

BOX  
1993



Carol Hensel

# CASHBOX

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## THE DIRECTORY

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A COMPLETE SOURCE BOOK  
FOR THE MUSIC / RECORDING  
INDUSTRY.

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# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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## EDITORIAL A Call To Arms

One of the more interesting characteristics of our industry is its ability to rise to the occasion and shine the brightest in the worst of times. Musicians were on the cutting edge of the anti-war and civil rights movements of the '60s and more recently helped spread the word for the anti-nuclear cause; radio saved lives during the Mt. St. Helens crisis as it had done countless times before; and today, a host of concerned members of the music industry have come to the aid of the tragedy-stricken city of Atlanta.

The site of a sick series of murders of children and young adults over the past months, Atlanta has received its greatest outside support from members of our industry. Providing emotional solace through music and tangible support in the form of funds and publicity, members of the music industry should be

proud of their comrades who have made the commitment to the ending of such a tragic situation.

Everyone has contributed. Sammy Davis, Jr., Frank Sinatra and Burt Reynolds gathered for a special concert; CBS' LeBaron Taylor organized a special industry group to more efficiently raise funds and coordinate projects; and a list of artists too long to detail have contributed time, performances, money and anything else that was asked to keep the heat on.

Cash Box gives its most sincere respect to those who have joined to aid the city of Atlanta in its time of need. Music is the language of the emotions, of life, and all of those who realize that should all join together in outrage at the tragedy afflicting Atlanta. The music industry should not rest until the situation is resolved.

# NEWS HIGHLIGHTS

- Sony, Philips debut systems featuring 5" LPs (page 5).
- Attendance drop sparks concern at BMA Conference (page 5).
- Indie distribs encouraged by Boardwalk move; PolyGram's David Braun states case for branches (page 5).
- Smokey Robinson's "You Are Forever" and "Fantasy Girl" by .38 Special (new and developing artist) are the top Cash Box Singles Picks (page 11).
- The Moody Blues' "Long Distance Voyager" and "It Must Be Magic" by Teena Marie (new and developing artist) are the top Cash Box Album Picks (page 13).

## TOP POP DEBUTS

<b>SINGLES</b>	<b>68</b>	<b>GEMINI DREAM</b> — The Moody Blues — Threshold/PolyGram
<b>ALBUMS</b>	<b>39</b>	<b>THE FOX</b> — Elton John — Geffen

### POP SINGLE

**BETTE DAVIS EYES**  
Kim Carnes  
EMI-America

### B/C SINGLE

**WHAT CHA' GONNA DO FOR ME**  
Chaka Khan  
Warner Bros.

### COUNTRY SINGLE

**ELVIRA**  
The Oak Ridge Boys  
MCA

### JAZZ

**WINELIGHT**  
Grover Washington, Jr.  
Elektra

# NUMBER ONES



Kim Carnes

### POP ALBUM

**HI INFIDELITY**  
REO Speedwagon  
Epic

### B/C ALBUM

**STREET SONGS**  
Rick James  
Gordy/Motown

### COUNTRY ALBUM

**FEELS SO RIGHT**  
Alabama  
RCA

### GOSPEL

**THE HAWKINS FAMILY LIVE**  
Walter Hawkins  
Light

# CASH BOX TOP 100 SINGLES

June 6, 1981

	Weeks On Chart	5/30	Chart
1	BETTE DAVIS EYES	KIM CARNES (EMI-America 8077)	1 11
2	STARS ON 45 — MEDLEY	STARS ON 45 (Redlo Records/Atlantic RR 3810)	3 9
3	BEING WITH YOU	SMOKEY ROBINSON (Temple/Motown T54321)	2 16
4	SUKIYAKI	A TASTE OF HONEY (Capitol P-4953)	5 14
5	TAKE IT ON THE RUN	REO SPEEDWAGON (Epic 19-01054)	4 12
6	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	RAY PARKER, JR. & RAYDIO (Arista AS 0592)	10 14
7	ANGEL OF THE MORNING	JUICE NEWTON (Capitol 4976)	6 16
8	TOO MUCH TIME ON MY HANDS	STYX (A&M 2323)	8 12
9	ALL THOSE YEARS AGO	GEORGE HARRISON (Dark Horse/Werner Bros. DRC 49725)	14 3
10	HOW 'BOUT US	CHAMPAIGN (Columbia 11-11433)	11 17
11	I LOVE YOU	CLIMAX BLUES BAND (Werner Bros. WBS 49669)	12 17
12	LIVING INSIDE MYSELF	GINO VANNELLI (Arista AS 0588)	9 12
13	SWEETHEART	FRANKE & THE KNOCKOUTS (Millennium JH-11801)	13 14
14	AMERICA	NEIL DIAMOND (Capitol P-4994)	17 7
15	THIS LITTLE GIRL	GARY U.S. BONDS (EMI-America 8079)	16 7
16	WATCHING THE WHEELS	JOHN LENNON (Geffen GEF 49695)	7 11
17	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON (EMI-America 8071)	15 17
18	WHAT ARE WE DOIN' IN LOVE	DOTTIE WEST (Liberty 1404)	20 11
19	THE WAITING	TOM PETTY AND THE HEARTBREAKERS (Beckstreet/MCA BSR-51100)	21 6
20	I MISSED AGAIN	PHIL COLLINS (Atlantic 3790)	19 13
21	JESSIE'S GIRL	RICK SPRINGFIELD (RCA JH12201)	24 11
22	THE ONE THAT YOU LOVE	AIR SUPPLY (Arista AS 0604)	27 4
23	JUST THE TWO OF US	GROVER WASHINGTON, JR. (Elektra E-47103)	18 18
24	KISS ON MY LIST	DARYL HALL & JOHN OATES (RCA JH-12142)	22 20
25	YOU BETTER YOU BET	THE WHO (Werner Bros. WBS 49698)	23 12
26	WINNING	SANTANA (Columbia 11-01050)	32 9
27	YOU MAKE MY DREAMS	DARYL HALL & JOHN OATES (RCA PB-12217)	33 6
28	IS IT YOU	LEE RITENOUR (Elektra E-47124)	31 8
29	ELVIRA	THE OAK RIDGE BOYS (MCA-51084)	43 5
30	FIND YOUR WAY BACK	JEFFERSON STARSHIP (Grunt/RCA FB-1-2211)	29 10
31	STILL RIGHT HERE IN MY HEART	PURE PRAIRIE LEAGUE (Cesabence/PolyGram NB2332)	34 8
32	SOMEBODY'S KNOCKIN'	TERRI GIBBS (MCA-41309)	25 21
33	FOOL IN LOVE WITH YOU	JIM PHOTOGLO (20th Century-Fox/RCA TC-2487)	37 9

	Weeks On Chart	5/30	Chart
34	NOBODY WINS	ET. TON JOHN (Geffen GEF 49722)	39 5
35	AI NO CORRIDA	QUINCY JONES (A&M 2309)	30 9
36	SINCE I DON'T HAVE YOU	DON McLEAN (Millennium YB-11804)	28 9
37	GIVE A LITTLE BIT MORE	CLIFF RICHARD (EMI-America 8076)	40 7
38	SAY WHAT	JESSE WINCHESTER (Beersville BSS 49711)	41 8
39	SEVEN YEAR ACHE	ROSANNE CASH (Columbia 11-11426)	44 9
40	I LOVED 'EM EVERY ONE	T.G. SHEPPARD (Warner/Curb WBS-49690)	35 11
41	MODERN GIRL	SHEENA EASTON (EMI-America 8080)	48 5
42	TIME	THE ALAN PARSONS PROJECT (Arista AS 0598)	47 8
43	HEARTS	MARTY BALIN (EMI-America 8084)	55 3
44	SWEET BABY	STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	53 6
45	I CAN TAKE CARE OF MYSELF	BILLY & THE BEATERS (A&M ALF-7002)	49 7
46	BOY FROM NEW YORK CITY	MANHATTAN TRANSFER (RFC/Atlantic 3816)	56 3
47	LOVE YOU LIKE I NEVER LOVED YOU BEFORE	JOHN O'BANION (Elektra E-47125)	26 12
48	SAY YOU'LL BE MINE	CHRISTOPHER CROSS (Werner Bros. WBS 49705)	38 11
49	THEME FROM "GREATEST AMERICAN HERO"	JOEY SCARBURY (Elektra E-47147)	59 4
50	RAPTURE	BLONDIE (Chrysalis CHS 2485)	36 19
51	SHADDUP YOU FACE	JOE DOLCE (MCA-51053)	57 7
52	BLESSED ARE THE BELIEVERS	ANNE MURRAY (Capitol 4987)	46 11
53	AIN'T EVEN DONE WITH THE NIGHT	JOHN COUGAR (Rive/PolyGram R-207)	42 19
54	STRONGER THAN BEFORE	CAROLE BAYER SAGER (Boardwalk WS8 02054)	60 4
55	YOU LIKE ME DON'T YOU	JERMAINE JACKSON (Motown M 1503F)	58 7
56	A LIFE OF ILLUSION	JOE WALSH (Asylum E-47144)	64 3
57	TURN ME LOOSE	LOVERBOY (Columbia 11-11421)	54 18
58	WHAT CHA' GONNA DO FOR ME	CHAKA KHAN (Werner Bros. WBS 49692)	67 4
59	THE STROKE	BILLY SQUIER (Capitol P-5005)	62 4
60	HOLD ON LOOSELY	.38 SPECIAL (A&M 02316)	45 14
61	MAKE THAT MOVE	SHALAMAR (Soler/RCA YB-12192)	65 7
62	QUEEN OF HEARTS	JUICE NEWTON (Capitol P-4997)	77 2
63	TWO HEARTS	STEPHANIE MILLIS (20th Century/RCA TC-2492)	69 5
64	JONES VS. JONES	KOOL & THE GANG (De-Lite/PolyGram DE 813)	70 3
65	ALMOST SATURDAY NIGHT	DAVE EDMUNDS (Sven Song/Atlantic SS 7200)	74 4
66	LOVIN' THE NIGHT AWAY	THE DILLMAN BAND (RCA PB-12206)	73 4
67	ARC OF A DIVER	STEVE WINWOOD (Island IS 49726)	72 4

	Weeks On Chart	5/30	Chart
68	GEMINI DREAM	THE MOODY BLUES (Threshold/PolyGram TR601)	— 1
69	SLOW HAND	POINTER SISTERS (Planet/Elektra P-47929)	84 2
70	BROOKLYN GIRLS	ROBBIE DUPREE (Elektra E-47145)	78 3
71	SIGN OF THE GYPSY QUEEN	APRIL WINE (Capitol P-5001)	79 3
72	PROMISES	BARBRA STREISAND (Columbia 11-02065)	80 3
73	THE BREAKUP SONG (THEY DON'T WRITE 'EM)	GREG KIHN BAND (Beserkley/Elektra B-47149)	82 3
74	WHILE YOU SEE A CHANCE	STEVE WINWOOD (Island IS 49656)	51 18
75	MERCY, MERCY, MERCY	PHOEBE SNOW (Mirage/Atlantic WTG 3818)	75 5
76	GIVE IT TO ME BABY	RICK JAMES (Gordy/Motown G 7197 F1)	83 3
77	YEARNING FOR YOUR LOVE	GAP BAND (Mercury/PolyGram 76101)	81 3
78	IT'S NOW OR NEVER	JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)	85 2
79	ROCK AND ROLL DREAMS COME THROUGH	JIM STEINMAN (Epic/Cleveland Int'l. AE7 1232)	86 2
80	IT DIDN'T TAKE LONG	SPIDER (Dreamland/RSO DL 111)	87 2
81	IN THE AIR TONIGHT	PHIL COLLINS (Atlantic 3824)	88 2
82	YOU'RE SO EASY TO LOVE	TOMMY JAMES (Millennium YB-11802)	68 6
83	GOTTA GET AWAY	RANDY MEISNER (Epic 19-02059)	90 2
84	DOUBLE DUTCH BUS	FRANKIE SMITH (WMOT 4W85351)	93 2
85	FANTASY GIRL	.38 SPECIAL (A&M 02330)	— 1
86	WASN'T THAT A PARTY	THE ROVERS (Cleveland Int'l./CBS 19-51007)	71 16
87	RAIN IN MAY	MAX WERNER (Radio Records/Atlantic RR 3821)	76 4
88	COME TO ME	ARETHA FRANKLIN (Arista AS 0600)	89 2
89	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	52 19
90	HER TOWN TOO	JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)	50 13
91	JUST SO LONELY	GET WET (Boardwalk WS8 02018)	61 7
92	PARADISE	CHANGE (RFC/Atlantic 3809)	94 3
93	I CAN'T STAND IT	ERIC CLAPTON (RSO RS 1060)	62 15
94	DON'T STAND SO CLOSE TO ME	THE POLICE (A&M 2301)	63 18
95	I CAN'T SAY GOODBYE TO YOU	HELEN REDDY (MCA-51106)	96 3
96	ONE DAY IN YOUR LIFE	MICHAEL JACKSON (Motown M1512)	91 8
97	YOU REALLY GOT A HOLD ON ME	BILLY JOE ROYAL (Ket Family WS8 02074)	— 1
98	CELEBRATION	KOOL & THE GANG (De-Lite/PolyGram DE 807)	95 32
99	JUST BETWEEN YOU AND ME	APRIL WINE (Capitol 4975)	92 18
100	KEEP ON LOVING YOU	REO SPEEDWAGON (Epic 19-50963)	98 28

