mason, Commodores. ADDS: C. Lynn, Commodores, Earth, Wind & Fire, Isley Bros., Raydio, R. Robbins, Slave, Whispers. LP ADDS: T. Pendergrass.

WHRK — MEMPHIS — SHARON SMITH, MD

HOTS: The Time, C. Carlton, Maze, A. Franklin/G. Benson, Brick, Four Tops, T. Pendergrass, D. Ross/L. Richie, Al Jarreau, R. James, Q. Jones, D. Morgan, D. Williams, Roger, L. Vandross. ADDS: Earth, Wind & Fire, Bee Gees, D. Ross/L. Richie. LP ADDS: H. Melvin, The Time, Chocolate Milk, Sheree Brown, Rene & Angela.

WEDR — MIAMI — GEORGE JONES, MD — #1 — L. VANDROSS

JUMPS: Ex To 20 — One Way, 30 To 19 — R. Laws, 29 To 18 — Peaches & Herb, 27 To 17 — L. Jordan, 26 To 16 — J.&M. Hill, 25 To 14 — C. Mayfield, 21 To 13 — Hot Cuisine, 24 To 11 — Roger, 23 To 10 — Four Tops, 20 To 9 — R. Fields, 13 To 8 — Graingers, 15 To 7 — R. James, 11 To 6 — Kleeer, 12 To 4 — West Street Mob, 9 To 3 — T. Marie. ADDS: N. Cole, Madagascar, Chocolate Milk, Pieces Of A Dream, Bang Gang, H. Melvin, G. Hunt. LP ADDS: T. Davis, P. LaBelle, L. Vandross.

WAWA — MILWAUKEE — JIMMY GOODTIME, MD — #1 — ROGER

HOTS: Al Jarreau, The Time, Brick, A. Franklin/G. Benson, L. Graham, R. James, T. Pendergrass, E. King, Slave. ADDS: Midnite Star, R. Fields, Temptations. LP ADDS: T. Davis.

WLUM — MILWAUKEE — BILLY YOUNG, PD

HOTS: Graingers, D. Morgan, Evasions, D. Ross/L. Richie, Slave, A. Franklin/G. Benson, C. Carlton, D. Laws, Four Tops, T. Pendergrass. ADDS: The Time, Dynasty, Cameron, Commodores, H. Alpert, Emotions, Earth, Wind & Fire, Kool & The Gang, S. Brown, Tavares. LP ADDS: Slave, Rene & Angela, B.B.&Q. Band.

WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — D. ROSS/L. RICHIE

HOTS: Al Jarreau, Four Tops, L. Vandross, P. Hyman/M. Henderson, A. Franklin/G. Benson, R. Laws, D. Williams, Q. Jones, Klique, G. Knight, T. Pendergrass, R. Robbins, B.B.&Q. Band, P. Austin, S. Robinson, S. Clarke/G. Duke, Maze, S. Mills. ADDS: Isley Bros., Mighty Fire, Crusaders, High Inergy, Kool & The Gang, Earth, Wind & Fire. LP ADDS: R. Laws, L. Vandross.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — L. VANDROSS

HOTS: C. Carlton, D. Ross/L. Richie, Hot Cuisine, J. Ross, Pointer Sisters, Al Jarreau, The Quick, Dynasty, D. Williams. ADDS: M. Moore, G. Hunt, Commodores, Conquest, Earth, Wind & Fire.

WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: Commodores, T. Pendergrass, Kool & The Gang, Four Tops, S. Lattisaw, S. Mills, R. Flack, B. James, M. Moore, Earth, Wind & Fire, Bros. Johnson, Ashford & Simpson, H. Hancock, R. Robbins, Slave, T. Life, D. Laws, Temptations, C. Mayfield. ADDS: Isley Bros., H. Melvin, Madagascar, L. White, Linda Jones, R. Fields, Whispers, Power, Crusaders, S. Feva. LP ADDS: R. Franklin, Tremaine Hawkins.

WRAP — NORFOLK — JIMMY WILLIAMS, PD

HOTS: R. James, Brick, L. Vandross, D. Williams, Al Jarreau, B.B.&Q. Band, Four Tops, D. Morgan, Commodores, T. Marie. ADDS: C. Mayfield, M. Moore, Kool & The Gang, Prince, N. Cole, S. Lattisaw, Atlantic Starr, Chocolate Milk, Cameron, Slave, G. Hunt. LP ADDS: T. Pendergrass, Roger, R. Laws.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — FOUR TOPS

HOTS: R. James, D. Ross/L. Richie, Brick, C. Carlton, The Time, West Street Mob, A. Franklin/G. Benson, Maze, T. Pendergrass, B. Mason, S. Mills. ADDS: Quick, Ashford & Simpson, H. Melvin, Earth, Wind & Fire. LP ADDS: B. White, Slave, Crusaders, C. Mayfield, H. Hancock.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — R. JAMES

HOTS: Al Jarreau, Four Tops, L. Vandross, West Street Mob, A. Franklin/G. Benson, Brick, D. Byrd, Slave, D. Ross/L. Richie, P. Austin, G. Knight, T. Pendergrass, R. Laws, Maze, Dynasty, S.O.S. Band, Q. Jones. ADDS: Chocolate Milk, Aurra, R. Cameron, The Time, Prince, Ashford & Simpson, H. Melvin, G. McCrae, L. White. LP ADDS: Crusaders, C. Carter.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — FOUR TOPS

JUMPS: 5 To 2 — Roger, 6 To 3 — L. Vandross, 10 To 4 — T. Pendergrass, 13 To 9 — B. Womack, 17 To 14 — D. Byrd, 27 To 18 — Maze, 33 To 19 — Pieces Of A Dream, 29 To 21 — B.B.&Q. Band, 30 To 22 — Mean Machine, HB To 29 — Earth, Wind & Fire, 30 To 27 — Klique, HB To 30 — Isley Bros., HB To 31 — Commodores, HB To 32 — Whispers, HB To 33 — West Street Mob, 39 To 35 — One Way, HB To 37 — J. Ross, HB To 39 — D. Laws. ADDS: N. Cole, Skool Boyz, Ebonee Webb, Chocolate Milk, L. White. LP ADDS: Crusaders.

KMJM — ST. LOUIS — STEVE WEED, PD — #1 — D. ROSS/L. RICHIE

HOTS: Pointer Sisters, Commodores, Four Tops, R. James, Roger, Shalamar, C. Carlton, Rene & Angela, A. Franklin/G. Benson, Brick, Bits & Pieces, P. Hyman/M. Henderson, T. Marie, D. Morgan, E. King, F. Smith, Al Jarreau, Evasions. ADDS: The Time, L. Vandross.

KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — L. VANDROSS

JUMPS: 8 To 4 — Roger, 14 To 6 — A. Franklin/G. Benson, 16 To 11 — T. Pendergrass, 20 To 12 — D. Byrd, 22 To 15 — Four Tops, 23 To 19 — Ashford & Simpson, 28 To 20 — Slave, 25 To 21 — M. Henderson, 26 To 23 — Q. Jones, 33 To 24 — C. Mayfield, 29 To 25 — Bros. Johnson, 30 To 26 — R. Laws, 35 To 27 — B. Broom, 31 To 28 — J. Jackson, 34 To 29 — Crusaders, 37 To 30 — Kool & The Gang, 41 To 31 — Rene & Angela, 40 To 32 — Prince, 38 To 33 — Strikers, 39 To 34 — T. Life, 42 To 36 — C. Lynn, 43 To 37 — Klique, 44 To 38 — Earth, Wind & Fire. ADDS: Commodores, Isley Bros., Chocolate Milk. LP ADDS: D. Byrd.

ON JAZZ

O.P. REMEMBERED — Were he still with us, bassist **Oscar Pettiford** would have been 59 years old last week. To mark the birthday of the bandleader/composer/stylist, pianist **Dick Katz**, who served for many years as Pettiford's sideman, arranger and band librarian, organized an all-star quartet to perform at New York's West End Cafe. Aside from the obvious gems like "Blues In The Closet," "Bohemia After Dark" and "Swingin' 'till the Girls Come Home," Katz unveiled several unrecorded Pettiford compositions that came into his hands during his tenure with the bassist's 13-piece band. "Dick was O.P.'s main man, carried his charts and worked out a lot of the arrangements that Pettiford never got to," said **Phil Schapp**, booking agent for the West End. "As the librarian for the band, he kept a



THE MEN WITH THE HORNE — Singer **Lena Horne**, presently appearing on Broadway in a feature show entitled *Lena Horne: The Lady and Her Music*, was recently joined backstage by **Quincy Jones** (l), who produced the soundtrack album of the show, and **Sherman Sneed** (r), Horne's manager.

lot of the tunes alive, and many of them were just never recorded. When we were talking about doing a program, we realized that people talk about O.P. as a bassist, but never as a composer. So Dick leaped at the idea of trying to change that." Aside from three sets of Pettiford originals, the band, featuring **Lee Konitz** on alto, **Rufus Reid** on bass and **Mel Lewis** on drums, performed a special set of Pettiford's favorite ballads. All in all, a fine birthday party.

FORTUNE SEEKERS — Since he's long been a favorite of ours, we were very happy to see alto man **Sonny Fortune's** name on several projects recently. As music coordinator for The Negro Ensemble Company's *Salute to Black Classics in Music and Dance* program being performed at New York's Theatre Four, Fortune has organized four "tribute" programs focusing on the music of **Duke Ellington**; **Charlie Parker** and **Dizzy Gillespie**; **Thelonious Monk**; and **Eubie Blake** and **Fats Waller**. Each program boasts an all-star band, with **Slide Hampton**, **Junior Cook**, **Frank Foster**, **Charlie Persip**, **Andy Bey**, **Billy Hart**, **Charlie Rouse**, **Clifford Jordan**, **Mike Longo** and **Eddie Gomez** among the participants. "I really saw the program as an opportunity for some acknowledged artists to come together and play a bit of music," said Fortune. The saxophonist has also been using his organizational talents to aid *Africare* and the Abyssinian Baptist Church in their benefit drive for East African refugees. A six-week concert series, held at the old Lafayette Theater at 138th St. and Adam Clayton Powell Blvd., was both a fund-raiser and a chance to direct public attention towards the plight of the refugees. "It's a very severe problem and not getting the proper attention in this country," remarked Fortune. And just in case these projects aren't enough to keep him busy, Fortune has been working as a featured soloist with the new **Nat Adderley Quintet**. Incidentally, that band was in New York last week to help open downtown's newest jazz club, *The Blue Note*.

ACTION IN THE BAY AREA — The San Francisco International Jazz Festival will kick-off Oct. 29 and run through Nov. 1. This year's line-up features the **Cecil Taylor Unit**, **Jack DeJohnette's Special Edition** with **Chico Freeman**, **Joe Henderson**, **Dave Brubeck**, **Chick Corea**, **Jessica Williams**, **Jon Hendricks**, **John McLaughlin**, **George Cables**, **Terumasa Hino**, **Eddie Palmieri** and **McCoy Tyner**. Incidentally, Palmieri has always credited Tyner with being his major influence as a pianist and rumors have been flying of late of an impending collaborative concert for the two. Although both are billed with their own bands, they are scheduled to perform the same night. Could this be it? If you're in the area, we urge you to take a chance. The festival will also be sponsoring jam sessions after the Friday and Saturday shows, two afternoon workshops at the Keystone Korner, a series of jazz outreach concerts in various parks featuring **Eddie Henderson**, **Ed Kelly** and **Bishop Norman Williams**, and a program of films from the collection of jazz film buff **David Chertok**.

MORE LIVE ACTION — The fall club scene in New York is shaping up to be a real killer as just a sampling of this week's shows will attest: **Betty Carter** and **George Coleman** on the same bill at the Bottom Line. . . **World Saxophone Quartet** at Seventh Avenue South. . . **George Adams** and **Don Pullen** at the Public Theater. . . and **Vic Dickenson**, **Kenny Davern**, **Eddie Barefield** and **Dick Wellstood** at NYU's Highlights in Jazz series. Incidentally, the father of 'em all, **Papa Jo Jones**, is still playing every Tuesday night at the West End. Jo, over 70 years old, has made a remarkable recovery from a long illness and is playing drums like he was 25. It's worth the stop just to take a gander at the audience, which usually includes about half of the drummers in New York looking like they've just seen God.

fred goodman

U.S. Jazz Community Claims Unfair Practices By Japanese Companies

(continued from page 12)

Aside from musicians, Tucker reports that Sound Ideas Studio in New York sued Ozawa and Pioneer Valley Arts in an attempt to get \$75,000 they reportedly were owed for recording time. "They won their case, but can't collect," said Tucker. Workman adds that since that time, representatives of the Japanese labels have continued to record albums in New Jersey and on the West Coast, simply sidestepping their problems in New York. "The audacity of the labels is just incredible," said Workman.

Musicians Vulnerable

Workman is also angered by the fact that musicians have made themselves so vulnerable. "Guys will still take it," he said. "It's incredible that we can be so hungry, with people making dates for a price you

wouldn't believe.

"We musicians don't talk about business with each other. We as artists are a society, and we're a society that doesn't read. The fact that we've done business on a handshake set the stage. We thought we were dealing on another level, but business is business. If anyone can't see that the handshake (agreement) has to change, they deserve to be ripped off.

"It's very clear after-the-fact what's happened. I've been walked out on, and these musicians have worked very hard and over-extended themselves, being baited with a portion and a promise. I attribute it to their eagerness to get things going. It went from one point to another, and now we're in a great amount of debt. It's a great price for that lesson. Now if we don't create some noise, we'll be responsible."

TOP 30 ALBUMS

		Weeks On Chart	10/3		Weeks On Chart	10/3	
1	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	1	8	16	CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504)	17	9
2	SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495)	4	5	17	MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526)	16	10
3	FREETIME SPYRO GYRA (MCA 5238)	3	6	18	SOLID GROUND RONNIE LAWS (Liberty LO-51087)	—	1
4	THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	2	12	19	FUSE 1 VARIOUS ARTISTS (CTI 9003)	14	9
5	LOVE BYRD DONALD BYRD & 125TH STREET, NYC (Elektra 5E-531)	10	3	20	BLUE TATOO PASSPORT (Atlantic SD 19304)	20	7
6	"RIT" LEE RITENOUR (Elektra 6E-331)	5	23	21	MAGIC MAN HERB ALPERT (A&M SP-3728)	21	8
7	AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	7	17	22	LA LEYENDA DE LA HORA (THE LEGEND OF THE HOUR) MCCOY TYNER (Columbia FC 37375)	—	1
8	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	6	24	23	ORANGE EXPRESS SADAO WATANABE (Polydor/PolyGram FC 37433)	25	3
9	HUSH JOHN KLEMMER (Elektra 5E-527)	9	18	24	CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327)	22	10
10	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	8	26	25	FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152)	18	19
11	APPLE JUICE TOM SCOTT (Columbia FC 37419)	12	14	26	PIECES OF A DREAM (Elektra 6E-350)	28	2
12	THE DUDE QUINCY JONES (A&M SP 3721)	11	27	27	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	24	48
13	LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL- STARS (GRP/Arista 5506)	13	11	28	PIED PIPER DAVE VALENTIN (GRP/Arista 5505)	19	11
14	REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	15	4	29	WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	29	13
15	TENDER TOGETHERNESS STANLEY TURRENTINE (Elektra 5E-534)	23	2	30	INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201)	26	9

JAZZ ALBUM PICKS



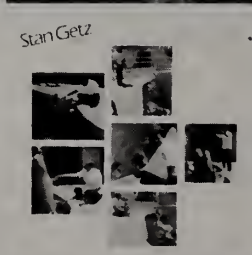
PANAMA FRANCIS and the SAVOY SULTANS, Vol. II — Panama Francis and the Savoy Sultans — Classic Jazz CJ 150 — Producer: Black & Blue — List: 7.98

This new release once again proves that the renaissance of the Savoy Sultans is more than a nostalgia trip. Although tenor man George Kelly is the only member of the original Harlem-based swing era unit, trumpeter Francis Williams and Ellington saxophonist Norris Turney are part of the reconstituted line-up providing a maximum of swing on numbers like Lucky Millander's "Shipyard Social Function" and Chick Webb's "Harlem Congo." Proof that good music never goes out of style.



RIVER JOURNEY — Bruce Forman — Muse MR 5251 — Producer: Richie Cole — List: 7.98

Although this is his second LP as a leader, guitarist Bruce Forman is still best known for his work in saxophonist Richie Cole's band. All that should change with this album, as Forman demonstrates he is a more than capable group leader and sensitive front man. The guitarist combines light touch with non-stop swing for a satisfying and well-rounded outing.



THE DOLPHIN — Stan Getz — Concord CJ-158 — Producer: Carl E. Jefferson — List: 8.98

Getz has always been a balladeer of considerable talents, and this LP finds him true to form. A capable rhythm section of pianist Lou Levy, drummer Victor Lewis and bassist Monty Budwig gives the saxophonist just the lift he needs to keep the date from wandering. "Joy Spring" and "The Night Has A Thousand Eyes" are medium-bounce vehicles, with the remainder an exercise in cool. A winner.



DRESSED LIKE AN EGG — Phillip Glass — Soho News Records SH 001 — Producers: Kurt Munkasci and Phillip Glass — List: 6.98 — EP

Glass is a composer/performer whose contrapuntal fragments dovetail nicely with some of the music being created by the jazz avant garde. Although he is best known for longer compositions, such as "Music in 12 Parts" or his opera "Einstein On the Beach," this EP offers two shorter selections. "Mad Rush" is a Glass solo performance, and "Dressed Like An Egg" features three segments from a longer work for keyboards and voices.

Weeks
On
Chart
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24TH ANNUAL

MONTEREY JAZZ FESTIVAL

PHOTO
HIGHLIGHTS
BY
MICHAEL MARTINEZ



Esther Marrow



James Cotton



Tito Puente and his Latin Percussion Sextet



Flora Purim



Etta James Band



John Lee Hooker



Batucaje Dancers



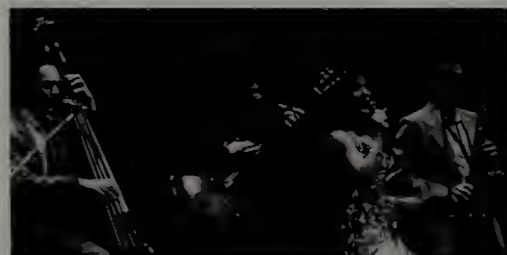
Batucaje Dancers



Monterey Jazz All Stars



Moacir Santos and Frlands



Bug Alley

SOUND VIEWS

WHV MOUNTS DALLAS OFFENSIVE TO SELL RENTAL-ONLY PROGRAM — Word has it that Warner Home Video president **Mort Fink** flew to Texas along with WHV's **Rand Blielmeister**, Warner/Elektra/Atlantic (WEA) Corp., distributors of WHV product, senior vice president, marketing, **Russ Bach** and WEA's **Dave Mount** to talk to reluctant dealers about WHV's rental-only program. WHV apparently has been having a hard time selling retailers on the idea and, according to published reports, very few dealers in Dallas, where WHV is initiating the program, have signed up. Those that have will pay \$8.25 for the first week of rental and decreasing amounts for each week thereafter (i.e. \$6.60 for the second, \$6.05 for the third, \$5.50 for the fourth, \$4.95 for the fifth

and \$4.40 for the sixth and succeeding weeks). Distributors, on the other hand, get a 20% break on the wholesale rate charged to retailers (i.e. during the first week, the rate is \$6.50, etc.). Whether some form of compromise with dealers, or a revision of the program, came about due to those meetings remains to be seen, however. WHV plans to spread out through all of Texas this month.