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

A Life Of Illusion (Rio Rey/Wow & Flutter — ASCAP)	56	Gotta Get Away (Nabreska/United Artist/Glasco — ASCAP/Moon & Stars/Cotillon — BMI)	83	Living Inside (Black Keys — BMI)	12	— BMI/Hidden Valley — ASCAP	54
A Woman Needs (Raydio — ASCAP)	6	Hearts (Mercury Shoes/Great Pyramid — BMI)	43	Love You Like I (Sixty-Ninth Street — BMI)	47	Sukiyaki (Beachwood — BMI)	4
Ai No Corrida (Heathwave/HG — ASCAP/Lazy Lizard — BMI)	35	Her Town Too (Country Road/Leedsheetland — BMI/Ico Age — ASCAP)	90	Lovin' The Night (Songs Of Manhattan Island/ZIB — BMI)	66	Sweet Baby (Mycenac — ASCAP)	44
Ain't Even Done (H.G., Inc. — ASCAP)	53	Hold On Loosely (Rocknocker/W.B./Eesy Acton — ASCAP)	60	Make That Move (Spectrum VII/MykInde — ASCAP)	61	Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP)	13
All Those Years (Gange — BMI)	9	How 'Bout Us (Dana Walden — license pending)	10	Mercy (Cotillon/Vonglo — BMI)	75	Take It On The Run (Buddy — BMI)	5
Almost Saturday (Greasy King — ASCAP)	65	I Can Take Care (WB/Vere Cruz — ASCAP)	45	Modern Girl (Unichappell — BMI)	41	The Breakup Song (Rye-Boy — ASCAP)	73
America (Stonebridge — ASCAP)	14	I Can't Say (Al Gal'ico — BMI)	95	Morning Train (Unichappell — BMI)	17	The One That You (Careers/Bestell Reynolds — BMI)	22
Angel Of The Morning (Blackwood — BMI)	7	I Can't Stand It (Stigwood/Unichappell — BMI)	93	Nobody Wins (Intersong — ASCAP)	34	The Stroke (Songs Of The Knight — BMI)	59
Arc Of A Diver (Island/Hudson Bay — BMI)	67	I Love You (C.B.B. — ASCAP)	11	One Day In Your Jobete — ASCAP	96	The Waiting (Gone Getor — ASCAP)	19
Being With You (Bertam — ASCAP)	3	I Loved 'Em (Tree — BMI)	40	Paradise (Little Macho — ASCAP)	48	Theme From "Greatest American Hero" (In Dispute)	49
Bette Davis Eyes (Plain & Simple/Donne Wells — ASCAP/BMI)	1	I Missed Again (Effectsound Ltd./Fun — ASCAP)	20	Promises (Stigwood/Unichappell — BMI)	72	This Little Girl (Bruce Springsteen — ASCAP)	15
Blessed Are (Chappell/Unichappell — ASCAP/BMI)	52	In The Air (Effectsound Ltd./Fun — ASCAP)	81	Queen Of Hearts (Drunk Monkey — ASCAP)	62	Time (Woolfsongs Ltd./Careers (Adm. By Irving — BMI)	42
Boy From New York (Trilo — BMI)	46	Is It You (Rit Of Habas — ASCAP)	28	Rain In May (Dayglo — ASCAP)	87	Too Much Time (Styglan (Adm. By Almo) — ASCAP)	8
Brooklyn Girls (Captain Crystal/Screen Gems-EMI — BMI)	70	It's Now Or (Gledys — ASCAP)	78	Rapture (Rare Blue/Monster Island — ASCAP)	50	Turn Me Loose (Blackwood/Deen Of Music — BMI)	57
Celebration (Delightful/Fresh Start — BMI)	98	Jessie's Girl (Robie Porter — BMI)	21	Rock And Roll (Neverland/Lost Boys — BMI)	79	Two Hearts (Frozen Butterfly — BMI)	63
Come To Me (Acoustic/Dobbins/Blue Book/Bittercreek — BMI)	88	Just Between (Northern Goody/Two-Tunes Ltd. — ASCAP — CAPAC)	99	Say What (Fourth Floor/Hot Kitchen — ASCAP)	38	Wasn't That A Party (United Artists — ASCAP)	86
Don't Stand (Virgln Adm. by Chappell — ASCAP)	94	Just So Lonely (Mervln Gerdens/Beachbell, Inc. — ASCAP)	91	Say You'll Be Mine (Pop n' Roll — ASCAP)	48	Watching The Wheels (Lenono — BMI)	16
Don't Stop (Total X — ASCAP)	89	Keep The Two (Antislé/Bleung — ASCAP)	23	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	39	What Are We Doin' (Chappell/Sellmeker — ASCAP)	18
Double Dutch (Wimot/Freshon/Supermarket BMI)	84	Just On Loving (Fete — ASCAP)	100	Shaddup You Face (Remix — BMI)	51	What Cha' Gonne (Average (Adm. by Ackee) Longcoq — ASCAP)	58
Elvira (Acuff-Rose — BMI)	29	Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI)	24	Sign Of The Gypsy (Irving — BMI)	71	While You See (Island/Irving/Blue Sky/Rider — BMI)	74
Fantasy Girl (Rocknocker/W.B./Eesy Acton — ASCAP)	85			Since I Don't (Bonny/eu/Southern — ASCAP)	36	Winning (Island — BMI)	26
Find Your Way Back (Lunetunes — BMI)	30			Slow Hand (Werner-Temarlano/Flying Dutchman/Sweet Harmony — BMI)	69	Yearning (Total Experience — BMI)	77
Fool In Love (Nearytunes — ASCAP/Fanfare/Nearytunes — BMI)	33			Somebody's Knockin' (Chrlin — ASCAP/Tri-Chappell — SESAC)	32	You Better You Bet (Tower Tunes — BMI)	25
Gemini Dream (W.B./MCA — ASCAP)	68			Stars On (Various Publishers — BMI/ASCAP)	2	You Like Me (Jobete — ASCAP)	55
Give A Little Bit (Paper Ltd. — PRS)	37			Still Right Here (Kentucky Wonder — BMI)	31	You Make My (Hot-Che/Six Continents — BMI)	27
Give It To Me (Jobete & Stone City — ASCAP)	76			Stronger Than (Unichappell/Begonie Melodies/Fedore		You Really Got (Jobete — ASCAP)	97
						You're So Easy (Big Teeth/Tommy James — BMI)	82

⊘ = Exceptionally heavy radio activity this week

⊘ = Exceptionally heavy sales activity this week



**ROAD RUNNIN THE RABBIT** — Eddie Rabbitt's current seven-month U.S. tour will be exclusively merchandised by Road Runner Tour Merchandising. In order to help increase Rabbitt's marketing visibility, the company has designed a special tour logo to be silk-screened on black T-shirts and jerseys as well as additional items such as a 20-page color concert book and souvenir caps. Pictured are (l-r): John Coulter, vice president and art director, Road Runner; Lyle Schatz, vice president and tour merchandise manager, Road Runner; Tina Robinson, associate manager of Scotti Brothers; and Stan Moress, Rabbitt's manager and president of Scotti Brothers artist management.

## Reduced Turnout At '81 BMA

by Aaron Fuchs

LOS ANGELES — Growing concern over dwindling industry participation cast a shadow over last week's Black Music Assn. (BMA) Conference here. Attendance of approximately 350 for the four-day gathering, held May 23-26 at the Century Plaza Hotel, was down significantly from 750 last year, and limited participation in scheduled activities by those present further dampened the proceedings.

There was no clear cut consensus among participants on the reasons for the limited turnout, which was especially disappointing since the BMA boasts a membership of more than 2,000. Concern over the reduced turnout and haphazard participation was expressed, however, in comments ranging from outright indictment of the BMA to sympathetic appraisals and constructive criticism.

Bruce Webb, of the Philadelphia-based Webb's Discount Store, laid the blame

**Additional BMA coverage appears on pages 6, 8, 19 and 33.**

squarely on the shoulders of the BMA. He termed the organization "a bourgeois fraternity" that is "not in touch with the needs of the small black professional." He also castigated the BMA staff for not suf-

## New Vid Products Highlight Opening Of Summer CES

by Michael Glynn

CHICAGO — A record contingent of international visitors is among the more than 55,000 attendees for the 1981 Summer Consumer Electronics Show (CES) currently underway. Several significant video cassette and disc product introductions, both in hardware and software, are again among the highlights of the show, which runs to June 3.

While new capacitance-based videodisc player models continue to proliferate, with Sanyo bowing its first system (model VDR3000) and Toshiba presenting a "stereo ready" version in the same format with remote capabilities here, the LaserVision (LV) and video high density (VHD) camps will be more modestly represented. Magnavox is previewing a remote controlled disc player with infrared receiver for under \$770, but Pioneer has opted not to debut a new optical system at this point. And Toshiba will probably be the only company to bow a new VHD player model.

(continued on page 15)

ficiently publicizing the convention ("There were local retailers who didn't know about it") and not effectively giving feedback to the board of directors.

A different attitude was expressed by a producer who felt that it was the business itself, rather than the BMA, that was to blame. "People are so afraid," said the producer who asked not to be identified, "that they've forgotten about the basics. It is unbelievable to me that there are so few artists and promotion men here selling themselves. Remember, too, conventions are among the first expenditures to go in record company budget cuts."

A more moderate position was expressed by keynote speaker Jerry Butler. Butler, who said he considered himself among those "who have not been satisfied with what the BMA has done to date," went on to liken the three-year-old organization to a baby to whom "we should reach out and embrace..." and from whom "we should expect a lot... and give a lot."

Nevertheless, in spite of the undercurrent of concern over the turnout, the conference featured a series of hard-hitting panel discussions on marketing, career development and the new opportunities presented by video and the use of sophisticated satellite delivery systems for radio.

In his speech on World-American-Black Communications, moderator George Ware, director of programs and special projects for the BMA, warned manufac-

(continued on page 14)

## Sony, Philips Premiere New Compact Audio Disc Systems

by Dave Schulps

NEW YORK — Sony Corp. and North American Philips Corp. jointly demonstrated prototypes of their compatible Compact Disc Digital Audio System (CD) hardware here last week. At the same time, Harvey Schein, president and chief executive officer of PolyGram, Inc., said that in 1983 his company will import the software — which will debut in Japan and Europe in the fall of next year — to America. Thus far, PolyGram and CBS/Sony of Japan have announced that they will release their repertoire on the compact disc system.

In his prepared remarks, Frank L. Randall, Jr., vice chairman, North American Philips Corp., summarized the most important characteristics of the laser-read system as: superior sound reproduction; insensitivity to dust and scratches; no wear and tear on the disc or pick-up; a mini-sized player and a pocket-sized disc 4 3/4" in diameter; a playing time of 60 minutes on two channels on one side of the disc; and the ability to store additional information, such as the length and number of the track, within the disc for possible reproduction through the hardware units.

Unlike traditional records, compact discs contain no grooves. The signal is read by the player as a series of pits on a layer of microscopic pits.

"I would like to emphasize that the Compact Disc System consists of three elements," Randall said, "the player, the disc and the program. It is evident that the compact disc can only be introduced if the availability of the other two elements of the system is assured. As we have seen in other fields, the pace of market development will be set by the availability of large numbers of discs for consumer purchases."

According to PolyGram's Schein, his company will begin producing the compact discs, which will be marketed in 5" square miniature LP sleeves in "several countries in Europe in 1982." These will be imported to the U.S. starting in 1983 in the same manner as PolyGram currently imports its Deutsche Grammophon and Philips classical lines until there is sufficient hardware sold here to warrant American pressings. Schein claimed that until then, importing "will be easier and less expensive."

In the question and answer period that followed the presentation, Randall was questioned about when mass production of hardware would begin in this country. "We intend to introduce the hardware here after it has been introduced in the rest of the world," he said. The price of CD players, he added, would be competitive with high quality conventional hi-fi record players

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## Independent Versus Branch Distribution: Two Viewpoints

### Indies Optimistic In Wake Of Bogart Move

by Richard Imamura

LOS ANGELES — Independent distributors have adopted a generally upbeat mood in the wake of the recent move by Boardwalk Records from the CBS branch system to the indies. Seeing the possibility of a new trend back to independent distribution for the near future, many indies believe the Boardwalk switch may provide the spark needed to get the momentum going.

"(Boardwalk president Neil) Bogart is a mover, but branch distribution doesn't know how to move," says Harvey Korman, co-owner of Cleveland-based Piks Corp., one of the distributors that picked up the Boardwalk account "It's a great thing that's happened to independent distributors. I

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### PolyGram's Braun Is Bullish On Branches

by Marc Ceter

LOS ANGELES — Despite recent gains made by independent distributors (see accompanying story), PolyGram Records president David Braun still believes that branch distribution is the only way to go. "I'm convinced you can't run a record company without the branch system," Braun said last week at a meeting of the California Copyright Conference.

With newly streamlined operations and responsible financial policies, major label branch distribution is the most effective way to sell records, according to Braun. "The business is so complicated and so difficult that unless you have your own people out in the field, I don't think you have a snowball's chance in hell of making it," he said.

Braun's remarks were made in a speech entitled "Streamlining The Majors And The Proliferation Of Custom Labels" delivered at the May 26 dinner meeting of the Calif. Copyright Conference at Sportsmen's Lodge here.

#### Advances With Interest

One of Braun's most significant changes in credit policies as the seven-month chief operating officer at PolyGram is his new practice of charging interest on extra-contractual monies that are requested.

"You'll get your advance," he said, "but if you come at me for tour support or advances on your royalties, I'm going to charge you 2% over the prime interest rate."

"The movie business was much sharper than we were," continued Braun. "Every nickel you get to produce a movie bears interest from the word go. The record people give millions of dollars away free and I've never understood that insanity. The interest charge slowed down requests for money

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**MOVING FAST** — Only able to spend 10 minutes cooling out and changing for its next show at L.A.'s Country Club, EMI America recording group Fast Fonataine had to make post-haste saying hello to friends, label and radio staffers. Pictured during the quick reprieve are (l-r): Bob Singer, national sales director, EMIA/Liberty; Harriet Brand, international Capitol/EMIA/Liberty; Gary Gersh, director of A&R, EMIA/Liberty; John Hey, local album promotion manager, EMIA/Liberty; Erik Dalton of the group; Dick Williams, vice president of promotion, EMIA/Liberty; Ted Ferguson, KWST; Fontaine Brown of the group; Joe Petrone, vice president of marketing, EMIA/Liberty; Gary Johnson, Doug Matthews and Dan Rothchild of the group; Paul Rothchild, producer; and Don Grierson, vice president of A&R, EMIA/Liberty.

# Endorsement By Stars Causes Headaches At Country Radio

by Jennifer Bohler

NASHVILLE — Artist endorsement of radio stations or association with a particular one in a given market is causing a disturbance among some country program directors, who complain that alliance with one station is damaging not only to the others in the market, but to the act as well.

A few years ago, when there was only one country station in most markets, endorsement of a station through radio promos was no problem since the artist was essentially plugging country music over pop, rock and other formats. But now, with the proliferation of country radio stations, it is not unusual to find two or more in a market competing for listeners; and, according to some PDs, it has reached the point where artists are endorsing one country station over another in the same market.

An example of what artist association or alliance can do occurred recently with WLUP/Chicago and Backstreet/MCA recording artist Tom Petty (*Cash Box*, May 23), when that station purchased all of the tickets to Petty's Chicago concert to give away to its listeners in various contests. Other area stations released a vehement cry of protest, and at least one station went so far as to remove Petty product from the playlist.

So far, there have been no published accounts of country radio taking these measures, but there have been innuendos that something like that could happen if artists continue on this path.

The PDs interviewed objected more to the content of the promos than the fact that the artist has recorded something for the

## Capitol Signs Ross To Int'l. Recording Pact

LOS ANGELES — Diana Ross has signed an exclusive worldwide recording agreement with Capitol Records for all territories outside of the United States and Canada.

Commenting on the long-term pact, Bhaskar Menon, chairman and chief executive officer of EMI Music Worldwide and the Capitol/EMI America/Liberty Records Group, said: "All of us at Capitol and EMI are absolutely thrilled at our new association with Diana Ross. EMI Music companies in most countries have already represented Diana's product over many years through our former licensing arrangements with Motown, but it is very exciting to be able to work with her direct from now on. Capitol's International Division, headquartered in Hollywood, Calif., will assume central responsibility for directing the marketing of Diana's future recordings throughout the world outside North America."



**BMI HONORS HOVHANESS** — Following a special concert of the American Composers Orchestra at New York's Alice Tully Hall, BMI hosted a reception to honor composer Alan Hovhaness on his 70th birthday. Pictured are (l-r): Edward Cramer, BMI president; Keith Jarrett, piano soloist in Hovhaness' "Lousadzak;" Nicholas Roussakis, vice president and manager of the orchestra; Francis Thorne, executive director of the American Composers Alliance and president/treasurer of the orchestra; Hovhaness; and composer William Schuman.

competition. For instance, the most objectionable artist promo might sound something like this: "When I'm in (city's name) I always listen to (station call letters)" or "My favorite country radio station is (station call letters)." Programmers argue that the promos could be more diplomatic in their approach.

"I think an artist needs to be very careful what he records on behalf of a station. If he says something that endorses one station over another, he is creating a crisis," said Dan McKinnon, president of KSON in San Diego, former president of the Country Music Assn. (CMA) and a board member of that association for 15 years. "The artist is going to make that station happy, but all the other stations in the market are going to feel ignored. What's going to happen is these stations are going to say, 'Well, if that's all he listens to when he comes to town, let him have that radio station. Why should I play his records? If he wants to promote them, why should I do anything for him?'"