VIDEO SOFTWARE NOTES — RCA has acquired rights to 25 Columbia Pictures feature films for its SelectaVision VideoDisc system catalog. The agreement, made with new Columbia Pictures Pay-Cable and Home Entertainment Group president **Jonathan Dolgen**, is non-exclusive, since Columbia previously made similar deals for custom-pressing of the titles in the



TUTONE FILM — **Lorraine Newman**, of Saturday Night Live fame, helped out Columbia recording act **Tommy Tutone** by appearing in a 16mm, 8 minute film to promote the "Tommy Tutone-2" LP. Pictured are (l-r): Newman; **Mark Robinson**, Modern Prodxs.; and **Jim Keller** and **Tommy Heath**, Tommy Tutone.

Laservision and VHD formats. Among the initial titles going to RCA are *The China Syndrome*, *Midnight Express*, *And Justice For All*, *California Suite*, *Tess*, *Bridge On The River Kwai*, *Guns of Navarone*, *Cat Ballou*, *A Man For All Seasons*, *Easy Rider*, *The Eyes of Laura Mars*, *Brian's Song*, *Gilda*, *3 Stooges*, *Sinbad and The Eye of The Tiger* and *Born Free*. Future releases will include *Close Encounters of The Third Kind*, *The Deep*, *Stir Crazy* and *The Blue Lagoon*. It is expected that future releases from Columbia to RCA will be in stereo, to accommodate the second generation SelectaVision player unit.

VHD Programs, Inc. will add EMA Productions' video of the long-running Broadway musical *Eubie* to its catalog. *Eubie* features 24 songs by the 98-year old composer and is in stereo. Promark, a new company specializing in the marketing of product for home video and cable distribution, has signed its first licensing deal, with Warner Home Video, for *Gino Vannelli In Concert*. The company, headed by **David Levine**, president of Hot Vinyl Productions, and financier **Burton Horwitz**, is presently negotiating with recording acts **Chicago**, **Gloria Gaynor** and the **Neville Brothers** for future video productions. Ruggles Reber & Associates of southern California have produced a "high tech" audio/video performance project featuring Toronto's **Rob McConnell** and the **Boss Brass**, an acclaimed big band ensemble, in conjunction with the PBS Network, Oak Communication (for ON-TV) and Schulman Video Services, Inc. VHD Programs, Inc. has contracted to release the performance, although no date has been set. Ruggles Reber also produced live performances of jazz trombonist **Bill Watrous** and his **Refuge West Big Band** for VHD. Magnetic Video has been promoting its National Assn. of Recording Merchandisers (NARM) award winning titles throughout September, and will continue to do so this month, with the giveaway of a Twentieth Century-Fox T-Shirt for the purchase of any or all its four titles, including *M*A*S*H*, *The Sound of Music*, *African Queen* and *The Muppet Movie*.

CABLE BABBLE — The big news last week was maverick cable skipper **Ted Turner's** announcement that Warner/Amex Satellite Entertainment Corp. would be leasing space for his Cable News Network II, due to begin in January, on Satcom 1, as well as offering his Atlanta super-station, WTBS, to most Warner/Amex subscribers. In return, Warner/Amex takes over advertising sales for both Cable News Network and the forthcoming CNNII. Video do-it-yourselfers in the L.A. area, check off Nov. 6 & 7 on your calendar. That's when U.C.L.A. Extension runs another one of its workshops on "Public Access to Cable TV." Such topics as "California Cable: Promises, Perils and Prospects," "Municipal Ownership of Co-op Alternative," "The Santa Barbara Experience" and "Cable Communications Law and the Public Interest" will be covered. The workshop will be held 9-5 both days in 1246 Graduate School of Management, U.C.L.A. **Ellen Stern Harris** is coordinating. For info call (213) 825-0641. ATI Video's *Night Flight* on the USA Network enters its second season this month and the first month's fare, we can tell you, is eclectic and imaginative. Some of the music oriented offerings we might recommend are the *London Rock and Roll Show* Oct. 3 (with **Mick Jagger**, **Chuck Berry**, **Bo Diddley** and **Little Richard**); the Irish film *Shell Shock* Oct. 9, which explores Ireland's new rock and politics; **Neil Young's Journey Through The Past** on Oct. 10; **Fleetwood Mac** on its "Tusk" tour on Oct. 24; *Reggae Sunsplash*, a film of the annual event in Jamaica featuring performances by **Bob Marley & The Wailers**, **Peter Tosh**, **Third World** and **Burning Spear**, among others, on Oct. 23; and **Rod Stewart & The Faces** with special guest **Keith Richards** of the **Rolling Stones** in concert on Oct. 30. Also, catch *Piaf* on Oct. 10, 17 and 24. In addition, *Night Flight* will feature its regular *Take Off* interview segment every Friday and Saturday night and New Wave Theater, featuring unsigned acts (mostly from the L.A. area), on Fridays only. Non-musical offerings will include *Lenny Bruce Without Tears*, *Six Dreams* and *J-Ment Forever*, with **Proctor & Bergman** from *Firesign Theatre*. . . . Getty Oil, which you may recall was behind the ill-fated Premiere venture, is back in cable news. The company signed a letter of intent last month with ABC, Inc. to form a joint venture to develop a sports pay cable TV service. Operations are expected to begin in the spring of 1982 and plans call for the joint venture to offer a major sports presentation each month on a pay subscription basis via Getty's Entertainment and Sports Programming Network (ESPN).

. . . Following its successful *Journey* contest, Warner/Amex's MTV: The Music Channel plans to run a **Rolling Stones** contest Oct. 17-Nov. 19 in conjunction with the group, Jovan, sponsors of the band's U.S. tour, Atlantic Records and Polaroid. The grand prize winner, along with three friends, will be flown by MTV's private Lear jet to see the Stones

(continued on page 40)



LULU TO VIDEO, WITH LOVE — Alfa recording artist **Lulu** recently flew from London to Los Angeles to star in a video production, taped at the Harold Lloyd estate in Bel Air, in support of her current single, "I Could Never Miss You (More Than I Do)," and LP. The four song segment is for cable broadcast and subsidiary markets and was produced for International Home Entertainment (IHE). Pictured standing are (l-r): **Robert Levinson**, IHE president and executive producer; **Eve Joffe** and **Michelle Marx**, associate producers; and **Robert Lombard**, producer. Shown seated are (l-r): **Lulu** and **Bob Fead**, Alfa Records president.

Independent Publishers Mull Video Royalties Question At L.A. Luncheon

by Michael Glynn

LOS ANGELES — A program entitled "Videocassette and Videodisc Royalties" held by the Assn. of Independent Music Publishers (A.I.M.P.) here Sept. 23 raised many more questions than were answered over the continuing controversy surrounding publishing royalties for video. A panel consisting of **Ron Gertz**, founder of The Clearing House; **Jay S. Lowy**, president of the California Copyright Committee and vice president and general manager of Jobete Music; and **Harry Garfield**, former executive vice president of MCA Music and ex-president of Warner Bros. Music, discussed the various solutions publishers are posing to the question of music royalties for video productions, in addition to personal thoughts on the matter.

Gertz, a former employee of the Mary Williams Organization as well as a musician for many years, opened the panel comments. He noted that, through his experience with television producers, and particularly The Clearing House's work with *The Tonight Show*, "publishers are in much the same position as the network TV producer when synchronization rights exceed the per unit fee" for a composition's use. He also indicated that, in regards to existing product used for the home video market, song usage fees are "presently subject to interpretation of old synchronization rights laws."

Posing the rhetorical question "When does arbitration start?", Gertz stated that "some of the older licenses started at five to seven years after the initial exercise of rights," but added that he had seen "some provisions which are only requesting six months." He indicated that "from the producers point of view that is very difficult to accept", adding "we're not in any better position now to know what the fee should be" than in the past.

As far as concert product is concerned, he noted that "certain patterns have begun to arise, one of which has been a fixed or flat 6 to 8 cents fee per composition for each unit sold. He also pointed out that, in regards to rental, "publishers want to see what Warner's (rental-only) program will bring."

Again, taking the producers' position, he said that many producers "aren't used to buying (song) rights for licenses strictly for the U.S. and Canada." He pointed out that publishers should consider the issue of

worldwide rights carefully. He summed up his speech by echoing the feelings of most producers in saying that he'd like to see "a speedy and efficient system" of obtaining licensing rights in the near future.

Lowy opened his remarks by asking the audience "How many publishers here have seen a return for publishing from video in excess of \$15,000?" No one raised their hand, thus confirming to Lowy and the rest of the crowd that video is still such a new and uncharted area — and, as yet, not a profitable one for most independent publishers. He added that publishers are presently "flying blind" in the area of home video and, in many cases, "dangerously setting precedents for the future" by "moving in separate directions" while avoiding antitrust.

He indicated that overseas foreign publishers are already setting laws, while producers here are "keeping publishers apart." Briefly touching on the topics of broad rights, buy-outs and advances, he noted that a singular videogram license is "not a necessity." He finished up by saying that several lawsuits brought about by publishers are currently pending, and that the outcome of those suits may give publishers some idea of what direction to go.

As a former executive who worked within corporate entertainment conglomerates such as MCA and Warner Communications, Inc., it wasn't totally surprising that Garfield started his speech by saying he "took umbrage" with Lowy's remarks.