### Avoiding Damage

"I think the artist needs to develop a sensitivity to recording promos for stations to avoid damaging his image or career in the country music field," he continued. "It seems to me, if he is going to record spots for a station, he will need to be very delicate about the way he words those spots. He could say something like 'station X plays good country music.'"

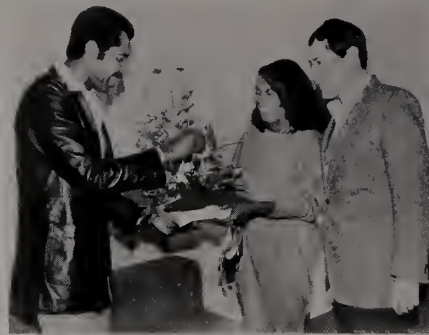
McKinnon noted that there is a major problem in his market with these promos being recorded by artists and aired on recent country convert KCBQ, who joined the country ranks in Fall of 1980. He added that his station has not approached any artists about recording similar messages for KSON, which has been playing country music for 18 years, because "now it would be ludicrous after they have been endorsing these other stations."

Bob McKay, PD of KCBQ, sees his current radio campaign — where artists and listeners alike say, "This is (name) and when I'm in Southern California, I listen to KCBQ Country" — as effective and a good image builder and added that he would not object if the artists recorded similar promos for the competition.

Charlie Cook, PD for KHJ, Los Angeles, a country station for less than a year, also said the way a promo message is stated is a crucial factor.

"I think it's all right for artists to record promos. I obviously feel a lot better about it when they are endorsing my station," Cook said. "It's just part of the business; I do take exception, however, when the artist comes

(continued on page 19)



**ANOTHER ONE** — To introduce her upcoming album, "Never Gonna Be Another One," RCA Records hosted a "Meet Thelma Houston" press fete at the label's executive dining room in New York. Pictured with Houston (c), who received a bouquet of flowers from RCA Records president Bob Summer, are Ray Harris, vice president of the black music division (l); and Jack Craig, vice president of RCA Records, U.S. and Canada.

## Communication Is Stressed At BMA Marketing Forum

by Aaron Fuchs

LOS ANGELES — Concern for the bottom line may sometimes cast labels and retailers as antagonists, but, according to some of the industry's leading marketing and merchandising executives, these two segments have to work together if black music is to continue on the road to profitability.

Speaking at the Black Music Assn.'s two-part marketing and merchandising forum at the Century Plaza Hotel, Hank Caldwell, vice president of black music marketing for WEA, stressed the need for better communication between manufacturers and dealers.

To this end, he pointed to WEA's establishment of a black field merchandising staff. "These are not just paper hangers," according to Caldwell, "but people whose function is to set up lines of communication between the branch and the retailer."

### Merchandising Tips

While chiding the industry for "underestimating the intelligence of the black music buyer," Ed Gilreath, director of black music sales for Warner Bros., offered several suggestions for more effective merchandising. These included abandoning the "right-on school of advertising," increased support of the minority press ("who give you much more copy for your ad dollar") and closer post-campaign moni-

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## Motown Embarks On Year-Long 'Smokey' Salute

LOS ANGELES — In honor of recording artist William (Smokey) Robinson's Silver Anniversary in show business, Motown Records is kicking off a year-long celebration this month that will involve the full participation of the label, publishing arm Jobete Music and Motown Prod.

Running through June 1982, the celebration will initially center around a Silver Anniversary Concert Tour by the artist that will cover 25 major markets, beginning June 12 at the Greek Theatre here. In support of the tour appearances, Motown is purchasing seven-sheet billboard advertisements in each of the cities where Robinson will be headlining to tie-in with the celebration and current LP product. Print and electronic media will also be utilized by the label and local promoters in each city handling the concert.

Working in conjunction with Motown

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The image of the housewives of America gyrating about the house to a disco dance exercise album as they dust the furniture is pretty comical, but the success of Carol Hensel's "Dancercise" LP is no laughing matter. The album, which features reworked mass appeal hits like "What A Fool Believes" and "I Go To Rio" as Hensel calls out instructions, was based on a women's exercise program, and it's paid off in more than just weight loss.

Currently at #46 bullet on the *Cash Box* Pop Album chart, the LP has sold close to a half million units with gold status in plain view. The idea for "Dancercise" came about a year ago when Joe Porello, the head of a Cleveland production company called Our Gang Entertainment, asked Hensel to design an exercise record. Porello and Hensel then drafted a questionnaire based on the kinds of things women were looking for in an exercise program. They found out that a good majority wanted simple instructions and a minimum of talking to accompany the music.

The tunes on the album were recorded by Cleveland studio musicians in just four weeks. The seven songs on the album — four on side one ("I Just Want To Stop," "Ain't No Stoppin' Us Now," "I Go To Rio," "What A Fool Believes") and three on side two ("I Will Survive," "Summer Night" and "Just The Way You Are") — were all favorite routines of the women in Hensel's regular classes.

The album also includes a 20-page illustrated instruction booklet that follows Hensel's voice-over-music on the record. The songs, which were all recent Top 40 hits, were programmed in three distinct phases: a warm-up, heavy exercise and a cool down.

Just prior to being shipped last October, the Vintage Records release was picked up for distribution by Mirus Music. Initially a hit in Cleveland and the other Midwest metropolitan areas, Mirus advertised in the shopping portion of the dailies, placed it in grocery stores, and serviced the hearthland's health spas.

Since then, the record has snowballed, and "Dancercise" is now whipping itself into shape as a bona fide smash.

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Cash Box 56



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# NEW FACES TO WATCH



## Silverado

"We've always tried to write songs that could be covered by other artists," says Carl Shillo. "Basically, we're a songwriting team, but we've always also had a band going for the eight years we've been together."

Shillo and Buzz Goodwin are the tunesmiths who go under the name of Silverado when they don guitars and start singing in front of a band. "Ready for Love," Silverado's debut album for E/P/A-distributed Pavillion Records and its third LP overall, marks a shift in direction for the Connecticut-based outfit, with what they call their "West Coast Byrds and Eagles roots" being directed into a "high energy pop-rock" sound. Shillo and Goodwin describe it as the natural result of the move that brought them back East to live and record.

Shillo and Goodwin actually became the recording unit known as Silverado when they were "discovered" at the height of the laid back mid-'70s when they opened some California dates for the Byrds, "sitting on stools and doing an acoustic set with just a bassist, we were mellow than McGuinn was at the time."

"Being songwriters, we had been around to all the music publishers on the West Coast trying to get our songs covered," Shillo recalls, "but Tom Cat Records picked up on us through that show and asked us to make a demo for them. That was the start of Silverado."

The group made two albums for the RCA-distributed label, both of which were recorded with the help of top L.A. studio musicians. Shillo and Goodwin hooked up with their current rhythm section — bassist J.F. Keithline and drummer Mike Hayden — when they were getting set to tour in support of the second record, and they have been together over two years since that time. During that period, the band has changed coasts and record labels, while undergoing a revelatory conversion to the joys of electricity that Shillo and Goodwin describe as a "head thing that just kind of happened naturally in the studio."

One name that has remained the same is the band's producer, Don Oriolo, who they say, "has given us one of the best studio marriages we've ever known of." It was through Oriolo, who also supplies some nifty keyboard work on "Ready for Love," that Shillo and Goodwin hooked up with both Pavilion and Intersong.

Shillo and Goodwin see no problems in leading a dual existence as songwriters and band members. "What we do as writers and what we play live have always been two different things," Shillo says. "It just happens that at this point in time we're writing exactly what we want to play and doing exactly what we want to do," he notes enthusiastically, "and it happens to be exactly what's happening right now."

The game plan for Silverado has the band hitting the road this summer, concentrating on areas where "Ready for Love" is getting the most reaction. The group hopes to be opening for "the type of act that people who will buy a record by an up-and-coming group are going to," and that end will be doing a series of dates with Willie Nile in the near future.



## Bandera

When someone applied the moniker "western wave" to Bandera's music, the six-member band from Nashville initially resented the tag, but later admitted that it was a fairly accurate description of some of the songs on its debut MCA album, "Knights." Bandera is Harry Robinson, Eric Butler, Lore, Dale Jackson, Paul Uhrig and Tom Jones, a collection of Nashville musicians and singer/songwriters that initially got together to form a back-up unit to play Nashville's popular "songwriter's night."

One thing led to another, and "after playing a couple of jobs, we got the feeling that this was going to turn into something more than just a writer's night thing," noted lead guitarist Robinson. "At first, we were a nice little country band. Slowly, but surely, we degenerated, and now we're a rock 'n' roll band. And we love it. There's still a country influence in our music . . . basically, we've developed a rock 'n' roll sound that's not like anything else."

"It's a chemical combination," guitarist Butler added. "Different inputs, excitations and energies. Each guy does a little thing, it turns you on to a new idea, and the next thing you know . . . The addition of Paul (Uhrig) took us the next step up into power."

Vocals are shared by four strong voices, which can create some impressive four-part harmonies when the song calls for it. And all members had a hand in writing the material on the album, in which can be discerned a variety of influences — from R&B to a bit of jazz to Texas swing to straight ahead, no holds barred, good time rock 'n' roll.

Refining and defining its sound, while gathering a solid following in the Nashville area, Bandera was discovered by Leon Tsilis of MCA Records and Pat Higdon of MCA Music, who saw the band perform at Mississippi Whiskers, a now defunct Nashville club. After recording the album, "the feeling that we really are a band and that we will stay together through several albums really hit home," Robinson said.

Referring to the album, Butler said, "we were hoping to have a live sound to it, and I think we got that. We discussed it before we went in — we wanted it to sound like we sound, no tricks, no fancy studio gimmicks, no other musicians."

"We're taking it a day at a time right now," said Robinson. "We're a patient band. I think the worst thing you can do is be in too big a hurry — you end up taking the wrong steps. I'd rather take the right step maybe a little late than the wrong one too soon."

The band's goals are no-nonsense and very clear cut. The members are beginning to write more as a band as opposed to individuals, with the next album projected to feature totally group-written songs. And like most aspiring bands, the members want to be rock stars.

"That's what we really want to do — get out there and be rock 'n' roll stars," said Robinson. "And we also want to make really great albums. We have a concept of being a little more subtle by the third or fourth album — maybe more emphasis on production, more expense in the studio and include more ballads. Right now, we're just trying to make that initial impact."

## BMA PANEL

# Strong Management, Legal Advice Key To Career Gains

by Michael Martinez

LOS ANGELES — A recording artist today must secure competent management and legal representation as a first step towards a successful career in the music business. Later on, it's important to formulate a sound investment strategy to insure long-term career development.

This was the consensus of a panel discussion titled "Artist Preparation For The Future: From Legal, Financial and Career Direction Perspective" held May 26 during the Black Music Assn. (BMA) Conference '81. The panel was chaired by Ed Eckstine, general manager of Qwest Records/Quincy Jones Prod., and included Irving Azoff, president of Frontline Management; manager John Levy of Levy Enterprises, Inc.; Quincy Jones, Ken Kragen, Kragen & Co.; Owen Sloane, Mason & Sloane; Donald Gibson of the First Los Angeles Bank of Beverly Hills, and financial advisor Lindsey Weinberg of the accounting firm Gelfand, Breslauer, Rennert and Feldman.

Azoff said it was important for the artist to have a buffer between the creative process and business dealings, "so they can make better records."

Citing Frontline acts like the Eagles and Steely Dan, Azoff said, "It helps those artists make better records when they can work on their own time schedule."

He also said that since his days with REO Speedwagon, which he managed during the band's era of incessant audience building through touring, he has re-thought such tactics and now is apt to "encourage less touring to permit more creativity."

Levy added that when an act does tour it is important to select the proper venue for the artist. "You must use discretion in guiding the artist to certain venues or audiences," Levy said. "The type of artist and audience they are likely to attract usually dictates the type of venue they should be booked in." He explained that an artist's performance on stage is as important as vinyl success.

"You must establish the artist as a person and not just a hit maker," Levy added.

### Alternative Exposure

Alternative media by which an artist's career can be built — including television, film and video — must be employed carefully, according to Kragen.

While identifying weekly TV series exposure of all but comedy recording artists as damaging to most recording careers, Kragen said that the promotional film has resurged as an important tool in exposing

acts to the public. He noted that a video by his client Kim Carnes of her current EMI America single, "Bette Davis Eyes," has been shown on a variety of outlets — through TV, cable and in clubs — and has illustrated that such exposure can be of value domestically as well as in the more traditional application overseas.

Kragen cautioned, however, that "when doing promotional films, you must spend the money to do them right, because it's not worthwhile getting the exposure with mediocre product."

Television advertising was another avenue Kragen cited as a viable means to

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## Douglas To Host Eleventh Annual Awards Program

LOS ANGELES — The 11th annual *Entertainer of the Year* awards, presented by the American Guild of Variety Artists, will air as a two-hour syndicated television special hosted by Mike Douglas.

Winners of this year's awards include two by Dolly Parton for female country star and entertainer of the year. Other award winners include Carol Burnett, female comedy star; Rodney Dangerfield, male comedy star; ABBA, vocal group; Luciano Pavarotti, male singing star; Barbra Streisand and Diana Ross, female singing stars; Kenny Rogers, male country star; Oak Ridge Boys, country group; George Benson, instrumental star; Pudgy, rising comedy star; Boomer, animal act; the Rockettes, production number; Ann Miller, song & dance star; and David Copperfield, special attraction.

Presenters and performers on the show will include Alan Aida, Gallagher, Robert Klein, Liza Minnelli, Anthony Newley, Tony Orlando, Mickey Rooney, Tanya Tucker and the Jolly Jovers.

The special is being produced by E.V. DiMassa, Jr. of Mike Douglas Television, Inc. and Sullivan Prod., Inc. Taping began in Los Angeles May 29-30, with additional segments taking place in Las Vegas, New York, Philadelphia and Stockholm. The executive producer is Bob Precht, who made the co-production deal with Douglas after CBS, which had aired the show for the last 10 years, did not renew. The *Entertainer of the Year* is scheduled to air around the country between June 20-July 12 with 108 stations already confirmed.



**AMAZING SMITH** — Russell Smith, former lead singer with the Amazing Rhythm Aces, has signed an exclusive recording agreement with Muscle Shoals Sound (MSS) Records, which is distributed by Capitol Records. Pictured seated during the signing are (l-r): Smith; and Michael Barnett, president of MSS. Pictured standing are (l-r): Barry Beckett, Smith's producer; Geneva Smith, the artist's wife; Bunny Wright, product coordinator, MSS; Roger Hawkins and David Hood, Muscle Shoals Rhythm Section; Phyllis Barashick, vice president of Sound Management; and Jimmy Johnson, Muscle Shoals Rhythm Section.



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## Communication Is Stressed At BMA Marketing Forum

(continued from page 6)

toring of specific sales programs.

Gilreath specifically urged participants to heed the findings of the recently released WGI Consumer Survey, which noted that 82% of black consumers "will go to a store looking for a specific record," and that 35% go "to hear what's being played."

The need for maintaining a complete stock, buttressed with extensive in-store play, was echoed by Mrs. Ted Hudson, of Ted's One-Stop Records at Part Two of the program entitled "The Merchandisers' Point of View." Mrs. Hudson, who does the administrating for her husband's St. Louis-based one-stop, noted that "most people come to the store looking for a specific record, but they don't come just looking for one record; sell him that other record."