"You're cutting off your nose to spite your face by not allowing a song to go into a videocassette or disc," Garfield told publishers in the audience, "because you'd cut out TV fees and foreign rights in film

(continued on page 40)

VIDEXPO Home Video Seminar Panelists Set

NEW YORK — Panelists for the Home Video Seminar at Videxpo '81 have been selected. They are: **Harvey Seslowski**, president of National Video Clearinghouse; **John Sykes**, director of promotion of Warner Amex Satellite Entertainment Co.; **Seth Willinson**, vice president of programming, RCA Selectavision; and **John Ross-Bernard**, head of video for BBC Enterprises. The seminar is scheduled for 10 a.m., Nov. 2. The videxpo, the international video convention, takes place Nov. 1-5 at the Marriott Hotel in Fort Lauderdale, Fla.

INTERNATIONAL DATELINE

Argentina

Buenos Aires — Rock musician **Rick Wakeman** is the visitor of the week in Buenos Aires, with three appearances scheduled at the Luna Park and probably some television. PolyGram recently released his "1984," album and there has been strong promotion on FM radio around his visit.

French artist **Michel Sardou** is expected here soon to promote his album recently released by Tonodisc through ATC. As we have mentioned before, another strong name from France, **Richard Clayderman**, will be here once again next November.

The trip of TV actress and chanteuse **Leonor Benedetto** to the U.S. seems to be marking the start of a new export trend for local artists, following the sharp devaluation of the peso against the dollar that turned once again profitable these ventures. Benedetto has starred here in a successful soap opera, which is playing on about 100 Spanish-speaking TV stations in the U.S. and will probably head the cast of another one to be produced in the near future in Miami. There is an album recorded by her that is being released here and in other Latin countries, creating some excitement about the possibilities of this tour.

miguel smirnoff

Italy

MILAN — The Gondola d'Argento awards, which were held on Sept. 26 in Venice, were won this year by **Pupo** (Italian artist) and by the pop group **Spargo** (International artist). Both are Baby recording artists.

Atlas Records, the label created by **Sandro Coppola**, signed a distribution agreement with WEA Italiana, effective Oct. 1. Atlas was previously distributed by PolyGram.

CBS Dischi signed an agreement with Western International for the distribution of the Mastersound line (half speed mastered and digital recordings) through the high fidelity dealers. CBS will go on distributing the series in the record shops.

New born Five Records just released a single including the soundtrack from the TV series *Dallas*, which has been acquired for Italy by the Canale 5 network.

New experiences in the live concerts field in Italy: the **Pooh**, one of the major Italian pop groups, were called for the first show organized for the army by the Defense Dept. of the Italian government. Pooh's latest album, "Buona Fortuna," has just been released on CGD label. **mario de luigi**

Japan

TOKYO — Nippon Phonogram will spark its autumn sales season with a special campaign aimed at young adults. Through the campaign, the company will promote its "Digital Mastering Deluxe Package '82," a "greatest hits" series of nine two-disc sets.

Apollon Music Industries, one of the biggest prerecorded tape manufacturers in the country, will soon expand its business to records. The expansion has been scheduled for some time this month. "Our company has had a 14-year history of tape manufacturing," said **Misa Watanabe**, president of the firm. "We've been in the tape business since the company was first established; however, with the tendency towards diversification of needs by our customers, we will start in the record business as a measure to promote tape sales and the development of music resources."

Another tape manufacturer, Pony, will soon issue a "My Best" series by its top artists. The series will feature tapes of 20 songs each by the artists. Among the artists to be featured will be **Miyuki Nakajima**, **NSP**, **Hiroko Tanlyama**, **Hako Yamazaki**, **Masa Takagi**, **Shigeru Izumitani**, **Masako Mori**, **Bin Ito & Happy & Blue** and **Claude Chlarl**.

kozo otsuka

United Kingdom

LONDON — Following the surge of record companies formed independently and backed by little more than a song and a prayer (a trend that continues) comes a new label with more solid foundations. Spitfire Records, a by-product of an attempted takeover of the Sparta Florida Music Group by a consortium of European businessmen, will release its first product soon — a medley of reggae hits, including "The Tide Is High," "The Israelites," "Young, Gifted And Black" and "I Shot The Sheriff." Headed by Hal Shaper, founder of Sparta Florida Music, the new label is liberally financed by the European businessmen, with the headquarters located in London. The first publisher of such acts as the **Moody Blues**, **David Bowie** and **Desmond Dekker**, among others, Sparta Florida Music was the object of an acquisition move by the European businessmen, who offered Shaper 1.4 million pounds (\$2.5 million) and a position with the company. However, when it became obvious that the company would have to relocate to The Netherlands, Shaper dropped out of the negotiations. That was the end of the affair... or so Shaper thought. Apparently, the deal with Sparta Florida Music was so attractive to the European businessmen that they came back with another offer — to finance, as a co-venture, a new record label and entertainment company organized through the offices of Sparta Florida Music. The result was Spitfire Records.

The first Spitfire release, which will come in both 7" and 12" configurations, will feature many of the original artists doing the segments of their songs on the single. Shaper promises much more for the future, and to get the ball rolling, will sponsor a booth at this year's Musexpo. **paul bridge**

Second Quarter Sales Down

BPI Predicts 'Modest Recovery' For British Industry In 12-18 Months

by Paul Bridge

LONDON — A "modest recovery" can be expected in the record industry over the next 12-18 months, according to a study of second quarter sales released by the statistics committee of the British Phonographic Industry (BPI), the manufacturers' trade association in the United Kingdom.

In a letter to all member companies, BPI director general John Deacon also noted that for the time period covered by the statistics committee study (April-June), sales reached the lowest level in the current

EMI Int'l Conference Highlights '81 Success

LONDON — The size and international spread of the EMI Records organization is demonstrated not only by the existence of its International Conference as a separate entity from the domestic get together, but also by the contents of the conference. Director of international operations, Richard Lyttelton, who opened the conference, told delegates that EMI may well have no need of third party licenses since "there is more than enough product and creativity in our own companies."

The 60 delegates from 40 countries were told of the international success achieved in various territories by EMI artists. While touring South America earlier in the year, Queen occupied all Top 10 chart placings, Sheena Easton scored #1 in all three American charts and has sold upward of one million albums and four million singles worldwide.

The chosen theme for the conference was "Record Breakers" and was used as a hook for Lyttelton's definition of the music business. "Record Breaking" is the very essence of our business, he said, "for without breaking records, we can't establish artists. If we can't establish artists, we build no catalog for the future. With no catalog, we have no future, for our catalog is the very cornerstone upon which we can build our business."

The conference also heard of new signings Thomas Dolby, Bumble and the Beez, and Light Of The World. The need to help acts such as Duran Duran and Classix Nouveaux (who have product available and are currently touring various territories to promote their material) was also stressed. Finally EMI U.K. International sales manager Norman Bates highlighted the product available for export sales, including a box of Beatles EPs, the World Records range of nostalgia, classical and British Dance Band repertoire, plus the Shadows' first ever U.K. boxed set.

recession. The road to recovery would be tough, Deacon said, especially in light of the continuing problem of parallel imports from non-Common Market countries, but stabilization would definitely be possible in the long run.

"The recently announced increases in bank lending rates will cause some slight delay in the recapture of that part of the market which has been lost to parallel imports," he said. "Higher interest rates will of course strengthen the pound and make foreign-produced records and tapes a tempting proposition for U.K. traders."

However, Deacon added, "Not too much significance should be read into the dip in sales, and one quarter's sales should not be taken out of context. The underlying trend is still upward, and the apparent drop can be accounted for by the somewhat freakish figures recorded in the second quarter of 1980."

Deacon dismissed the cassette single as having any impact, with only 150,000 units having been delivered in the first half of the year. In the second quarter, they totalled only 58,000 units, bringing in 39,000 pounds (\$69,000) to the labels.

Surprising in view of the high levels of youth unemployment was the 9.2% increase in sales of single records to over 17.8 million units for the second quarter. Album sales on record dropped by 1.9% from the previous quarter to 11.2 million, and tape sales dropped by 9.2% to 5.2 million units.

However, there was a much greater drop in the value of album sales, perhaps due to the increasing competition in the retail marketplace and the increasing prevalence of the budget album. The value of album sales was down 4.1% to 24.9 million pounds (\$44.1 million); pre-recorded cassette sales were up by 4.6% in value to 11.2 million pounds (\$29.8 million).

Argentine Industry

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As for Argentine Music Industries, it has chosen to go with CBS at this time, joining the ranks of indies aligning themselves with the majors.

In the area of promotion, ATC, a national television network, remains the most powerful single outlet. The company has recently successfully expanded its concept to other Latin American countries, most notably Uruguay and Peru. The sharp decline in singles sales has forced everyone to concentrate on albums, and TV promotion remains a must, with television channels other than ATV joining the race and featuring plenty of record plugs in their programming.

INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s**
- 1 Los Ojos De Bette Davls — Kim Carnes — EMI
 - 2 Frente A Frente — Jeanette — RCA
 - 3 Todo Fuera Del Amor — Air Supply — Microfon
 - 4 Tu Me Prometiste Volver — Pimpinela — CBS
 - 5 Angel Of The Morning — Juice Newton — EMI
 - 6 Super Snooper — The Oceans — CBS/AMI
 - 7 Quieras Pasar La Noche — Village People — RCA
 - 8 Los Frenos — Kurtis Blow — PolyGram
 - 9 Hoy He Empezado A Quererte — Dyango — EMI
 - 10 Tu Voz — Pomada — RCA

- TOP TEN LPs**
- 1 Esencia Romantica — Los Panchos/M.M. Serra Lima — CBS
 - 2 Disco Non Stop — Non Stop Band — Interdisc/ATC
 - 3 Champions — various artists — PolyGram
 - 4 Tango — Placido Domingo — PolyGram
 - 5 La Historia De... — Sui Generis — Microfon/ATC
 - 6 Star Show Special — various artists — Interdisc/ATC
 - 7 Time — Electric Light Orchestra — CBS
 - 8 Pensar En Nada — Leon Gieco — Music Hall
 - 9 Parchis Vol. 3 — Los Parchis — Tonodisc/ATC
 - 10 Peperina — Seru Giran — Distribuidora Belgrano

—Prensario

Italy

- TOP TEN 45s**
- 1 On My Own — Nikka Costa — CGD
 - 2 Galeotto Fu Il Canotto — Renato Zero — Zerolandia/RCA
 - 3 Malinconia — Riccardo Fogli — CGD/Paradiso
 - 4 Enola Gay — Orchestral Manoeuvres in the Dark — Dindisc
 - 5 Donatella — Rettore — Ariston
 - 6 Hula Hoop — Plastic Bertrand — Durium
 - 7 In The Air Tonight — Phil Collins — WEA/Atlantic
 - 8 Canto Straniero — Marcella Bella — CBS
 - 9 Chi Ferma La Musica — Pooh — CGD
 - 10 Bette Davls Eyes — Kim Carnes — EMI

- TOP TEN LPs**
- 1 Strada Facendo — Claudio Baglioni — CBS
 - 2 Val Mo' — Pino Daniele — EMI
 - 3 Dalla — Lucio Dalla — Q-Disc/RCA
 - 4 Metropolis — Francesco Guccini — EMI
 - 5 Deus — Adriano Celentano — CGD/Clan
 - 6 La Grande Grotta — Alberto Fortis — Polydor
 - 7 Icaro — Renato Zero — Zerolandia/RCA
 - 8 Festivalbar '81 — Esecutori Vari — Ricordi
 - 9 Face Value — Phil Collins — WEA/Atlantic
 - 10 Making Movies — Dire Straits — Vertigo

—Musica E Dischi

Japan

- TOP TEN 45s**
- 1 High School Lullabye — Imokin Trio — For Life
 - 2 Mamotte Agetay! — Yumi Matsutaya — Toshiba EMI
 - 3 Moshimo Plano Ga Hiketanara — Toshiyuki Nishida — CBS/Sony
 - 4 Kanashimi 2 Young — Toshihiko Tawara — Canyon
 - 5 Memory Glass — Jun Horie — CBS/Sony
 - 6 Shiroki Parasol — Seiko Matsuda — CBS/Sony
 - 7 Michinoku Hitotabi — Joji Yamamoto — Canyon
 - 8 Shojo Ningyo — Tsukasa Ito — Japan Records
 - 9 Machibuse — Hitomi Ishikawa — Canyon
 - 10 Lonely Heart — Creation — Toshiba/EMI

- TOP TEN LPs**
- 1 Of Course 1978-1981 — Toshiba/EMI
 - 2 Blue Jeans Memory — soundtrack — RVC
 - 3 Stereo Talyozoku — Southern All Stars — Victor
 - 4 Billy's Barbeque — Arabesque — Victor
 - 5 Yazawa — Eikichi Yazawa — Warner/Pioneer
 - 6 A Long Vacation — Eichi Otaki — CBS/Sony
 - 7 Sunflow — Yasuko Agawa — Victor
 - 8 Ame No Hiwa Uchi Ni Ite — Kumiko Yamashita — Columbia
 - 9 Diary — Nahoko Kawayi — Columbia
 - 10 Garasu Doru — Jun Horie — CBS/Sony

—Cash Box of Japan

COIN MACHINE

GDI Enters Video Race With 'Red Alert'



'Red Alert'

CHICAGO — GDI, Inc., a subsidiary of Xcor International, has entered the video game market with the release of "Red Alert," a combat video game licensed from Irem Inc. of Osaka, Japan. GDI is noted primarily as a producer of slot machines and recently introduced a new line of microprocessor slot machines.

The new video was premiered at an open house, hosted by GDI at the Hilton O'Hare in Chicago with 22 distributing firms from various areas of the country represented. Bob Breither, marketing manager, assured everyone attending that "GDI is in the video amusement business to stay and will offer many new, interesting and profitable games for the trade in the near future."

Red Alert offers the "ultimate challenge for players, regardless of their skill rating," Breither said. The game theme has the player defending the principal cities of six different countries against the sneak attack of enemy "Strike Forces." The enemy is well equipped with such weapons as sonic jet fighters, attack helicopters with parachute bombs, a multiple independent re-entry vehicle and heavy night bombers, while the player's major defense mechanisms are rocket launchers and search lights.

International Landmarks

"In Red Alert, the players must use their skills to get high scores while they defend against the initial onslaught of bomb attacks on the Eiffel Tower of France in the time allotted, followed by a savage attack on New York's skyline and the Statue of Liberty," Breither explained. "Next, the player must preserve the ancient Coliseum in Italy from the deadly payloads of near invisible night bombers. As the intensity of the attack increases the strike forces seek to demolish Big Ben and the London Bridge. The beautiful scenic villages of West Germany is the enemy's next target and, finally, the player's defense efforts are turned to Japan and Mt. Fuji."

The play action becomes increasingly more challenging as the attack progresses from country to country.

Further information about the availability of the new model may be obtained by contacting GDI, 5945 N. Rogers Ave., Chicago, Ill. 60646.

UL Approval For Atari's 'Centipede'

SUNNYVALE — "Centipede," Atari's most recently introduced coin-operated video game, has received Underwriters Laboratory (UL) certification, according to an announcement from Atari, Inc. The factory reported that Atari is the first coin-operated games manufacturer to actively pursue and obtain UL approval for one of its video games.

The UL has been in existence for over 85 years and is well known throughout the world as an independent, non-profit and non-government related organization devoted to developing and enforcing product safety standards. Many cities currently require a UL listing for any consumer products entering the marketplace.

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Gottlieb's New 'Black Hole' Pinball Features Unique Two-Playfield Design

CHICAGO—"Black Hole" is the new two playfield, multiple ball pingame released by D. Gottlieb & Co., incorporating a design twist "never before seen in the industry," according to the factory. The game's second playfield, which is fully half the size of the main playfield, is not located above the normal playfield as has been the case with many recent games, but is located below the playfield, inside the game cabinet. The player views the Black Hole lower playfield through a blue-tinted plexiglass panel mounted in the upper playfield.

Players may enter the Black Hole at any time through the Gravity Tunnel and begin to accumulate bonus score, which is displayed on a playfield display; however, a shock is in store upon entry because the lower playfield's angle of play is the reverse of the upper playfield, so the player is actually shooting the ball back towards himself while in the Black Hole... for anti-gravity. This gives the player a spectrum of coordination and perception problems to cope with while learning how to play the game. In order to assure a safe re-entry to the upper playfield, the player must complete at least one of the lower drop target banks.

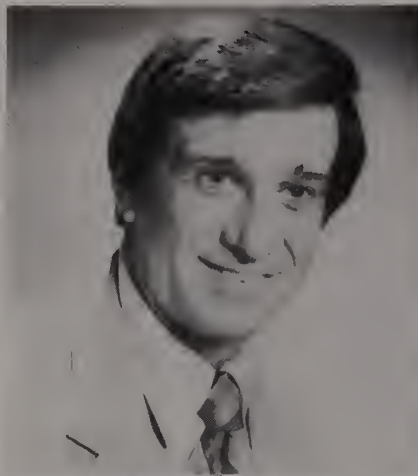
In addition to its revolutionary design, Black Hole features infinity backglass lighting, new lightbox animation, outer

space graphics and a speech/sound system, all of which are truly "out of this world," according to the factory.

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'Black Hole'



Anthony L. Trocano

Trocano Appointed VP, Operations At Stern Industries

CHICAGO — Anthony L. Trocano has been appointed vice president of operations of Stern Industries, Inc., parent company of Stern Electronics, Inc., the Chicago-based manufacturer of coin-operated amusement games and Seeburg jukeboxes.

In his new position, Trocano will coordinate and oversee general operations for all of Stern Industries' subsidiaries, including Universal Research Laboratories, Inc. (Elk Grove Village, Ill.); Stern Proper-

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AVMDA Holds Organizational Meet In Chicago

CHICAGO — The first major board of directors meeting of the Amusement and Vending Machine Distributors Assn. (AVMDA) was held Sept. 10 in Chicago. The agenda was organizational in nature and focused largely on the various membership services the association will be instituting and also re-emphasized AVMDA's intent to work in liaison with other industry organizations for the benefit of the coin machine industry as a whole.

Among the programs being initiated for association members will be a group health insurance plan, an industry statistical study, a freight re-classification program to help distributors obtain a better freight rate structure, a program to aid distributors in computerizing their operations and other projects. AVMDA will continue to maintain a close watch on legislative matters that would adversely affect the industry and exert whatever defense efforts are necessary in its behalf.

The Amusement and Vending Machine Distributors Assn. is a recently formed trade association comprised of distributors of coin-operated amusement games, video games, jukeboxes and vending machine equipment. Headquarters office is located in Chicago, with Edward G. Doris serving as executive director.

The association will hold a general mem-

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THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)
2. SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)
3. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
4. ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI America P-A-8093)
5. WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)
6. HE'S A LIAR BEE GEES (RSO/PolyGram RS 1066)
7. OH NO COMMODORES (Motown M 1527F)
8. PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)
9. YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008)
10. LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)

TOP NEW COUNTRY SINGLES

1. FANCY FREE OAK RIDGE BOYS (MCA-51169)
2. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
3. WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)
4. HEART ON THE MEND SYLVIA (RCA PB-12302)
5. MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504)
6. CHEATIN' IS STILL ON MY MIND CRISTY LANE (Liberty P-A-1432)
7. YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499)
8. BET YOUR HEART ON ME JOHNNY LEE (Asylum/Full Moon E-47215)
9. ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)
10. WHAT ARE WE DOIN' LONSOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)

TOP NEW B/C SINGLES

1. THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)
2. PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165)
3. SECRETS BOBBY WOMACK (Beverly Glen 2000)
4. IT SHOWS IN THE EYES ASHFORD & SIMPSON (Warner Bros. WBS 49805)
5. TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)
6. CONTROVERSY PRINCE (Warner Bros. WBS 49808)
7. LOVE DON'T LOVE NOBODY JEAN CARN (TSOP/CBS ZS5 02501)
8. INSIDE YOU (PART 1) THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)
9. TAKE MY LOVE MELBA MOORE (EMI America A-8092)
10. JUST MY LUCK TYRONE DAVIS (Columbia 18-02269)

TOP NEW A/C SINGLES

1. JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)
2. IT'S ALL I CAN DO ANNE MURRAY (Capitol P-A5023)
3. ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)
4. IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)
5. (WANT YOU) BACK IN MY LIFE AGAIN CARPENTERS (A&M 2370)

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COIN MACHINE

New Public Attitude Study On Vending Machine Services Announced By NAMA

CHICAGO — Americans drop more than 190,000 coins every minute into merchandise vending machines around the clock, according to the National Automatic Merchandising Assn. (NAMA), but no one has ever checked, on a nationwide basis, what the public thinks about the "silent salesman," the association noted.

A public attitude study on the subject is now underway, commissioned by NAMA, the national association of the \$13.9 billion industry.

"We have asked Social Research, Inc. of Chicago to research how people react to vending machines and they are now completing some 500 interviews," said NAMA president G. Richard Schreiber. Dr. Sidney Levy, professor at Northwestern University and director of psychological research at Social Research, Inc., is directing the project.

Schreiber said the results will be presented at the 1981 NAMA convention, to be held in Chicago Oct. 29 to Nov. 1.

"Preliminary in-depth personal interviews by Social Research already have

shown that people's feelings and reactions may be a lot more favorable than what our members might expect and the certainly vary from the 'kick-the-machine' or 'impersonal automat' concept sometimes described by feature article writers," said Schreiber.

After the nationwide telephone interviews with consumers are completed, the results will be tabulated by computer and interpreted by Social Research, Inc., specialists. Reactions from heavy and light users, different age, sex and geographic segments are some of the variables to be shown in the completed research.

After the NAMA convention presentation, all NAMA members will be furnished a complete report of the results, together with a model survey form which they can use to supplement the nationwide results with research in their own market area.

Presentations of the results will also be made at meetings of NAMA's affiliated state councils and before other groups, Schreiber said.



Walter Koch

Koch Bows Design Consulting Firm

CHICAGO — Walter Koch, a 25-year veteran in industrial design and graphics with Rowe International, Inc., recently opened his own design and graphics consulting firm with offices in New Jersey and Florida. Koch's experience runs the gamut from product design and advertising graphics and photography to business interiors; however, his firm, W.L. Koch Associates, will emphasize exhibit and industrial show development for trade show exhibitors, as well as human factor and cost studies for manufacturers, corporate image development and area treatment for operators.

Koch's list of credentials includes election to the Industrial Designers Society of America and a degree in Fine Art. He served on the President's Committee on Designing for the Handicapped and chaired the NAMA trade show advisory committee. He has won awards and design acknowledgement by *Industrial Design Magazine*, *Interiors Magazine*, *Appliance Manufacturers' Magazine*, 3-M Company and Readex, Inc. His avid interest in collecting and showing classic automobiles has netted him numerous first place trophies in national competition.

Koch may be contacted at 15 Seymour Street, Caldwell, NJ 07006.

AVMDA Holds Meeting

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bership meeting on Oct. 28, at the Hyatt Regency Hotel in downtown Chicago from 10:30 a.m. to 12:30 p.m. A hospitality suite will be hosted by AVMDA at the Conrad Hilton Hotel during the period of the AMOA convention (Oct. 29-31).

Gottlieb Releases 'Black Hole' Pin

(continued from page 36)

In commenting on the new game Marshall Caras, Gottlieb's vice president-marketing, noted that it also seems to have incorporated one feature from the real thing, and that is the infinite gravity in the area of the cashbox. "Black Hole is a truly once-in-a-lifetime piece in many ways, more than just its earning levels," Caras said. "Sure, it has been able to sustain earning levels on a par with any video game on the market today and that in itself is quite an achievement, but that's only part of the story. It has also convinced the industry that pinball is on the ascension.

"All pins ever really needed was some good creative design with the player in mind and lots of hard work," he continued. "I fully believe Black Hole will mark a turning point in the pinball industry similar to the boost 'Space Invaders' gave the video industry several years ago."

In conclusion Caras added, "To my knowledge, Black Hole is also the only pinball which has been able to sustain record earning levels while on 50 cent play. I hope distributors and operators alike have the wisdom and the faith in our judgement to put Black Hole out set at 50 cents. Our test reports prove it — and I invite any operator in America to call me at Gottlieb. I will give him the figures to prove it."

Black Hole is soon to be shipped to both domestic and foreign distributors.

Empire's Dugan Dies

CHICAGO — Richard (Dick) Dugan, general manager of the Empire Distributing, Inc. branch in Indianapolis, Ind. and newly promoted vice president of Empire, died on Sept. 20. He was 59 years old and had been suffering from cancer for the past several months.

Dugan had been associated with the amusement machine industry for eight years, seven of which were spent with the Empire organization. He previously worked as manager for Merz Engineering and served in a similar capacity with J & J Distributing, PR Mallory Co. and Progress Tool.

He attended Purdue University and graduated from the Indiana University School of Law in 1959, where he studied pre-law and law.

Word of his death came from Empire president Jerry Marcus who expressed the sorrow of Dugan's many friends and co-workers at Empire, "Our thoughts and prayers are with Dick's wife, Sandra, and their children Nancy, Beth Ann and Michael. He will always be remembered by all those whose lives he had touched."

Game Plan Bows 'King And Balloon'

CHICAGO — The latest four color video game from Game Plan, Inc. is called "King And Balloon," which combines pure fun with high technology. A king who speaks, a bowman (player) who shoots lasers, and balloons that capture kings are the main ingredients of the new game and all of the action, including audio, is in the software package. The hardware is the same as in other Game Plan units such as Tank Battalion.

As play begins, the player controls a cross-bowman who moves from left to right across the castle tower, shooting lasers at a squadron of 42 balloons that are attacking the castle. If one of the balloons captures the king, who is also on the castle tower, he disappears with a cry of "Help, help, save me" which is heard as well as visually projected on the screen.

Points are scored when the player shoots the balloon coming down, and more points are earned if the balloon is shot down when the king has been carried away. If the latter occurs, the king is seen on the screen coming back to the castle with a parachute umbrella saying, "Thank you." The faster the player rescues the king, the greater the score total; however, once the kings are gone, the game is over. If a balloon takes the king off the screen he utters, "Bye, bye."

For added challenge, multiple squadrons of 42 balloons keep attacking the castle in waves and as the player knocks out one squadron a new, faster



'King And Balloon'

moving squadron appears.

The audio, as part of the software and not a cassette or tape, is one of the key features of King and Balloon, the factory pointed out; and the fact that the screen contains the same message as the audio enables the operator to control the sound.

The game is also operator adjustable for one or two players, one or two coins and

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- OTHER _____

COIN MACHINE

CHICAGO CHATTER

With the introduction of its new electronic system on the hot selling "Qix" video game, Taito America is now formulating plans for the company's first major service school program, as we learned from marketing manager **Mike Von Kennel**. Former field service manager **Rene Lopez**, who was recently promoted to director of customer service, will coordinate the series which will be launched in October on a regional basis. Lopez and his staff, along with members of the engineering department, will take part in the program. As for "Qix," Mike couldn't rave enough about the tremendous impact of the new piece. Echoing the words of ops and players alike, he said that "it's 'addictive,' with a capital 'A'."

CHICAGO OPERATORS, who were quick to react to a recent proposal that would place age restrictions on arcade players, rose to the challenge once again and succeeded in exempting music and games ops from the 1% service tax imposed by Mayor Byrne to help bail out Chicago's transportation system. The tax went into effect Sept. 1 but by presenting their case at city hall, city ops were able to secure a favorable ruling — with one less tax to worry about.

"FOR THE FIRST TIME in Gottlieb's history, we are concurrently producing 'Black Hole' for both the European and American markets, because the demand is so great in this country we just couldn't wait," stated **Marshall Caras**, marketing vice president at D. Gottlieb & Co. He's referring, of course, to the factory's latest pinball game. He said the plant has upped production rates to its highest level in several years in order to keep pace with the overwhelming demand for Black Hole. It is presently outgrossing video games by a substantial margin, Marshall noted, and major arcade chains are clamoring for it. "It's a good feeling," he added, "after a slow period, to hear operators talking about buying pins in quantity numbers." The game to follow is now in development at Gottlieb — and looking great. "We expect to show a revolutionary, new product at the AMOA convention," he concluded, adding, "we're getting good vibes out here and feel that 1982 could be one of the best years in Gottlieb's history."

ON OCT. 6, at the Como Inn, in Chicago, World Wide Dist. and Taito America will be co-hosting a special showing of the "Qix" video game. Ops from Illinois and Michigan have been invited to attend, and a full house is expected — since, "the word is out that this is an exceptional money-maker, and an 'addictive' game," to quote World Wide's **Howie Freer**. The sample model in the distrib's showroom gets a daily work-out from ops, according to Howie. "Once they start playing it, they just can't tear themselves away."

EASTERN FLASHES

Alan Bruck, senior vice president at Banner Specialty Co., announced the addition of two major lines to the distrib's product roster — namely, Exidy and Nintendo. Banner will be representing these factories in its Philadelphia territory.