### In-Store Play

Hudson also confirmed the small retailer's ability to sell records without radio airplay. "If there's sales interest in a record that is not receiving radio play, play it for every customer that comes into the store," she urged.

James Cephas, head of the Philadelphia-based King James retail chain, made several points heard repeatedly at the convention: that black catalog sells, and that black retailers "must unite," pointing to coops as a viable means for obtaining volume discounts.

Cephas went on to point out some survival tactics for the small black retailer. "Don't go up against major merchandisers in emphasizing front-line product," he stressed. "Specialize in certain areas like gospel, or children's records, or catalog."

## McHam Named To PolyGram VP Of Personnel

NEW YORK — Barbara McHam has been appointed vice president, personnel, PolyGram Corp. She will report to Neil Bianco, executive vice president and chief financial and administrative officer, PolyGram Corporation.

McHam previously served for five years as vice president, administration and promotion at the *Village Voice*. Prior to that she was deputy director at the Vera Institute of Justice from 1975-1976.

McHam was one of the founders of the College for Human Services in the late-'60s, where she was instrumental in developing the para-legal profession. She attended both Smith and Bennington Colleges, graduating from the latter with a bachelor's degree.



Barbara McHam



Jerry Durkin

## Durkin To VP, A&R Administration At CBS Records

NEW YORK — Jerry Durkin has been appointed vice president, A&R administration, CBS Records. He will be responsible for the administration of all artist, producer, label and production contracts entered into by CBS Records. He will serve as key liaison for contractual and financial matters with artist representatives.

Durkin's areas of responsibility will include contract administration, talent and departmental budgets, studio and talent payments, contractual payments, copyright licensing and product scheduling. He will report to Marvin Cohn, vice president, business affairs, CBS.

Durkin joined CBS in 1969 as financial analyst. He consequently held positions as manager, special products, CBS finance; director of A&R administration, CBS; and national director, A&R administration, CBS.

He holds degrees in finance from the University of Scranton.

## American Can Reports First Quarter Losses

NEW YORK — American Can Co. reported a drop in revenues and earnings for the first quarter of 1981. Revenues for the first quarter of 1981 were \$1.14 billion, down from \$1.15 billion for the same period in 1980. Net income for the quarter also dropped, going to \$17.4 million from \$18.3 million for the same period last year.

Net income for the 1981 first quarter included a gain from the sale of Franklin Mint Corp. common stock. The Franklin Mint shares were acquired during 1980 and were sold or exchanged for shares of Warner Communications, Inc. common stock following the announced merger agreement between Warner and Franklin. The net benefit was \$3.3 million.

William S. Woodside, chairman and chief executive officer, said that an improvement in Pickwick International's operations and income gains by the Towel & Tissue, Dixie, Flexible and Meat Packaging units, as well as strong performance of the Fingerhut direct mail business, were not sufficient to offset declines in several major businesses of the company.

## NZ's Music World Seeks US Licensing

NEW YORK — Houghton Hughes, managing director of New Zealand's Music World Ltd. will be in the U.S. from May 31-June 6 to seek product to license for New Zealand and Australian release. Music World is New Zealand's leading mass-market operation specializing in TV packages, budget-tracking and mail order, and operates an Australian division.

Hughes can be contacted at Beverly Hills Holiday Inn, June 1-2; Spence Manor, Nashville, June 2-4; New York Hilton June 4-6.

**RCA Names Abramowitz** — The appointment of Bernard Abramowitz as manager, employment, was announced by RCA Records. He comes to RCA Records from the Hertz Corp. where, since October of 1979, he had been administrator of professional employment. He joined Hertz in 1978 as personnel representative.

**Caplan Appointed At E/P/A** — Michael Caplan has been appointed local promotion manager, Hartford market, Epic/Portrait/CBS Associated Labels. His experience includes merchandising and sales for PolyGram Records and operations manager, Strawberries Records, both in Boston.

**Changes At PolyGram** — John Rohrs has been promoted to assistant controller. He joined PolyGram Distribution, Inc. in March, 1980 as manager of accounting. Jack Kaplan has been promoted to director of financial planning and analysis. He joined the PolyGram Distribution, Inc. Finance Department in January, 1981 and was mainly involved in systems improvement and special projects involving all areas of the company. He spent almost 15 years with CBS, Inc., both Records and Television.

**Barley Appointed At Columbia** — Gloria Barley has been appointed local promotion manager, black music and jazz, New York market, Columbia Records. In 1977 she joined Commodores Entertainment Corporation handling artist relations and promotion. In 1979 she founded an independent artist relations and record promotion company.

**Mervis Appointed At CBS** — CBS Video Enterprises has announced the appointment of Jim Mervis to vice president, programming, CBS Video Enterprises. In 1979 he joined Viacom Enterprises as director, business affairs, East Coast. A year later he moved to Showtime Entertainment as director, program development, East Coast, and subsequently was promoted to vice president, program development, East Coast.

**ASCAP Appoints Spilka** — Leonard S. Spilka has been appointed director of distribution for the American Society of Composers, Authors and Publishers. He has been with the Society for the past six years, having served as special projects manager as well as assistant to the chief economist.

**Gotch Joins WEA** — Targuin Gotch has been appointed as head of A&R for WEA Records. Previously, he was head of A&R at Arista Records.

**Henderson To Music In Review** — Music In Review has announced the employment of Johnny Henderson as music marketing specialist for the evangelical division of the plan. He is a graduate of the University of Alabama and of the Southern Baptist Theological Seminary in Louisville, Kentucky. He has served as Minister of Music and Children's Choir Co-ordinator for churches in Kentucky, Alabama and Texas.

**Alligator Promoted Gerking** — Andrew Gerking has been appointed controller and operations manager of Chicago-based Alligator Records & Artist Management, Inc. He has been with the label for almost two years. He began with the firm as a booking agent and was later promoted to director of artist relations.

**Changes At 3M** — 3M has announced three additions to the sales force for its digital audio recording product line. Jerry E. Myers becomes western area sales manager, responsible for digital audio and video product lines. Myers had been area sales manager for 3M's line of audio visual equipment, with prior sales experience with the company's professional audio and video equipment. William K. McNutt, senior account representative, is responsible for digital audio sales in the southern and southeastern U.S., including Nashville. McNutt had been associated with 3M's audio visual equipment line. He is based in Dallas. Martin Dombey, account representative, is responsible for digital audio sales in western U.S. He is a recent graduate of Ohio University, with experience as a recording studio engineer in Cincinnati. He is based in Los Angeles.

## Stiffer Prison Sentences Are Being Handed Down In Operation Turntable

by Dan Nooger

NEW YORK — Stiff sentences averaging eight years in prison were imposed on May 22 on six individuals who were found guilty of charges arising out of the FBI's "Operation Turntable" investigation into tape piracy. In U.S. District Court in Jacksonville, Florida, Judge Howell Melton handed down the sentences on charges including Racketeer Influenced Corrupt Organization (RICO), Interstate Transportation of Stolen Property (ITSP), wire fraud, copyright conspiracy and copyright infringement.

The six individuals sentenced, who were found guilty after trial on March 4 (**Cash Box**, May 23), included Jerry Herbert Jones, who received four years on RICO, six years on ITSP consecutive to RICO, two years on ITSP concurrent with RICO, five years on wire fraud concurrent with RICO, and one year on copyright conspiracy concurrent with RICO — a total of 10 years in prison; John C. McCulloch, who received four years on RICO, one year on ITSP consecutive to RICO, two years for wire fraud and two years for ITSP concurrent with RICO, and one year for copyright infringement concurrent with RICO — a total of five years in prison; Curtis R. Snipes, who received four years on RICO, five years on wire fraud consecutive to RICO, three years on wire fraud concurrent with RICO and one year on copyright conspiracy concurrent with RICO — a total of nine years in prison; Ferrol (Bud) McKinney who received four years on RICO, two years on ITSP consecutive to RICO, two years on wire fraud consecutive to ITSP, three years on wire fraud concurrent with RICO, one year on copyright conspiracy and copyright

infringement concurrent with RICO — a total of eight years in prison.

At press time, the sentences imposed on defendants Francis Lockamy and George Washington Cooper II, each charged with RICO, copyright conspiracy and wire fraud were not available.

One additional defendant, George Washington Cooper, Jr. submitted a motion for a new trial on May 21 and his sentencing will be continued until Judge Melton has ruled on the motion.

"Operation Turntable" is the FBI's largest undercover investigation into tape piracy. The joint federal, state and local investigation, funded by the Law Enforcement Assistance Administration, surfaced in April 1979 with the execution of search warrants on four businesses, part of a ring responsible for the manufacture and sale of an estimated \$40 million per year worth of pirate 8-track and cassette tapes. The investigation has resulted in a total of 74 guilty pleas or convictions after trial, a record for one investigation.

## Virgin, Epic In Pact

NEW YORK — Epic Records has formed an association with Virgin Records, under which, records will be released in the U.S. on the Virgin/Epic label. The first releases will be the albums "The Right To Be Italian" by Holly & The Italians and "QE2" by Mike Oldfield. Other new Virgin/Epic recordings scheduled for release include albums by XTC. *Orchestral Manoeuvres In The Dark* and *Shooting Star*.

Don Dempsey, senior vice president and general manager, Epic/Portrait/CBS Associated Labels, commented "We look forward to a successful new relationship."

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

**.38 SPECIAL** (A&M 2330)  
**Fantasy Girl** (3:47) (Rocknocker Music Co./W.B. Music Corp./Easy Action Music — ASCAP) (Carlisi, Peterik) (Producer: R. Mills)

Those wild-eyed Southern boys return with an anthemic follow-up to "Hold On Loosely" packed with plenty of the excellent dual lead guitar interplay the band has become known for. The sextet is knocking hard at pop radio's door to establish Top 40 turf and with artillery like this, it should have another good shot at the target.



**CHAMPAIGN** (Columbia 11-02120)  
**I'm On Fire** (3:33) (Geffen/Kaye Music/House of Ruff Music/Sorave Publishing — ASCAP) (B. Ruff, R. Ruff, G. Evaro) (Producer: L. Graham)

Hot on the heels of the most successful crossover song of the year, "How 'Bout Us," Champaign comes with a smoldering, horn 'n' guitar-sparked cut that should rapidly establish a strong B/C radio base. A sneaky rhythm section wraps itself around the deliciously sensuous vocals. Crossover delight.



**JUDAS PRIEST** (Columbia 11-02083)  
**Heading Out To The Highway** (3:45) (Arnakata Music Inc., adm. by April Music Inc. — ASCAP) (G. Tipton, R. Halford, K. Downing) (Producer: T. Allom)

The boys in black are back with more twisted metal than a six-car collision. For all the thundering power chords, there's the shrapnel of a melody under the barrage and Judas Priest puts it all together in the chorus.

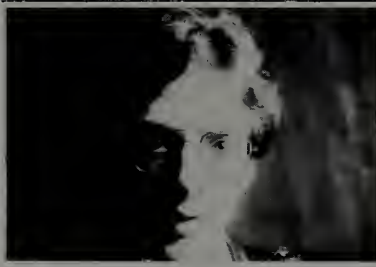


**STACY LATTISAW** (Columbia 46015)  
**Love On A Two Way Street** (4:04) (Gambel Music Inc. — BMI) (S. Robinson, B. Keyes) (Producer: N.M. Walden)

"Let Me Be Your Angel" is a hard act to follow for the young Lattisaw, but she does it beautifully with this faithful and unforced cover of The Moments' classic 1970 hit. Narada Michael Walden's arrangements alternate between sweeping symphonic gestures and lighter-than-air keyboards.

**RANDY VANWARMER** (Bearsville BSS 49752)  
**Suzi** (3:08) (Terraform Music/Fourth Floor Music, Inc. — ASCAP) (R. Vanwarmer) (Producers: J. Holbrook, I. Kimmeth)

Remember the sensitive balladeer of "Just When I Needed You Most" fame? Well, Vanwarmer has played the musical chameleon ever since, moving into AOR territory with "Terraform," and now, this electronically wired pop/rock from the forthcoming LP "The Beat Of Love." Guitars ride along on an atmospheric synth backdrop.



**DAVID LINDLEY** (Asylum E-47150)  
**Your Old Lady** (4:12) (Wemar Music Corp. — BMI) (O. Isley, K. Curtis, E. Glick) (Producer: J. Browne, G. Ladanyi)

One of L.A.'s six string kings and a man who has been "instrumental" in shaping Jackson Browne's sound for more than a decade, Lindley works over an old King Curtis blues tune with a variety of axes. The result is a churning brew of guitar funk, with wild slide bubbling in the cauldron.



**TOM DICKIE & THE DESIRES** (Mercury/PolyGram 76110)  
**Competition** (3:26) (Little Gino Music Co./Temporary Compos Music, Inc. — BMI) (T. Dickie, J. Macey) (Producer: M. Rushent)

The combination of N.Y.-based Dickie, co-writing compadre/bassist/vocalist Jon Macey and respected U.K. producer Martin Rushent makes for a melodically inventive first single.



**AIR RAID** (20th Century-Fox TC-2493)  
**Love The Way You Look To-Nite** (3:08) (20th Century Music Corp./Air Raid Music — ASCAP) (A.A. Offen) (Producer: E. Kramer)

The State of Georgia's produced numerous down home boogie bands, but nothing quite like Air Raid. The first track from its self-titled debut LP drops clues to a number of influences — from the poppy, Anglo vocals, right out of the '60s, to the heavy metal power chording — but the package bears an original stamp.

FEATURE PICKS

HITS OUT OF THE BOX

**DAN HARTMAN** (Blue Sky ZS6 02115)  
**It Hurts To Be In Love** (2:44) (Screen Gems — EMI Music Inc. — BMI) (H. Greenfield, H. Miller) (Producer: D. Hartman)

Hartman retains the original flavor of this mid-'60s hit for Gene Pitney with period styled lead-backup vocal tradeoffs. However, the bouncy pop keyboards are perfect for present pop.

**JOYCELYN BROWN** (Posse POS 5011)  
**If I Can't Have Your Love** (3:54) (Miss Thang Music Co. — BMI) (K. Barrow) (Producer: B. Dietrich)

A slickly produced R&B entry from newcomer Brown, this song bulds on a stylish bass line while Brown herself sings with a gospel-like fervor.

**BRAM TCHAIKOVSKY** (Arista AS 0601)  
**Shall We Dance?** (2:45) (WB Music Corp. — ASCAP) (B. Tchakovsky) (Producers: N. Garvey, B. Tchakovsky)

With a re-vamped band line-up and a glossier, more intricate sound, courtesy of Bram's old mate Nick Garvey, Tchakovsky mounts an attack on the U.S. airwaves once again.

**SAVOY BROWN** (TownHouse 1054)  
**Lay Back In The Arms Of Someone** (3:47) (Careers Music, Inc. — BMI) (Chlenn, Chapman) (Producer: R. Wise)

Savoy Brown has mellowed a bit with age, judging from this mid-tempo re-make of a number that has been covered by Tanya Tucker and Juice Newton, among others. Kim Simmond's normally flash blues/rock guitar has been toned down to suit the compact melody, and Paul Raymond's vocal is reminiscent of early Rod Stewart.

**EVELYN KING** (RCA PB-12243)  
**I'm In Love** (3:49) (Duchess Music (MCA) — BMI) (Kashfi) (Producer: M. Brown)

Dropping the "Champagne" from her name isn't the only change King has made lately. With new producer Morrie Brown, King is making a stronger bid for mainstream B/C airplay, and this electrofunk cut won't hurt. An extra strong bottom, with surrounding handclaps, is made for the feet.

**ROBERTA FLACK** (MCA MCA-51126)  
**You Stopped Loving Me** (3:38) (Duchess Music Corp. (MCA) & BMI) (L. Vandross) (Producer: R. Flack)

From the motion picture soundtrack to *Bustin' Loose*, this meaty R&B tune has a lot going for it. First, there's Flack's first class vocal performance, always distinctive and dynamic; then there's a solid rhythm base to the Luther Vandross tune. Lastly, with a Richard Pryor film as a vehicle, it can't fail.

**BILL MEDLEY** (Liberty 1412)  
**Hey Girl** (3:30) (Screen Gems — EMI Music Inc. — BMI) (C. King, G. Goffin) (Producer: M. Lloyd)

Lots of character here in Medley's cover of the King-Goffin classic that Freddie Scott worked into a hit in 1963. Moving from a smokey whisper to a growl, Medley's rendering is nicely complemented by a sassy sax break for pop, A/C.

**TERUMASA HINO** (Inner City ICS-9)  
**Sweeter & Sweeter** (3:48) (Pinwheel Music, Inc. — BMI) (L. Pendarvis, J. Pendarvis) (Producer: K. Itoh)

A virtual constellation of session stars, from Steve Gadd and Anthony Jackson to John Tropea, back the flashy cornet blasts of jazzist Hino and the lead vocals of Janice Pendarvis on this sprightly jazz/funker. Perfect for the B/C airwaves.

**BRIAN SHORT and MAXINE NIGHTINGALE** (A&M 2335)

**Rezevous** (3:35) (Red Admiral Music, Inc. — BMI/Rare Blue Music, Inc. — ASCAP) (B. Short, N. Graham, A. Phillips) (Producers: D. Diante, M. Colomblor)

When their voices come together, Nightingale and Short ignite this pretty yet subdued pop/MOR ballad, bringing it to life.

**THE JOE CHEMAY BAND** (Unicorn UNI 95003)  
**Love Is A Crazy Feeling** (3:40) (House of Erk Music — ASCAP) (D. Johnstone, B. Boshell) (Producers: J. Chemay, J. Guess)

Chemay has learned a great deal about vocal arrangements from his many sessions, and he puts that knowledge to work on this powerful pop song from the LP "The Riper, The Finer."

**SMOKEY ROBINSON** (Tamla T 54327F)  
**You Are Forever** (3:41) (Bertam Music Co. — ASCAP) (W. Robinson) (Producer: G. Tobin)

**ABBA** (Atlantic 3826)  
**On And On And On** (3:41) (Countless Songs, Ltd. — BMI) (B. Andersson, B. Ulvaeus) (Producers: B. Andersson, B. Ulvaeus)

**DIONNE WARWICK** (Arista AS 0602)  
**Some Changes Are For Good** (3:46) (Prince Street Music — ASCAP/Unichappel Music, Inc./Begonia Melodies, Inc. — BMI) (M. Masser, C. B. Sager) (Producer: M. Masser)

**CHUCK MANGIONE** (A&M 2341)  
**Tarantellas 1. Tarantella 2. Neopolitan Tarantella** (3:29) (Gates Music, Inc. — BMI) (C. Mangione) (Producer: C. Mangione)



**LOVERBOY GETS CANADIAN DOUBLE PLATINUM** — CBS Records Canada recently presented Columbia recording group Loverboy with a double platinum plaque for their debut LP "Loverboy" following a concert in Buffalo. Pictured in the back row are (l-r): Mickey Eichner, vice president, national A&R, Columbia Records; Bruce Lundvall, president, CBS Records Division; Stan Kullin, senior vice president, sales/marketing, CBS Records Canada; Bruce Alan, manager; Scott Smith, Loverboy; Lou Blair, manager; Doug Johnson, Loverboy; Jeff Burns, director A&R, English, CBS Records Canada; Paul Atkinson, director, A&R, Columbia. Pictured in the front row are (l-r): Mike Reno and Paul Dean, Loverboy; Bernie DiMatteo, president, CBS Records Canada; Matt Frenette, Loverboy; M.J. Caliendo, local promotion manager, Columbia Records, Buffalo. Kneeling is Ed Hynes, vice president, national promotion, Columbia Records.

## NAIRD Awards Up For Grabs

LOS ANGELES — The Board of Governors of the National Assn. Of Independent Record Distributors (NAIRD) has announced the finalists for the 1980 NAIRD Indie Awards in eight categories, including Best Package, Best Rock, Best Re-issue

## Maze, Undertones LPs Top Capitols June 8 Releases

LOS ANGELES — Capitol Records has scheduled the release of six new albums June 8, led by "Live In New Orleans" by gold-selling R&B act Maze featuring Frankie Beverly and the Harvest debut by Ireland's Undertones, "Positive Touch."

The remaining releases include self-titled debut efforts by New Romantic band Duran Duran, solo artist Gary O', and Ebonee Webb, in addition to Rene and Angela's second effort "Wall To Wall."

"Live In New Orleans" was recorded live by Frankie Beverly and band Maze Nov. 14 and 15 of last year at the Saenger Theatre in the group's favorite city. Featuring most of the polished R&B group's best known numbers, including the recent B/C hit "Running Away," the LP was produced by Frankie Beverly himself.

"Positive Touch" is the third effort from Ireland's young Undertones but an adventurous departure, while "Duran Duran" fits right into the New Romantic mold established by fellow Blitz veterans Visage and others.

Ebonee Webb is an Atlanta-based octet whose personnel has gigged around the world and played with various members of the Bar-Kays. The album itself, which recalls the classic Stax/Volt sound, was produced by Bar-Kays producer Allen Jones and group manager Anthony Taylor.

Gary O' is best known for his work in Canada with such rock outfits as Aerial and Cat in the '70s. The debut, produced by Richard Landis, who worked on Juice Newton's recent hit LP, "Juice," includes a cover of the Hollies' classic "Pay You Back With Interest."

"Wall To Wall," the latest effort from the team of Rene and Angela, features several members of Rufus joining in on the title track along with personnel from Toto. The first single from the LP, "I Love You More," shipped May 25 and the waxing was produced by the keyboard-minded couple along with Rene's brother, Bobby Watson.

and Most Innovative.

The winners will be announced May 30 at the Indie Awards Banquet held in conjunction with the 1981 NAIRD Convention in Philadelphia.

Finalists were selected after NAIRD members were sent a questionnaire asking for category nominations as well as releases to be included in each category. The responses were then tabulated and submitted to the voting committee.

The eight-judge voting panel also was chosen by the association membership. The judges are: Duncan Brown (Rounder), Robin Cohn (City Hall Dist.), Chuck Nessa (SteepleChase), Barry Poss (Sugar Hill), Howard Rosenthal (Richman Bros.), Robin Wide (Back Room Dist.), Roman Kozak

(continued on page 40)

## Ringer Appointed Artist Development Head At W.M.O.T.

PHILADELPHIA — W.M.O.T. Records has appointed Doreen Ringer to the position of associate vice president of product development and publicity for the CBS-distributed label.

In her new position, Ringer's responsibilities will include overseeing all preproduction and product management functions for the label. She will also be responsible for running the company's publicity department. She will be based at the W.M.O.T. Records offices in Los Angeles.

Before coming to W.M.O.T., Ringer was director of artist development and publicity for the Montage Music Group. Prior to that, she was at MCA Records as an artist development manager.



Doreen Ringer

**HERE NOW THE SHMOOZ** — The new Pretenders LP "Pretenders 2" is set for July release and includes such new material as "English Rose" and "Bad Boys Get Spanked" . . . There won't be another Talking Heads album this year. David Byrne is recording music to back up dancer/choreographer Twyla Tharpe and his next project will be producing the next B-52's album for fall release . . . Tina Weymouth wrote and performed on the Tom Tom Club's debut single "Wordy Rappinghood" . . . On the heels of Roy "Good Rockin' " Brown's death on May 25, comes a report that a couple of his last shows, backed by Roomful of Blues, were videotaped . . . Brian Eno will release the next LP in his "Ambient" series in early fall . . . This month Rachel Sweet and Rex Smith will release a duet single of "Everlasting Love," the Carl Carlton soul chestnut



**IS IT REALLY YOU?** — Elektra/Asylum guitarist/composer/producer Lee Ritenour recently made a five-day tour through six major cities, stopping at radio to talk about his current LP, "Rit," and the album's single, "Is It You." Pictured at WNBC-AM in New York are (l-r): Burt Stein, vice president of promotion, E/A; Ritenour; and Michael Sarazynski, WNBC air personality.

which will also be on both of their next albums . . . Nico's first album in seven years, "Drama," on UK/Aura Records will include Bowie's "Heroes" and the Velvet Underground's "I'm Waiting For The Man" . . . Ex-Velvets drummer Maureen Tucker has released a solo single, the Shirelles', "Will You Still Love Me Tomorrow," on Arizona-based Trash Records . . . Look for a possible John Cougar 12-inch EP from PolyGram to sustain him in the marketplace until his next LP . . . Barry White is cutting a version of "Louie, Louie" for his next album . . . The Kid Creole "Fresh Fruit In Foreign Places" tour starts June 16 with east coast dates . . . Don't expect to see another Jam album on Polydor here. After sticking with the band through five albums, the most successful of which barely topped 50,000 in sales, relations between Polydor and the band seem to be nearing an end. Certain PolyGram people have indicated displeasure with the band's constant bad-mouthing of America . . . MCA is negotiating with the legendary Soupy Sales for an LP project. Soupy's recent Savoy release convinced MCA East Coast VP Ray D'Arlando, who once cut a comedy LP of his own, to produce his idol.

**THIS IS CLASH RADIO** — The Clash prefaced their week-long, eight-date stint at Bond International, which started May 28, by calling a press conference for the New York media. An attempt to bus the press to Kennedy Airport to meet the arriving group on May 26 was scrapped due to the flight's lateness, so the conference convened the following day at Bond's. Arriving fashionably late, the group first announced the 16 different bands tapped to open the shows during the week, including, from England, the Silts, Equators and Funkopolitan, and such local favorites as Grandmaster Flash, the Sirens, the Waitresses, Bad Brains, Funky Five and ESG. The group, cheeky as ever, especially since the proceedings were being filmed for later usage in a movie by Don Letts, said the opening bands had been chosen "out of a hat . . . in a random lottery." Asked about their recent reunion with former manager Bernard Rhodes, from whom they departed a few years back on less than amicable terms, Joe Strummer replied, "An enemy you know is better than one you don't know." Assessing the group's current financial state, reported to be in disarray, Strummer continued, "We're rolling in it . . ." to which Mick Jones added "filthy lucre . . ." Asked whether the band's label, Epic, felt that the Clash had gone out of their way to snub them by arranging the dates and doing publicity without Epic's involvement, Strummer quipped, "I don't know. I haven't spoken to them." Asked why the group had not appeared at any of the recent benefits in England held on behalf of unemployed workers, Strummer said at the moment the group was "working on Clash business" and likened the group's situation to that of the protagonist in Woody Allen's Stardust Memories, who is constantly besieged by people asking for his service for worthy causes. On the popularity their 12-inch dance record, "The Magnificent Dance" had recently been achieving through heavy airplay on black radio stations such as New York's WBLS, Strummer offered, "It's 'cause the audience doesn't know we're white. It's like a Chuck Berry situation in reverse." According to the group's tour manager Kosmo Vinyl, "Magnificent Dance" was the second biggest selling 12-inch disc in New York last week. Asked whether they would be willing to repeat a similar week-long scenario in another U.S. city in the future, bassist Paul Simonon said "If the right venue comes along, we might."

**DUBBING IN A BABYLON** — Neil Cooper of Reachout International, the cassette-only mail order firm that has released live tapes of the Contortions and 8-Eyed Spy, reports that the upcoming Dictators tape will include liner notes by R. Meltzer. He's also talking to several major labels about doing cassette releases of long-deleted collector items albums which would include previously unreleased material. He may also be recording Lydia Lunch's new band Lockjaw.

**SNIFFS 'N' SNORTS** — Legendary soul vocalist Walter Jackson will do a showcase at New York, New York on June 9 . . . Arto Lindsay's DNA will be at the Public Theatre June 12 . . . The next Blue Oyster Cult album, "Fire Of Unknown Origin," includes a cut titled "Veterans Of Psychic Wars," which will be included in the animated film, Heavy Metal, due out in early fall . . . Judas Priest and their label Columbia are co-sponsoring the construction of a Judas Priest race car that will be entered at Daytona and elsewhere on the IMSA circuit . . . The upcoming Ramones LP, "Pleasant Dreams," produced by Graham Goldman, includes "It's Not My Place In The 9 To 5 World" and "We Want The Airwaves" . . . The newly opened Magazine Emporium Cafe Gallery at 111th Street and Broadway is presenting "New York City On The Rocks," a series of 56 performance photos by Eugene Merinov of U.S. and



**DIAL-A-JAY** — Contemporary Record's vibraphonist Jay Hoggard recently answered telephone calls when he dropped by Lee Davis' WVNJ radio show to give away copies of his "Rain Forest" album. Pictured are (l-r): Debbie Dumas, Contemporary Records; Hoggard; Davis; Cynthia Blackwell, Hoggard's escort; and Ray Newton, entertainment marketing consultant. UK groups including Gang Of Four, Sulcide, Contortions, Ramones, Wire, Bauhaus, X and Lydia Lunch . . . John Waters' film Polyester starring Divine and Tab Hunter with title song by Debbie Harry opens in New York this week. dan nooger and dave schulps

**LONG DISTANCE VOYAGER** — The Moody Blues — Threshold TRL-1-2901 — Producer: Pip Williams — List: 8.98

The legendary and mystic progressive rockers of yesteryear make a nice return to vinyl with "Long Distance Voyager." Now a fivesome with Patrick Moraz standing in for Mike Pinder, the band that came up with "On The Threshold Of A Dream" and "In Search Of The Lost Chord" LPs still uses that luxurious, symphonic rock setting on songs like "In My World," "Talking Out Of Turn" and "22,000 Days." The patented Moody Blues group vocal is also in fine form and, surprisingly, sounds perfectly contemporary. Fans of acts like Styx and Kansas should learn where those bands' influences came from with this LP. "Long Distance Voyager" stands as classy AOR material.



**GOING THROUGH THE MOTIONS** — Dennis Yost — Robox EQ AD 7945 — Producers: Steve Clark and Bud Reneau — List: 7.98

Yost was the guiding force behind the legendary Classics IV and, hence, was responsible for such classic '60s pop tunes as "Stormy" and "Spooky." After a long hiatus, this local Atlanta hero has returned to vinyl and proves he hasn't lost his touch. Most of the songs on "Going Through The Motions" have a contemporary country-A/C lilt that should find Yost a whole new audience. This is mellow urban cowboy music that should put the plucky little Robox label in the big leagues. Best cuts on this well-crafted, down home disc are "Something I Forgot To Do," "Lover In My Mind" and "One More Last Chance."



**THE ONE THAT YOU LOVE** — Air Supply — Arista AL 9551 — Producer: Harry Maslin — List: 8.98 — Bar Coded

The balloon on the cover of Air Supply's new LP is the perfect visual metaphor for the band's sound and appeal, as this Australian septet has a lighter than air style aimed right at the A/C-pop crowd. The group had a wildly successful year in 1980 with both "Lost In Love" and "All Out Of Love" going top five on the pop charts. "The One That You Love" follows in the same vein as last year's debut with those lilting ballads and hellum vocals. Best cuts on this collection of classic adult contemporary fare are "Keeping The Love Alive" and "I Want To Give It All."