BIG DOINGS have been scheduled by Rowe-Dedham to herald the introduction of the new Rowe R-86 phonograph, as we learned from **John Margold**, music and games sales manager (northeast region), who's been making all of the arrangements. The bill of fare will include cocktails and a sit-down dinner at a Boston restaurant on Oct. 6 for a gathering of select jukebox customers; the presentation of the R-86 and the awarding of some outstanding prizes including a 1981 Ford Escort and four \$1000 cash "consolation prizes." The event will mark Rowe's second annual Music Operators Appreciation Dinner. John said the distrib enjoyed an excellent year in phono sales and is looking forward to a repeat performance with the R-86. "In terms of staying power, long-range profit and service, the jukebox is still the operator's best bet," according to John. The average number of service calls on a jukebox are about two a year, he said, and often the problem involves a bent coin and not the mechanism or anything more serious. Reliability is a key factor ops appreciate, he added, and the jukebox is still a main tool for securing a good location; not to mention how much a jukebox contributes to beverage sales in lounges and taverns — and bringing a new jukebox into a location is a good way to increase play pricing. These are just a few of the pluses John pointed out — stressing that more and more ops are climbing aboard the Rowe bandwagon.

ON THE SINGLES SCENE: **Ben Arrigo** of Glenn Productions in New York is promoting a new single as a "natural for jukebox play." It's by **Juliue LaRosa** and the sides are "To Find Our Children," which LaRosa performed on the **Jerry Lewis MS Telethon**; and "A Christmas Gift," which should get a lot of play around holiday time. For jukebox promo copies ops may contact Ben at Glenn Productions & Promotions, 157 W. 57th St., New York, NY 10019. The record is on the GP label.

ADMA Retains Attorney King

CHICAGO — The Amusement Device Manufacturers Assn. (ADMA) has appointed **Rufus King** as the association's Washington, D.C. counsel.

A partner in the law firm of King & Newmyer, King is well known for his legal expertise in connection with court and legislative matters involving the operation of coin-operated amusement games. Over the last 25 years his roster of clients has included many of the industry's most prestigious manufacturers.

The appointment of King is further evidence of the association's continuing efforts and positive course of action in behalf of the entire coin machine industry, according to ADMA.

The headquarters office of ADMA is located in suburban Chicago at 2300 E. Devon Ave., Des Plaines, Ill. where executive director **Paul Huebsch** maintains his base of operation.

Ohio Game Thefts Told

CHICAGO — The Ohio Music & Amusement Assn. issued a special bulletin alerting members to incidents of video game thefts in the area. The manner in which these thefts have reportedly taken place ranges from actual break-ins and removal of the games after business hours to individuals posing as repairmen and taking the games out, supposedly for service.

In an effort to protect members and also aid authorities in apprehending those individuals responsible for the thefts, OMAA designed a "Stolen Equipment I.D. Form," which has been distributed to operators. Instructions are to notate the name and manufacturer of each of the stolen games, along with the serial number and the date it was stolen, and submit the form to OMAA, keeping a duplicate copy on file.

'King And Balloon'

(continued from page 38)
one, two or three kings in play.

Game Plan is producing King And Balloon under a license agreement with Namco.



Tony DiStefano

Stern Expands Its Field Staff Taps DiStefano

CHICAGO — The appointment of **Tony DiStefano** to the newly expanded field service department at Stern Electronics, Inc. has been announced by **Tom Campbell**, director of marketing.

DiStefano comes to Stern from Williams Electronics, Inc. where he served as quality control supervisor. In his new position, he will conduct service schools nationwide for Stern's coin-operated amusement games division and assist in the administration of the company's toll-free service "hotline."

DiStefano resides on Chicago's Northwest Side.

UL Approval For Atari's 'Centipede'

(continued from page 36)

All aspects of the product are considered by UL as they relate to consumer safety including issues such as sharp corners or edges, electrical wiring, or glass objects appearing on or within a product. To ensure consistent quality and adherence to standards, a UL representative will periodically inspect the production procedures of any product given UL approval.

"Atari is concerned and devoted to producing consumer safe products," commented **Frank Ballouz**, the company's vice president of marketing for the Coin-Operated Games Division. "Therefore, we sought to gain approval of UL, because they are an independent, third-party organization with a reputation the consumer can count on. We look forward to proving Atari's high standard of quality by submitting all future games for UL approval and also hope to set an industry precedent."

Troceno Appointed

(continued from page 36)

Troceno comes to Stern from A.M. International, Inc. of Mt. Prospect, Ill., where he served as director of operations. He is a graduate of Kent State University with a degree in business.

Troceno resides in suburban Barrington, Ill. with his wife and daughter.

1981

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A.I.M.P. Mulls Issue Of Video Royalties

(continued from page 34)
properties."

The panel agreed that, at this point, no one has established who will be paying for costly arbitration on licensing rights for video. Attorney and publishing administrator **Martin Cohen** said that while everyone is wondering what exactly the rate should be, some publishers here have opted for a flat 6% of retail per each unit sold, pro-rated in terms of use, split among the number of publishers with each publisher holding a copyright for a song in a particular title. He noted that such a rate is currently in effect in England.

Lowy questioned how publishers, or producers, would differentiate between music used for underscoring or cues in a title or program. He wondered whether the rate might be different from that of songs used in concert films. **Garfield** noted that **PRS** has a formula for differentiating between background music and songs which play a larger part in a program, such as a concert film. He did add that the 6% rate is

presently "untenable and excessive to producers here" in the U.S.

Before calling for questions from the floor, moderator **Seymour Bricker,** attorney for **Kaplan** and **Livingston,** pointed out that supporters of the 6% flat rate "would have to live with the formula with no room for leeway" should it be instituted.

Cohen stated what seemed to be on everyone's mind — that is, that publishers need at least a "rule of thumb" and they presently don't have even that.

In closing, **Lowy** offered sage advice to the audience, saying that publishers should "realize the value of (their) copyrights" before making a decision on which direction to go.

"We want the song used but that's no reason to give up the catalog," said **Lowy.**

Crescent Music Moves

LOS ANGELES — The Crescent Music Group, including its five subsidiaries, recently moved to new offices at 463 S. Robertson Blvd., Beverly Hills, Calif. 90211. The new phone is (213) 275-7091.

SOUND VIEWS

(continued from page 34)

live in concert Dec. 5 at New Orleans' Superdome. They will also receive a complete set of Jovan products, a Sony Walkman II with Rolling Stones cassettes and a Polaroid Sun camera to document the event.

GHOST IN THE AUDIOPHILE MACHINERY — While the half-speed mastered audiophile version of **The Police's** superb new "Ghost In The Machine" LP is released here Oct. 4, over on the continent the European cassette version of the A&M digital recording will be offered on high-quality chromium dioxide tape. A&M Paris suggests that hi-fi buffs should position their tape select switch at "normal" EQ for optimum playback, however, and not in the chromium dioxide position.

OOPS! — In a segment of **SoundViews** entitled "Music Video Titles: Questions, Questions" (**Cash Box,** Sept. 26), we noted that **IF Productions** was "a company we are unfamiliar with and whose product we've yet to see carried in any home video outlet in the Los Angeles area." That, as we have learned, is because **IF Productions** operations in Cincinnati were shut down and its principals arrested by **FBI** agents June 24 of this year in the largest seizure of allegedly counterfeit videotapes on record with the **RIAA.** Thanks to the **RIAA's** **Stephen Traiman** for bringing this to our attention.

michael glynn

C'right Meet Hits Canadian, U.S. Laws

(continued from page 5)

tion of videocassette rental and legislation aimed at extending to copyright owners the right to determine what is done with their products when rented.

Lehman said off-the-air taping is not a significant issue before Congressional revision subcommittees, but said efforts by the book industry to block the repeal of a manufacturing clause in existing copyright legislation (which protects items only manufactured in the U.S.) likely won't be successful.

All week, the gathering heard that further amendments are to be necessary worldwide within a few years, as satellite technology enters the home communications market. In Canada, a federally-appointed private committee is to make its recommendations to cabinet by next May

for possible Copyright Act revisions.

Frank Keyes, director of copyright for the communications department, said existing legislation is clearly "not responsible" to the affected industries. But, like **Keon,** he indicated a wait-and-see attitude will have to be taken.

The **INTERGU** congress asked the Canadian government to impose at least "minimum" infringement protection, in line with other, less-industrialized, countries.

Doors' LP Gets Platinum

LOS ANGELES — The **Doors'** Elektra Records "Greatest Hits" album was recently certified platinum by the Recording Industry Assn. of America (RIAA), signifying sales exceeding one million copies.



NO MASI NO MASI — Capitol recording artists **Duran Duran** were recently in New York to perform at the **Ritz** in support of their self-titled debut album. Pictured standing at the studios of **WNEW-FM** are (l-r): **John Taylor** and **Nick Rhodes,** **Duran Duran;** **Richard Near,** **Jim Monaghan,** **Scott Muni** and **Meg Griffin,** **WNEW-FM;** **Roger Taylor,** **Duran Duran;** **Dave Morrill,** northeast regional promotion manager, **Capitol;** **Andy Taylor,** **Duran Duran;** **Arthur Field,** New York promotion manager, **Capitol;** and **Will Botwin,** **Side One Promotion.** Pictured kneeling are (l-r): **Simon Le Bon,** **Duran Duran;** and **Doreen D'Agostino,** press and artist relations coordinator, **East Coast, Capitol Records.**

MCA, Thirsty Ear Will Wage Joint College Campaign

LOS ANGELES — In conjunction with Thirsty Ear Prods., MCA Records is set to launch a major college marketing campaign for eight of its recording artists on 85-campuses spread around the nation.

Included in the campaign is an intensive publicity, promotion and marketing. Publicity will include print interviews as well as album reviews and radio interviews. Marketing tools include posters, stand-ups and cutouts, mobiles and flyers.

Radio interviews with each of the artists will be synched with print interviews and album reviews on each campus, while various displays will key-in on the release of the album and touring activity.