**COMPUTER WORLD** — Kraftwerk — Warner Bros. HS 3549 — Producer: Kraftwerk — List: 8.98 — Bar Coded

Kraftwerk was the first techno rock/synthesizer unit to make the futuristic, industrial/robot style sound commercial. It succeeded brilliantly with 1974's "Autobahn" album, which crossed over from avant garde FM stations to easy listening outlets. And while the band hasn't exactly been ripping up the charts over the last few years, "Computer World," with its quirky sequencer rhythms, floating keyboard layers and other worldly voices, is perfect for contemporary radio. "Pocket Calculator" is the kind of song, like M's "Pop Muzik," that should catch pop play.

FEATURE PICKS

**SYL SYLVAIN and the TEARDROPS** — Sylvain Sylvain — RCA AFL1-3913 — Producer: Sylvain Sylvain — List: 8.98

This Lebanon-born rocker first earned acclaim as a member of the decadent glitter era band The New York Dolls. Syl's debut solo LP last year was a little too rooted in vintage '50s rock to earn much more than nostalgic recognition, but he fuses all of his influences into a joy of a pop album this time out. This is snappy contemporary rock filled with all of the sounds of New York City streets. There's Springsteen straight ahead rock, Latino beats, reggae, and '50s rock on this wonderfully danceable LP.



NEW AND DEVELOPING ARTISTS

**BROADWAY HI-LIFE** — The Tazmanian Devils — Warner Bros. BSK 3543 — Producers: Erik Jacobsen and The Tazmanian Devils — List: 7.98

This Marin, Calif.-based fivesome is a favorite on the San Francisco Bay Area scene, where it recently won a BAM award as Best Bay Area Club Band. The group's live shows, known as "dirty pop parties," are wild danclin' affairs, and so is this splendid second LP. The music is a deft mixture of modern reggae and rock 'n' roll, and songs like "She's A Rocker" and "Little Sister" are tailor-made for AOR.

**REUNION** — Jerry Jeff Walker — SouthCoast/MCA-5199 — Producer: Barry Beckett — List: 8.98

It's been three years since Walker released new album product, and this well-produced effort indicates he spent a good deal of time polishing his craft as both a singer and songwriter — It flows as smooth as the Gulf waters lapping against the south coast of Texas and gets as rowdy as a Saturday night in Ft. Worth. Walker has enlisted the aid of some of Muscle Shoals' finest in creating a precise, yet free wheeling, and often highly introspective piece of work.



**I NEVER HAD IT SO GOOD** — Archle Bell — Beckett Records BKS 013 — Producers: Brothers United Together — List: 7.98

Mr. "Tighten Up" is back with a sound that's as slick and stirring as his gold mine years with "I Never Had It So Good." The percussive Latino-flavored opening track, "Don't Wait For The World," is a spirited intro that segues beautifully into the classy soul sound of "Anytime Is Right." The new album has the best qualities of the old and new, featuring the horn string and vocal arrangements of the old R&B classics with contemporary rhythms and backbeats.

**CONDITION: BLUE** — Tony Mathews — Alligator 4722 — Producers: Bruce Bromberg and Dennis Walker — List: 7.98

Chicago-based blues label Alligator Records has consistently come up with strong releases in the modern blues vein, and Tony Mathews' "Condition: Blue" LP is no exception. Mathews has been Ray Charles' guitar player for the past seven years, but now, he steps out on his own with this LP. It's filled with energized blues tracks that will thrill axe fanatics and fans of the genre alike. Jazz, funk, rock soul and pop influences can be found in Mathews' melodies and licks.



**IT MUST BE MAGIC** — Teena Marie — Gordy — G8-1004M1 — Producer: Teena Marie — List: 8.98

Lady T has come a long way in three albums, writing and producing all of the songs on this sparkling contemporary R&B collection. She scored big last year with the upbeat "I Need Your Lovin'," but there is more where that came from. Both her compositional and lyrical abilities have improved greatly, showing both her street smart sense and artistic sensibilities. Capable of touching any R&B hybrid, Marie touches funk, straight ahead and sensual ballads on this wonderfully varied LP. A B/C must, especially "365."



**WATTS IN A TANK** — Diesel — Regency RY 9603 — Producer: Pim Koopman — List: 7.98

There's no question that this Dutch band has been listening to the radio — it is capable of delivering just about any mainstream rock sound there is. Whether it's Steve Miller rock 'n' roll, euro-pop, heavy metal or soft ballads, Diesel handles it all with verve and originality. Led by guitarist/lead vocalist Rob Vundervink, the band is one of the most multi-talented, if unfocused, units to come from the land of tulips and windmills since Herman Brood. Top tracks on this eclectic, brilliantly produced album are "Sausaito Summernight" and "My Kind Of Woman."

**PH.D** — Atlantic SD 16039 — Producers: Ph.D — List: 8.98

Ph.D is the duo of vocalist Jim Diamond and multi-keyboardist Tony Hymas, and they are a techno progressive rock dynamo. Hymas' dramatic keyboard melodies, fills and intros are the perfect settings for Diamond's commanding vocals. With drummer Simon Phillips at their side, the ever-so-British twosome proves it can go head-to-head with any art rockers. Best cuts on this keyboard player's dream of an album are hook-filled numbers like "Little Suzi's On The Top" and "OoSha Sha."

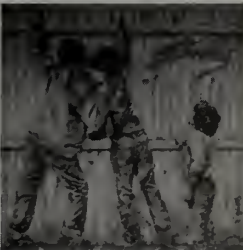


**INSIDE OF ME** — Esther Williams — RCA AFL1-4023 — Producers: Joe Bana and Bob Currington — List: 8.98

Williams' debut for RCA is a wonderfully concocted potion of light R&B, dance and jazz spirits. The album's opener, "I'll Be Your Pleasure," has a bristling piano figure that opens up into a jazz jam at the end, but still keeps its roots in dance. While the title is more in a B/C-adult contemporary vein. Ballads, mid-tempo soul, disco — Williams does it all here. Best cuts are "Make It With You" and "You Can Use It."

**FIRST** — Thrills — G&P Records GP 1002 — Producer: Mike Frenchik — List: 7.98

This talented New York-based quartet should please those who favor the music of Styx and bands of that ilk. The majority of the songs are built around the guitar and keyboard interplay of Tony Monaco and Dave Fullerton. This group has a vibrant mainstream rock sound that is rife with hooks and memorable vocal refrains, and while the production is a little thin, the young but spirited foursome has all the chops for stardom. Best cuts are "Won't Be A Fool" and "Breaking My Heart."





**JOEL TAKES JAPAN** — Columbia recording artist Billy Joel recently played three nights at the Budokan in Tokyo, Japan and was honored with a reception following the shows. Pictured are (l-r): Frank Weber, president, Frank Management Inc.; Kumiko Torigai, interpreter; Toshio Ozawa, president, CBS/Sony; and Joel.

## Sony, Philips Premiere New Compact Audio Disc Systems

(continued from page 5)

This is estimated to be in the \$500-\$800 price range.

As for the discs themselves, Schein said the price would be "competitive with today's high quality audiophile recording, or about 30% above that of a normal hi-fi record." He cited the high cost of mastering the discs, a process he called, "very precise and time consuming, with a high rate of rejections," along with the small quantities expected to be pressed initially, as factors that would keep the cost of the discs high.

"Prices will come down ultimately," he said, "when quantities pick up. We've seen that happen already with the music cassette."

Akio Morita, chairman and chief executive officer, Sony Corporation, said Sony will introduce an initial selection of

100 titles in Japan concurrent with the availability of the hardware in 1982. The price, he said, would be "competitive with Philips."

Morita also said that CD players would have the capability for adaptation for use by professional radio stations, and that adaptation of CD players for car audio use was currently in the works. The compactness of the discs and unit and the player's ability to resist shock made it a natural for automobile use, he said.

PolyGram's Schein admitted to **Cash Box** that marketing the pocket-sized disc would probably initially present the retailer with the same theft problem encountered with cassettes.

Schein, however, said he expected that, at least initially, the discs could be stored behind the counter since "they will be the kind of titles that people will ask for, rather than buying in great quantity."

He said the initial emphasis in the format would be on classical music and that it would be aimed at the audiophile. However, he did say that there would probably be pop artists represented among the initial PolyGram European release as well.

## PolyGram Bows Dealer Program On Black Product

LOS ANGELES — The black music marketing division of PolyGram Records is set to embark on the company's third annual dealer awareness presentation in three cities, according to Bill Haywood, vice president of black music marketing. The three cities slated for the presentations are Baltimore, Washington D.C. and Chicago.

The program will center on improving PolyGram's relations with small retailers and heightening the label's visibility with such dealers. New product, along with merchandising materials and sales programs to aid records in-store, will be presented during the programs.

Audio-visual presentations detailing current PolyGram black music product will emphasize upcoming releases. When possible, PolyGram artists are expected to participate in the presentations through guest appearances. Other announcements regarding various programs to maximize exposure of PolyGram black product are also planned. Direct shipment of merchandising materials, posters, trim fronts and other in-store aids will be discussed and samples of such material will be on hand for the retailers to review.

(continued on page 18)

**EXTRA, EXTRA** — Donald Fagen just turned in his song for the soundtrack to the upcoming sci-fi fantasy flick *Heavy Metal* sans Walter Becker. Could there be a **Steely Dan** split in the wind? . . . Another dynamic duo, **Jackson Browne** and **David Lindley** have also decided to separate for a while. Lindley told us last week that he was deep into his own solo career and ready for a national tour. The Samurai of Slide guitar also said that he heard some of Browne's latest material and that Lindley's style wasn't quite right for the new direction. . . . The new **Go Go's** album has a perfectly apt title, "Beauty And The Beat" . . . **Dan Fogelberg's** album, "Age Of Innocence" is shaping up to be a double LP. It's set for a September release. . . . **Jimmy Buffett** will play a benefit concert for Denver's Children's Diabetes Center June 24 at the Red Rocks Amphitheatre. . . . Due to contractual obligations, **Jay Ferguson** will not be accompanying **Joe Walsh** on his national tour. Keyboardist **Michael Murphy** will replace him.

**TIDBITS** — Hang the rumours — **Fleetwood Mac** is presently enroute to Paris and the Le Chateau Studio to record its next album. Regulars **Richard Dashutt** and **Ken Caillat** will produce. . . . His new rock didn't exactly set the charts on fire, so **Joe Jackson** has decided to stray away from the contemporary sound for awhile. Jackson will be looking sharp in a new band called **Joe Jackson's Jumpin' Jive**, a five-piece outfit that will play jive and swing music, drawn almost entirely from the 1940s, **Cab Calloway**, **Louis Jordan** and others. A new album is in the works and a U.S. tour is slated for July. . . . In a fit of incredible nostalgia MCA has signed '60s great **Chubby Checker**. Sources say that Checker is shying away from familiar turf, and will sport a modern sound for his label debut. . . . **Three Dog Night/Steppenwolf/Phil Seymour** producer **Richard Podolor** will be in the booth for **Alice Cooper's** next waxing. . . . Warner Bros. has picked up the soundtrack to Orton Pictures' new movie, *Arthur*. **Burt Bacharach** is scoring the film and Grammy grabber **Chris Cross** will sing the film's main theme. . . . **Billy Joel's** upcoming live album, "Songs In The Attic," is due in September. The album is said to feature songs that Joel hasn't performed in five years, including "She's Got A Way" from the "Cold Spring Harbor" album.

**NEW POP AT KNOTTS** — Last year the clan didn't have the budget for it, but this year Knotts Berry Farm becomes the only theme amusement park in the Southland to show a heavy commitment to new rock. The Park will be tying in its rock 'n' roll nights with people like KWST/Los Angeles, Miller's Outpost and The Warehouse in an effort to bring the local L.A. pop scene to Orange County. The park kicked off the concert season with a May 29 show featuring **The Naughty Sweeties**, **The Twisters** and **Squadron**, and the summer promises to get a lot hotter from there. The upcoming roster reads as follows: **Tommy Tutone** and **Great Bulldings**, June 5; **707**, **20/20** and **Welrd Al Yankovic**, June 12; **The Pilmsouls** and **The Blasters**, June 19; **The Busboys** and **Soldier**, June 26; **Ala Carte**, **Paul Warren** and **Elite**, July 3; **Cretones**, **Secret Sity** and **Erlc Burdon**, July 10; **Code Blue**, **20/20** and **Smile**, July 17; **The Burrito Brothers** and **The White**, July 24; **Strange Days** and **The Rolling Clones**, July 31; **Naughty Sweeties**, **Rubber City Rebels** and **Jett**, Aug. 7; **Open**, Aug. 14; **Tim Welsberg**, Aug. 21 and **Phil Seymour**, Aug. 28.



**BEAT THAT DRUM** — Ace rock drummer **Carmine Appice** recently hosted "The Second Annual KWST Radio/Carmine Appice/Memorial Day Drum Off" in Griffith Park. On hand to jam with Appice and help judge the best non-pro drummer of the event was the legendary stick man **Buddy Rich**. Pictured (l-r) are: Appice, Rich's daughter **Cathy** and **Rich**.

But he's probably best known for the sax solos on such Stones classics as "Brown Sugar" and "Can't You Hear Me Knockin'" and as the drawing court jester of Mick Jagger's touring entourage. Lately, Keys, a bit mellower since hard rockin' heroin days, has been assembling a little jamming band in the San Fernando Valley with some veteran sessioners. "We were going to call the band **Pontius Pilate** and **The Nall Driv'n Five**, but we decided on **Illegal Tender**," laughed Keys. "It's not that easy to get a group of guys together these days just to jam," he continued. "The garage band spirit has gone out of most of my contemporaries." Most recently Keys was down in his hometown of Lubbock, which he hasn't visited for 17 years. The occasion was the annual Tornado Jam in honor of **Buddy Holly**. **Jay Boy Adams** and **Joe Ely** were on hand as well, but Keys was most impressed with the club scene. "There were lots of places to play," he said mystified. "Last time I was there there were nothing but drunk mariachis around." Keys also visited his old homestead. "I figured I'd get a warm reception, but all the people wanted to know was 'who is this fat hippie on the doorstep.'" Presently Keys is in New York prepping for the new Stones album. "You'd think after ten years in the band they'd finally make me a member," he joked in closing.

**NUTTY BOYS AT THE BOX** — Three members of that seven-man ska band/comedy troupe known as **Madness** stopped by **Cash Box** while on break from two local sold-out appearances. The group was just finishing up a month-long club tour/label shop as they are no longer on a U.S. record company roster. The band chatted about its successful kiddy matinee concerts in England, the lack of promotion its product got at Sire and its new movie, *Take It Or Leave It*. We hope the lads' film about the early days of Madness is as funny as the several videos they showed us. All of the vid clips were sort of Our Gang comedies with a clipped reggae rock beat, and caused **Cash Box** staffers to skank in that cartoonish flail that Madness is famous for. Here's hoping that this amusing and wonderfully danceable band, which just released its new "Grey Day" single in England, will find a label and some of the success in the U.S. that it has found in its homeland.

**MUSIC DAYS AT UCLA** — UCLA Extension has a pretty interesting batch of music courses scheduled for the summer. **Alan M. Perper**, national director of product marketing for WEA Corp., will instruct a class themed "Marketing The Magic Of Music," which will run June 23-Aug. 25 in rm. 1270 Graduate School Of Management. . . . Also on the agenda are the **Richard Schulenberg** taught "Legal and Practical Aspects of the Recording and Publishing Industries" and the **Ned Shankman** and **Ron De Blaslo** hosted class, "Making Music: Careers in the Music Industry." For more information call (213) 825-9064.

marc cetner

# AUDIO VIDEO

## SOUND VIEWS



**BELIEVING** — United Western Recording Studios in Hollywood was the site where producers Skip Scarborough and Jerry Peters put the final touches on A&M artist Rockie Robbins' third LP release, "I Believe In Love." Pictured are (l-r): John Guess, engineer; Peters; Robbins; and Scarborough.

## Vid Product Debuts Highlight Opening Of '81 Summer CES

(continued from page 5)

The big news in video hardware at the Summer CES continues to be videocassette recorders, particularly lightweight portables, cable-ready units and new models featuring up to seven- and 14-day programmability. Among the companies presenting new VCR systems and/or accessories, including cameras and switching devices, are Panasonic, Quasar, Akai, Sanyo, Toshiba and JVC, to name but a few.

Key software announcements here include MGM/CBS Home Video's initial videodisc releases, in addition to release dates and marketing plans for Paramount Home Video's first videodisc titles under its new custom pressing arrangement with DiscoVision Associates. There will also be a general announcement made by the LaserVision Assn. later in the week.

### New Cassette Titles

Magnetic Video, VidAmerica, KVC, Paramount, MCA Videocassette Inc., Disney and Warner Home Video (see SoundViews, page 15) will be among the videocassette software manufacturers to announce new summer titles at the show. Columbia Pictures Home Entertainment is set to announce the addition of its third closed-captioned videocassette title for the hearing impaired, *Close Encounters of the Third Kind*. Disney is set to debut new promotion plans and point of purchase displays for new releases such as *The Many Adventures of Winnie the Pooh* and *The Fox and The Hound*.

In the area of audiophile recordings, Mobile Fidelity Sound Labs is expected to announce forthcoming Original Master (half-speed mastered) recordings of David Bowie's "The Rise and Fall of Ziggy Stardust and The Spiders From Mars" and the Rolling Stones' "Sticky Fingers," as well as its new Ultra High Quality Recordings titles. Nautilus Recordings will debut three new half-speed mastered releases at the Summer CES, including Linda Ronstadt's "Simple Dreams," Pablo Cruise's "Worlds Away" and "Cornerstone" by Styx.

The more than 950 exhibitors are again located throughout three facilities — McCormick Place, McCormick Inn and the Pick Congress Hotel — taking up a total of well over 550,000 square feet of space. McCormick Place houses the bulk of the exhibits, with 400 on the Lobby level, 200 on the Mall level and 100 on the Concourse. Special interest audio groups are displaying their wares at the Pick Congress, while 150 demonstration rooms and hospitality

suites have been booked at McCormick Inn, adjacent to McCormick Place.

Interest in the annual Design & Engineering Exhibition, featuring the most innovative electronics products as selected by a panel of industry editors, has been at an all-time high, according to Jack Wayman, senior vice president of the Electronics Industries Assn./Consumers Electronics Group (EIA/CEG). A show high 478 products were submitted for review, and 106 were subsequently selected for the sixth exhibition. Almost 20,000 show attendees are expected to view the exhibition during its four-day run.

However, emphasis is being placed on international attendance by show organizers this year due to record response from electronics trade membership and visitors from overseas and Canada. Wayman indicated that the staff of the International Visitors Center had to be tripled this year alone to accommodate the anticipated heavy influx.

"This year, we sent out 16,000 direct mail pieces to international membership and tradespeople, including press," said CEG's Wayman. "To handle the expected 7,500 international attendees, we've had to expand the International Visitors Center to 12 bi- and multi-lingual staffers, and we're running a special Saturday (May 30) prep session for exhibitors on how to make the most of export opportunities in dealing with our overseas visitors. Additionally, we'll be sponsoring a mixer for international buyers and show exhibitors on Sunday (June 1), and a CES Export Development workshop will be held on the closing day (June 3) of the show."

### Special Displays

Among the other special exhibits of the Summer CES, which will again be a part of the 1981 show, are the CES Retail Resources Center and the CES Retail Cross Merchandising Exhibit, co-sponsored by the EIA, the Recording Industry Assn. of America (RIAA) together with its RIAA/VIDEO division, and the National Assn. of Recording Merchandisers (NARM).

New additions to the cross merchandising exhibit will be the RCA SelectaVision (CED) VideoDisc player (with in-store VideoDisc display items), a new Quasar PR4800 TP 45" diagonal projection TV unit and Video Communications Innovators' "Instant Previewer."

Additionally, Jensen Car Audio series II in-store display will include four AM/FM

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**CHRYSLIS VISUAL: PROGRAMMED FOR CABLE** — If you happened to attend the National Cable Television Assn.'s 30th annual convention in L.A. May 29-31, you might've been surprised to see a major independent record label represented at booth #1653 in the exhibit area. However, Chrysalis Records' presence at the confab, under its newly inaugurated visual programming division, underscored the fact that the label "wants people to know we're serious about our commitment to (cable TV programming) and generally make everyone in the industry aware of us," according to **Linda Carhart**, label director of artist development. Among the first projects, at present for Chrysalis Visual, added Carhart, is to generate interest in two visual (film) properties, *Dance Craze* and *Babylon*. The two British-made films, both produced by the Chrysalis



**A WORTHY CAUSE** — Columbia Pictures Industries president Francis T. Vincent (l) chatted with Children of a Lesser God cast member Julianne Gold at a presentation of two CPHE closed-captioned titles, Chapter Two and The China Syndrome, and video equipment to two N.Y. institutions for the hearing-impaired.

Group, have both been released to theatres in Europe, with successful box office results, while *Babylon*, a serious film that focuses on the lives of black youths living in South London, was well-received by critics at a Filmex screening in L.A. not long ago. The soundtrack to *Dance Craze*, a chronicle of live performances by the top English ska bands on the 2-Tone label (including **Madness**, **The Selecter**, **The Specials** and **The English Beat**), has already been released by Chrysalis. To show it means business, Chrysalis has already produced a 60-minute video special on recording group **Jethro Tull**, taped live at the Los Angeles Sports Arena, "specifically for cable," as well as worldwide TV distribution, Carhart indicated. Also in the works is a visual

adaption of a book property recently purchased by Chrysalis co-chairman **Terry Ellis**, entitled *Prick Up Your Ears*. Joining Carhart in the division is creative director **Peter Waag**, **Clive Walter** and **Des Brown**, all of whom are based at Chrysalis' London headquarters.

**MTV UPDATE** — Warner Amex has announced the addition of some new programming features for its MTV: Music Television channel as it gears up for the Aug. 1 (12:01 a.m.) debut. The 24-hour-a-day service will include a live concert broadcast, once a week, as well as an hour-long show once a month entitled *Saturday Night Across America*. The purpose of the program will be to "expose regional music" nationally. WASEC has also developed an "optimized transmission technique" to complement the channel's stereo format. Presently available from two manufacturers, Learning Industries of Costa Mesa, Calif. and Wegener Communications, Inc. of Norcross, Ga., the stereo processor receives MTV's transmission from the satellite (in this case, transponder 11 of RCA's Satcom 1) and delivers it to the cable on the FM frequency of the affiliate's choice. According to WASEC vice president of engineering and operations **Andy Setos**, the cost of the processor is approximately \$1,400, an investment that can be recouped via additional charges for FM hook-ups in subscribers' homes. Expect an announcement from MTV on its five "video jockey" personalities shortly, as well as music-oriented motion pictures slated.

**RADIO TO ROCK CABLE IN LOUISVILLE** — Rock radio will invade cable TV in, of all places, Louisville, Ky. come June when WLRS celebrates its 10th year as an album-oriented rock (AOR)-formatted outlet by going cable TV. CPI, a local cable service that is part of the Times-Mirror System and reaches approximately 40,000 homes, will broadcast the **Lee Abrams**-consulted station's unique programming package. According to WLRS video coordinator **David Mize**, the venture is viewed as "a support thing . . . an extension of radio. We expect that our morning show will be cablecast live, and our telephone concert line will be rolling on cable during the day. We also hope to interview groups live on cable, such as **ZZ Top**." Mize, however, did bemoan the fact that he's been having a tough time securing promotional video product from the major record labels for the endeavor, which will be ad-supported. Any labels needing further info on the project might give him a call at (502) 585-5178.

**MORE VIDEO SOFTWARE NOTES** — Warner Home Video has been busy, busy, busy. The videocassette software arm of Warner Communications, Inc. (WCI) has just released two new music video cassettes by Warner Bros. recording acts **Dire Straits** and **Devo**. The Straits' cassette features three cuts from the band's current "Making Movies" LP, while **Devo**: *The Men Who Make The Music* includes four older selections from the new wavers' first two LPs. Both items will retail for \$40 and be supported by a cross-merchandising campaign that will include four-color posters, bin cards tagging the video tapes in record bins and free-standing promo cards. In June, Warner will follow up with the motion picture titles *Just Tell Me What You Want*, *Time After Time*, *Bloodbrothers* and two grade "B" drive-in flicks starring former *Playboy* Playmate of the Month, the late **Claudia Jennings**, *Death Sport* and *Great Texas Dynamite Chase*. Last but not least, the company will be celebrating Orion Month in July with the release of nine Orion Pictures titles, including *The Great Santini*, *Over The Edge*, *The Wanderers*, *Promises In The Dark*, *Heartbeat*, *Simon*, *Die Laughing*, *The Awakening* and *The Fiendish Plot Of Dr. Fu Manchu*. Posters and brochures will be supplied for in-store use on the Orion product, which will be the first videocassette titles from Warner Bros. to utilize its new **Milton Glaser**-designed packaging. . . . In the videodisc world, RCA has announced plans to release comedian/filmmaker **Mel Brooks'** new motion picture send-up, *The History of the World: Part 1*, in the Fall in its CED format following theatrical release of the movie in June. . . . As part of its ongoing entertainment industry-oriented day-long sessions, UCLA Extension will explore the opportunities for video software program suppliers and distributors in "post-theatrical markets" during a program entitled *Distribution of Home Video and Non-theatrical Programming* Aug. 22. The session, which will be held at the Century Plaza Hotel, Century City, Calif., runs from 9 a.m.-4 p.m. **Larry Finley**, of Larry Finley Assoc. and the International Tape/Disc Assn. (ITA) is slated to be the luncheon speaker, while **James P. Jimirro**, president of Walt Disney Telecommunications, is scheduled to serve as instructor. The fee is \$125, which includes luncheon and program materials.

michael glynn

# MERCHANDISING



**AT ELLISTON PLACE** — Warner Bros. artist T.G. Sheppard recently visited Elliston Place Discount Records in Nashville during the label's Spring Country Music Festival. Pictured are (l-r): Alan Gordon, store manager; Sheppard; and Kerry Woo, WEA field merchandiser.

## Epic Holds Branch Contest For Ozzy Osbourne Album

LOS ANGELES — Epic Records is currently staging a unique "pay to play" branch office contest in support of Ozzy Osbourne's new Jet Epic LP, "Blizzard Of Oz." Running April 27-June 30, the intra-company contest will be judged on best overall performance for the album (promotion, sales, merchandising, etc.) by each local office.

Participating branches, which are required to pay a contest entry fee, have been divided into three competitive categories based on size, personnel and sales average (e.g. a New York will not compete with a Denver). Each person affiliated with a category winning branch, from branch manager to secretary, will win gasoline coupons worth \$200 from one of the major oil companies.

As an added incentive to attain the goal of taking "Blizzard Of Oz" to gold, if the album achieves that plateau by July 1, all branch entrance fees will be refunded, and E/P/A will contribute all prize monies.

Conceived by E/P/A marketing executives after working with product managers at field merchandising meetings and discovering that the branches wanted a contest that would involve all departments on the local level, the contest was coordinated by E/P/A vice president of marketing Ron McCarrell, West Coast vice president of marketing Larry Douglas and Epic associate product manager, West Coast, Steve Einczig.

"A lot of the time lower level personnel get passed over when prizes are awarded," said Einczig. "So we decided that since they put in as much work as the promotion men and everybody else, they should be rewarded too."

Winning branches will not only have a victory to share among every member of the office, but also the added satisfaction of knowing that they made other branches in their category pay for it.

"The key here, of course, was the 'play for pay' to get the whole competitive spirit going," said Douglas. "The regions are proud of themselves. They sit at the same table when they are at conventions together and have a good natured sense of rivalry going with the other branches."

Douglas also said that although the design of the contest had been worked out beforehand, the Osbourne album possessed all the key elements to make the concept work. He maintained that the combination of Osbourne's current tour, his ability to do in-store appearances and the fact that the product was selling to begin with, made it prime contest material.

"Everything has jelled for this album," enthused Douglas. "The album has already passed the quarter million mark, and the five day figures are really good. It'll be tight, but I think we'll make the gold mark by July 1."

Also enthusiastic about the contest was Osbourne manager/Jet Records staffer Sharon Arden. "When we had the 'Discovery' album out for ELO, we gave away a van, but the response wasn't close to what it is for Ozzy," she said. "The branch managers have really done their job. We've seen some amazing displays at our in-store appearances."

## BASF Reports Sales Up, Earnings Down

LOS ANGELES — The BASF Group of companies reported an 11% increase in sales, while pre-tax earnings were reduced by 8.8% for the first quarter of 1981. The BASF Group includes BASF Systems Corp., manufacturers of magnetic recording tape.

Total net sales rose to \$3.9 billion, principally due to higher prices instituted to offset raw material costs and the impact of currency relationships between the deutsch mark and the dollar. BASF attributed the decline in pre-tax earnings to \$213 million to those increased raw materials costs that could not be offset by higher prices, "unsatisfactory" refinery earnings and translation of currencies.

BASF world net sales were up 10.8% for the first quarter to \$4.15 billion, as compared to \$3.75 billion during the same period for the previous year, while BASF Group capital expenditures also rose 5.6% to \$189 million from \$178 million in the first quarter of 1980.



**CRAMPS STRIKE NEW JERSEY** — Recently in town for a show at Emerald City, I.R.S. group The Cramps made an in-store appearance at the Cherry Hill Sound Odyssey Record Store. Shown outside the store are (l-r): Nick Knox of the group; Tom Rein, Sound Odyssey; Bobbe Shore, Pichmond Bros.; Poison Ivy, Congo Powers and Lux Interior of the Cramps.

## SINGLE BREAKOUT OF THE WEEK

**JESSIE'S GIRL • RICK SPRINGFIELD • RCA JH12201**

Breaking out of: Sounds Unltd. — Chicago, Peaches — Memphis, Everybody's — Portland, Record Theatre — Cleveland, Disc Records — Texas, Spec's — South Florida, Peaches — Columbus, Lieberman — Dallas.