The eight LPs targeted in the campaign include "Free Time" by Spyro Gyra; "Standing Tall" by The Crusaders; "King Cool" by Donnie Iris; "Travellin' Light" by Tim Weisberg; the Iron City Houserockers' "Blood On The Bricks"; "This Is The Way" by the Rossington Collins Band; "Live Shots," with an additional EP, by Joe Ely; and "Give The People What They Want" by Jimmy Cliff.

Thirsty Ears will also be involved in the tracking of inventory and sales activity for each artist during this period.

Chellman, Twitty Golf, Tennis Tournament Set

NASHVILLE — The ninth annual Chuck Chellman/Georgia Twitty radio golf and tennis tournament has been scheduled for Oct. 15 at the Nashboro Village golf and tennis complex near the airport on Murfreesboro Road.

In the past, the event has attracted Charley Pride, Eddy Arnold, Merle Haggard, Charley Walker, Johnny Lee, Ernest Tubbs, Tom T. Hall, Marilyn Sellars and Meiba Montgomery, among others. A breakfast at the Hyatt Regency and a box lunch at the course will be provided by the sponsors, with all members of the radio and music industries invited to attend.

For further details call Chellman at (615) 327-7270.



ROSEY — Songwriter Amanda McBroom has signed a worldwide publishing agreement with Careers Music. McBroom recently won a Grammy nomination, Golden Globe and National Music Publishers Assn. awards for her song "The Rose." Pictured seated at the signing are (l-r): Gary George, McBroom's manager; and McBroom. Pictured standing are (l-r): Judy Stakee, assistant administrator; Tom Sturges, professional manager; Billy Meshel, president and chief operating officer of Arista/Interworld Publishing; Linda Blum, general professional manager; and Gary Mittman, professional manager.

Labels, Retailers Re-examining Role Of 45s In Current Market Climate

(continued from page 14)

why it wouldn't become the industry standard.

However, while he was personally supportive of singles as springboards to album sales, he was not as quick to defend them as profit makers.

"Album sales are a label's bread and butter," explained Bleiweiss. "Singles have long had the reputation as money losers and loss leaders, and I don't know if they are going to shake it with returns of 20-60%."

Columbia vice president of marketing Joe Mansfield, who discussed the possibility of cutting the price of singles in order to make them a more effective promotion tool at a recent CBS-FM national sales meet, was also concerned with the costliness of singles returns.

"The return handling of singles is extremely expensive. Even if you grind them,

you still have to count and handle them," he said.

Small Hole For Singles?

And when questioned about really going after the consumer with an album and actively promoting them, he replied "As long as there is Top 40 radio there will be singles to sell. But just dealing with the process of changing the spindle hole would create problems because it would cut the jukebox operator out. And we're not about to abandon them when they supply a great deal of our singles business."

Taking another stance on dealing with the consumer market was Russ Solomon, president of California's Tower Records chain. "I think it's time to go after the single like they do in Europe and Japan," Solomon said. "They should raise the price, use quality vinyl and packaging, convert to the smaller spindle hole and attack the 12" market more aggressively."

While Solomon didn't know if the conversion to the consumer market was economically feasible, he did mention he wished for the day when customers could get product they want at the price they can afford, and that manufacturers, at the same time, could make a profit.

The Tower Records president did report that he had seen an increase in single sales over the past few months, but not near as dramatic a rise as voiced in the East. He suggested that West Coast retailers might not be seeing the trend as clearly because, save for New York, the West's prices are lower than the East.

Alarmed By Increase

However, Barrie Bergman, president of the Record Bar chain based in Durham, N.C. was most alarmed by the rise in singles sales over the past few years.

"It's scary," said Bergman. "Our gross singles sales percentage for August of 1979 was 5%, in '80 it was 7.5%, and in '81 it was 10.7%. I'm very alarmed by the trend. If there's another elevation in LP list price without a commensurate hike in singles, it could be disastrous for our business."

Bergman went on to say that because singles have not kept pace with album prices, a customer can now walk into the store, buy five choice 45s and still not pay as much as he would for an LP. He added that the Record Bar has recently raised the price of singles from \$1.49 to \$1.69 just to keep up with the times.

"If singles keep escalating at the rate they are in comparison to album sales, and something isn't done about equalizing the price, we might not be around much longer," he said.

PBS To Televisive Four Performances From White House

LOS ANGELES — First Lady Nancy Reagan recently announced that a series of four White House concerts hosted by opera star Beverly Sills and titled *In Performance at the White House*, will be televised nationally on the Public Broadcasting Service (PBS) beginning Nov. 22.

The series, which is being jointly produced by PBS stations WETA/26 in Washington, D.C. and New York's WNET/Thirteen on grants from Archer Daniels Midland Company, J.C. Penney Company and Nabisco Brands, will feature performances by Sills, pianist Rudolf Serkin, country performer/composer Merle Haggard, and dancer Gene Kelly. The series executive producer is Peter Weinberg.

In Performance at the White House, which will be taped in the East Room of the Presidential home, will encompass a "mentor-protégé" theme, whereby each of the artists will introduce a young talent during the performance.

During the program's premiere, Serkin will appear with 18-year-old violinist Ida Levin; Sills will perform with a group of young singers on the second program; Haggard will play with 20-year-old fiddler Mark O'Connor. A young artist to appear with Kelly will be announced later.

The Sunday afternoon performances will be taped live then transmitted nationally that evening over the PBS network while being stereo simulcast on FM radio.

Bert Bogash Forms Main Street Records

NEW YORK — Main Street Records and Tapes, a new record company, has been formed in New York. The company's general manager is Bert Bogash.

In announcing the formation of the company, Bogash also reported that the label will be distributed exclusively by Capital Records.

Bogash was most recently president of Bert Bogash and Assoc., an independent marketing and public relations firm. Prior to that, he served in various executive capacities at Infinity and MCA Records in both New York and Los Angeles.

The company expects to release its first titles in October.

Main Street Records and Tapes will maintain offices in New York City and Northport, N.Y. Bogash will be based at the firm's New York City office at 360 Lexington Ave., 13th floor, New York, N.Y. 10017. The telephone number is (212) 557-2090.

Side One Marketing Bows New York Office

NEW YORK — Side One Creative Marketing, the Los Angeles-based progressive media promotion and retail marketing firm, has established a New York office. The address is 1775 Broadway, 7th floor, New York, NY 10019. The telephone is (212) 307-1015.

Side One co-founder Will Botwin has relocated to New York to head the office. Joining Botwin is Russ Rieger, who was recently named concert marketing director. His areas of responsibility will include arranging campus concert opportunities for artists represented by Side One on a marketing level. Rieger previously served as music director of WCDB at SUNY Albany.

Gold For Heavy Metal

LOS ANGELES — Full Moon/Asylum's two-disc soundtrack from the Columbia Pictures film *Heavy Metal* was recently certified gold by the Recording Industry Assn. of America (RIAA), signifying sales of more than 500,000 units.

EAST COASTINGS

(continued from page 12)

purpose of recording an LP. **Bad Company's** Mick Ralphs, Dale "Buffin" Griffin and Pete "Overend" Watts have reportedly given their thumbs-up to the project. . . **Eric Clapton** and **Jeff Beck** recently shared a stage during a "Secret Policeman's Ball" benefit gig for Amnesty International in London. No word as to whether the performance was recorded. Both, of course, came to prominence with the **Yardbirds** 15 years ago. Beck was Clapton's replacement in the group.

MUSEUM PIECE — Latest in a rash of attempts to preserve rock 'n' roll history through museums devoted to memorabilia (*East Coastings*, Sept. 12) is that of North Carolina's **John Ernsberger's** drive to build an International Rock & Roll Hall of Fame in his home town of Charlotte. Ernsberger hopes to raise the \$50-65 million needed to fund the project — which would include construction of a museum, 5,000 seat amphitheater and Hall of Fame for a 1984 opening date — via donations, memberships, worldwide benefit concerts and sales of T-shirts and other rock-oriented items.

ODDS 'N' SODS — **Peter, Paul and Mary** will commemorate the 20th anniversary of their starting to work together by reuniting for a stint at the Savoy Oct. 14-17. They'll record the shows for an LP. . . **Was (Not Was)**'s **Don Was** recently left the hospital where he was being treated for what was diagnosed as Legionnaire's Disease. Upon his release, Was joined "brother" David in rehearsals for the group's first tour. The Detroit-based duo is now in the midst of that tour, on which they're backed by a band that includes ex-**MC5** guitarist **Wayne Kramer**, **Carl Small** of the **Sweat Band** and a couple of former **Brides of Funkenstein**. . . **Robert Quine**, the innovative guitarist who's played behind **Richard Hell** for the past four years, reports that he'll be playing on the upcoming **Lou Reed** album, Lou's first since rejoining the RCA fold. Quine currently has a brilliant album of guitar duets with Raybeat **Jet Harris** out on **Lust/Unlust**. . . Another former Hell guitarist, **Ivan Julian** has just finished recording demos with his new band, **The Outsets**. . . **Chieftain Paddy Moloney** is featured on Uilleann pipes on the upcoming **Paul McCartney** album. The group is currently on a 12-date tour of the Northeastern U.S. . . After a falling out, **Carmine Appice** has left **Rod Stewart's** band to concentrate on his solo career. His replacement will be **Tony Brock**, late of the **Babys**. . . Drummer **Albert Bouchard** has split **Blue Oyster Cult**. His replacement is **Rick Downey**, a former roadie. . . **Greg Lake** will make his first solo tour of the U.S. in November. . . **Mel Brooks** has recorded a rap record. "It's Good to Be the King Rap, Parts 1 & 2" was recorded in London in collaboration with **Pete** ("18 With a Bullet") **Wingfield**. Thus far, there are no plans for U.S. release. . . Congrats to EMI E.C. A&R manager **Bob Currie** and MCA N.Y. sales co-ordinator **Jean Dragone**, who were married on Oct. 3. **dave schulps**

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