## SINGLES BREAKOUTS

**THE ONE THAT YOU LOVE • AIR SUPPLY • ARISTA AS 0604**

Breakout out of: National Record Mart — Pittsburgh, Poplar Tunes — Memphis, Turtles — Atlanta, Harmony Hut — Washington, Father's & Sun's — Indianapolis, Record Theatre — Cincinnati, Lieberman — Dallas

**BOY FROM NEW YORK CITY • MANHATTAN TRANSFER • RFC/ATLANTIC 3816**

Breakout out of: Peaches — Columbus, Great American Music — Minneapolis, Tower — Sacramento, Tape City — New Orleans, P.B. One Stop — St. Louis, King Karol — New York, Tower — Seattle

**MODERN GIRL • SHEENA EASTON • EMI-AMERICA 8080**

Breakout out of: Sounds Unlimited — Chicago, Richman Bros. — Philadelphia, Alta — Phoenix, D.J.'s One Stop — Seattle, Camelot — National, Radio Doctors — Milwaukee, Peaches — Columbus

**ALL THOSE YEARS AGO • GEORGE HARRISON • DARK HORSE/WARNER BROS. DRC 49725**

Breakout out of: Great American Music — Minneapolis, Poplar Tunes — Memphis, Father's & Sun's — Indianapolis, Musiland — St. Louis, Lieberman — Kansas City, D.J.'s One Stop — Seattle

**NOBODY WINS • ELTON JOHN • GEFEN GEF 49722**

Breakout out of: National Record Mart — Pittsburgh, Spec's — South Florida, Sound Warehouse — San Antonio, Poplar Tunes — Memphis, D.J.'s One Stop — Seattle

**SHADDUP YOU FACE • JOE DOLCE • MCA 51053**

Breakout out of: National Record Mart — Pittsburgh, Tower — San Diego, Tower — West Covina, Bee Gee — Albany

## FASTEST MOVING MIDLINES

- ABBA • The Album • Atlantic 19164
- AC/DC • Let There Be Rock • Atco SD 19132
- Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033
- Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020
- Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- Tommy Bolin • Private Eyes • Columbia C-34329
- Devo • Live • Warner Bros. MINI 3548
- Doors • The Doors • Elektra EKS 74007
- Dan Fogelberg • Souvenirs • Full Moon/CBS P33137
- Billy Joel • Piano Man • Columbia PC 32455
- Carole King • Tapestry • Columbia PE 34946
- Don McClean • American Pie • United Artists LN 10037
- New Musik • Sanctuary • Epic NFE 37314
- Pretenders • Extended Play • Sire MINI 3563
- Secret Policeman's Ball • The Music • Island IL 9630
- Who • Meaty, Beaty, Big & Bouncy • MCA 37001
- Who • Who Are You • MCA 3050

COMPILED FROM: Musiland Group — National • Disc Records — Texas • Peaches — Dallas • Cutler's — New Haven • Lieberman — Kansas City • Tower — Seattle • Alta — Phoenix • Big Apple — Denver • Cavages — Buffalo • D.J.'s One Stop — Seattle

## TOP SELLING ACCESSORIES \*

- Allsop Cassette Head Cleaning Cassette 70330
- Discwasher D-4 System
- Discwasher D-4 Fluid Re-Fill 1 1/4 Oz.
- Maxell UDXL I C-90
- Maxell UDXL II C-90
- Maxell UDXL II C-60
- Maxell UD C-90
- Maxell Videocassette HG T-120
- Memorex MRX3 C-90 3 Pack
- Memorex MRX1 C-90
- Recoton LP Inner Sleeves
- Savoy Cassette Carrying Case 2330
- Sound Guard Record Preservation Kit
- TDK SA C-90
- TDK AD C-90
- TDK DC-90 3 Pack
- TDK Cassette Head Cleaning Cassette HC 01B

COMPILED FROM: Disc Records — Texas • Peaches — Dallas • Cutler's — New Haven • Lieberman — Kansas City • Tower — Seattle • Big Apple — Denver • Cavages — Buffalo • Sounds Unlimited — Chicago • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati

\* Excludes T-Shirts & Paraphernalia

Heavy Sales



# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK



**KNIGHTS OF THE SOUND TABLE • CAMEO • CHOCOLATE CITY/POLYGRAM CCLP 2019**  
*Breaking out of:* Cutler's — New Haven, Richman Bros. — Philadelphia, Big Apple — Denver, Tower — Sacramento, Sound Warehouse — San Antonio, Father's & Sun's — Indianapolis, Tower — San Diego, Turtles — Atlanta, Record & Tape Collector — Baltimore, Musicland — St. Louis, Poplar Tunes — Memphis, Independent — Denver, Cactus — Houston, Record Bar — National, Lieberman — Dallas, Tower — Seattle, Sounds Unltd. — Chicago, Boatners — New Orleans, Soul Shack — Washington, Radio Doctors — Milwaukee, Webb's — Philadelphia, Lieberman — Denver.  
**MERCHANDISING AIDS:** 1x1 Trims, Posters, Streamers.

## ALBUM BREAKOUTS

**THE COMPLETION BACKWARD PRINCIPLE • TUBES • CAPITOL SOO-12151**

*Breaking out of:* Harvard Coop — Boston, Sounds Unltd. — Chicago, Licorice Pizza — Los Angeles, Tower — Los Angeles, Tower — Sacramento, Wilcox — Oklahoma City, Tower — Campbell, Turtles — Atlanta, Mile High — Denver, Record Theatre — Cleveland, Independent — Denver, Flipside — Chicago, Lieberman — Kansas City.  
**MERCHANDISING AIDS:** 3x3 Poster, 1x1 Flats, Die Cut Poster in 4 Different Colors.



**FANCY FREE • OAK RIDGE BOYS • MCA-5209**  
*Breaking out of:* Wilcox — Oklahoma City, Turtles — Atlanta, Lieberman — Portland, Sounds Unlimited — Chicago, Port 'O Call — Nashville, Radio Doctors — Milwaukee, Lieberman — Denver, Lieberman — Dallas, Musicland — St. Louis, Record Bar — National, Lieberman — Kansas City.  
**MERCHANDISING AIDS:** 1x2 Front Boards, 2x4 LP Announcement Poster, Multi-Use Counter Header, Wall Display, Mobile.

**TASTY JAM • FATBACK • SPRING/POLYGRAM SP-1-6731**

*Breaking out of:* Big Apple — Denver, Sound Warehouse — San Antonio, Turtles — Atlanta, Mile High — Denver, Sounds Unltd. — Chicago, Poplar Tunes — Memphis, Lieberman — Dallas, Webb's — Philadelphia, Musicland — St. Louis.  
**MERCHANDISING AIDS:** 1x1 Trims, Posters, Streamers.



**FRIDAY NIGHT IN SAN FRANCISCO • AL DIMEOLA, JOHN McLAUGHLIN, PACO DeLUCIA • COLUMBIA FC 37152**  
*Breaking out of:* Big Apple — Denver, Wilcox — Oklahoma City, Peaches — Dallas, Everybody's — Portland, Cactus — Houston, Spec's — South Florida, Cavages — Buffalo, Flipside — Chicago, Record & Tape Collectors — Baltimore, Disc Records — Texas.  
**MERCHANDISING AIDS:** Information not available.

**BALIN • MARTY BALIN • EMI-AMERICA SO-17054**

*Breaking out of:* D.J.'s One Stop — Seattle, Tower — Sacramento, Father's & Sun's — Indianapolis, Tower — Campbell, Lieberman — Denver, Tower — Seattle, Tower — San Francisco.  
**MERCHANDISING AIDS:** Counter Wall Display, 24x36 Posters.



**HUSH • JOHN KLEMMER • ELEKTRA 5E-527**  
*Breaking out of:* Big Apple — Denver, Tower — Los Angeles, Turtles — Atlanta, Disc Records — Texas, Mile High — Denver, Radio Doctors — Milwaukee, Record & Tape Collectors — Baltimore, Sounds Unltd. — Chicago.  
**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Poster.

**LIVE • STEPHANE GRAPPELLI/DAVID GRISMAN • WARNER BROS. BSK 3550**

*Breaking out of:* Harvard Coop — Boston, Tower — San Francisco, Great American Music — Minneapolis, Wilcox — Oklahoma City, Peaches — Indianapolis.  
**MERCHANDISING AIDS:** 1x1 Flats.



**SIMPLY DELICIOUS** — Delicious Records in Los Angeles was the site of a promotional visit by Warner Bros. recording artist Chaka Kahn who was in town to do a concert and promote her latest solo album, "Whatcha Gonna Do For Me," which features the title track as a single. Khan is shown signing autographs for young fans.

## WHAT'S IN-STORE

**WAXIE MAXIE MAILS TO MOMS** — Washington D.C.'s Waxie Maxie chain undertakes its first direct mail advertising campaign this week, with blue collar women in the Bowie, Md. area the targeted audience. Marcy Penner, advertising director for the chain, told us the campaign was inspired by the findings of the recent Warner Communication, Inc. (WCI) report that working women are a significant and growing segment of the record buying public. Penner also cited comments from the chain's Aspen Hill store manager that many of the area's housewives were unaware the record store carried anything but rock 'n' roll. As an incentive to new customers, the 7,100 flyers contain offers for free 45s and coupons good for reduced prices on records and accessories. Among the featured specials are T.G. Sheppard, Engelbert Humperdinck and Carol Hensele's "Dancersize." The free 45s included a CBS sampler, as well as James Taylor singles. Five record companies have supported the mailing. While the use of purchased mailing lists is a first for Waxie Maxie, similar coupons have been used in flyer and leaflet advertising in and around malls and parking lots. The difference this time is the more specifically targeted buyer. "We're hoping to increase our older buying public by making people aware of spoken word, dancersize and show albums," said Penner. The advertising director added that everything in the mailer was tailored towards "the person I expect to be opening the mail."

**EXECUTIVE CHANGES** — Lee Cohen replaces John Houghton as vice president of marketing at Licorice Pizza. Cohen has been director of advertising for the Glendale, Calif.-based chain for the last three years. Kent Moseley, formerly a store district manager, has been promoted to assistant vice president of store operations. . . . R. Allen Lyles has joined Record Bar as director of accounting systems development for the Durham, N.C.-based outfit. A certified public accountant, Lyles was formerly accounting manager for the Huyuck Corp. of Wake Forest, N.C. The chain also named Brad Martin to the post of national supervisor. The seven-year Record Bar vet will work out of the company's home office. . . . Deb Flanagan, advertising director for Everybody's Records in Portland, Ore., has given it all up in order to travel for an extended period of time.

**MODERN TIMES AT SOUND ODYSSEY** — RCA Records and radio station WYSP recently got together with the 12 Sound Odyssey stores to promote the new Jefferson Starship LP, "Modern Times." Using the slogan "Enjoy Modern Times With the Best of Modern Equipment," radio spots invited listeners to fill out entry blanks at Sound Odyssey outlets for a drawing to be held on the air. First prize was an RCA videodisc player and a five-disc starter library. Fifty other winners also received copies of the Starship LP. Displays were used in all stores to draw attention to the ballot boxes. The radio spots also made mention of the Sound Odysseys that carry video equipment.

**CLEANING ZE ATTIC** — Due to production overruns, ZE Records still has hundreds of posters and buttons of such artists as Kid Creole and the Coconuts, Lydia Lunch and Lizzy Mercier Descloux and the ZE taxi logo. Inquiries should be directed to Nigel Lionel-Hampton at ZE, 154 West 57th St., New York, N.Y. 10019. Perhaps commenting on the success of the ZE stable of stars, label president Michael Zilkha remarked that he is "happy to know that these artists will be hung in good homes." Expect to pay postage and handling.

**RECORD BAR NEWS** — The Baton Rouge Record Bar recently sponsored an "Escape to Nottoway Plantation" promotion in support of Garland Jeffreys' "Escape Artist" LP. The grand prize was a weekend for two at Nottoway Plantation. The store also placed the Jeffreys album on sale. . . . The Iowa City store got together with a local department store for a "Willie Nelson Jamboree." Record Bar set up shop in the store's western wear department and featured the Nelson catalog, while the store promoted the Willie Nelson line of western wear. . . . The Kilgus, Texas outlet hosted an in-store appearance by Alabama and a remote broadcast by KOOV-FM. All RCA country product was reduced one dollar for the promotion. . . . A \$50 Record Bar gift certificate was one of the prizes awarded to the winner of the "Calvert's Favorite Bartender" contest at the Winston-Salem store. Area bars supplied containers, and patrons voted for their favorite bartender with a cash donation to Easter Seals, co-sponsor of the contest. Bartender Eric Durner was the winner, raising \$2,000 for the charity. . . . The Bristol, Va., store promoted Franke and the Knockouts by giving away a pair of Everlast boxing gloves. The Knockouts' LP was also on sale. . . . A new wave dance concert sponsored by the Greenville, N.C. store featured the band All You Can Eat and awarded a \$10 gift certificate, LPs and 45s as prizes. . . . Stores in the Raleigh, N.C. area are co-sponsoring a Kenny Rogers promotion with radio station WYNA. The promotion coincides with an upcoming Raleigh concert by Rogers, with first prize being dinner for two, front row concert tickets, a visit backstage and the Rogers catalog.

**OOPSI** — Talk about rough treatment. We not only managed to misspell Crazy Eddie advertising director Harry Spero's name in last week's column, we also failed to identify him in our picture of Franke & the Knockouts. It was a hard week all around for Harry, who also had an in-store promotion for Ozzy Osbourne nixed. Contestants were to be given 30 seconds to bit the heads off as many marshmallow baby chicks as possible. Dirty, Harry.  
 fred goodman

# TALENT

## Gary Numan

WEMBLEY ARENA, London — It is not brutally unkind to say that at his last live U.K. performance Gary Numan seemed the most superfluous and, hence, least necessary of all the elements which made up the show. The ironic truth, of course, is that but for Numan there would have been no show whatsoever.

Numan's stage presence is impossible to gauge against the monstrous set and lighting rig he uses in performance. His voice constantly ranged at a hard, high pitch most performers could not achieve without a noticeable loss of clarity. Moving in a staccato dance around the stage, Numan made many costume changes and along with his band made full use of the many levels his stage afforded him.

The audience for the last bash was predominantly young and tremendously loyal, featuring the highest proportion of 'performer/clones' imaginable, sporting the twin red-stripe shoulder straps and one piece chintz suits Numan wore in his more recent publicity shots. The ardent throng mobbed the stage even before the performance had begun.

Once tempted back to their seats by security men, the show started amid clouds of dry ice and the crowd rushed forward again, swamping the front of the auditorium and gave the impression that while there was one Gary Numan on stage, there were at least a thousand in the audience.

Band and star provided a skilled and convincing rendering of the 'bleak aural landscapes' that have made them so popular in a few short years. The set and lighting rig paid witness to the skill of the staging for this modern rock show, as narrow beams from aircraft landing lights made both straight and, apparently, curved curtains of light. Massive blocks and vertical strips of light, scanning in infinite pattern, a 'mother-ship' lighting rig containing more conventional theatrical spots than most shows can boast, additional follow spots and a robot that milled around the stage were all part of Numan's high tech circus.

With music so 'ultra-modern' and such a dominating set, there existed a danger the whole show would lose any semblance of 'live' performance and adopt a merely two-dimensional image with an extremely loud soundtrack. There was one moment, in particular, when Numan, high up on the set singing "I Dream of Wires," could no longer be heard. This should have been both a theatrical and spiritual climax, but with Numan inaudible, for whatever reason, the whole edifice nearly crumbled.

In the last show on earth, one would expect to promote audience participation and the audience dutifully sang the missing lyrics. Whether it was merely a malfunctioning microphone or a highly risky gamble, a touching moment of very human magic was created in a show many English commentators have paralleled with a fascist rally.

For Numan, to announce his retirement from live performance at the age of 23 may

seem baffling, yet his music has moved on a few stations since the tubeway army first appeared. There is also the new avenue of video Numan has expressed interest in, yet there too are rumours that perhaps the young man may re-emerge... in another mutation.

paul bridge

## Split Enz

THE COUNTRY CLUB, L.A. — It's hard not to root for Split Enz. The band was the quintessential obscure cult act when it came on the rock scene in the mid-'70s with its bizarre costuming and wildly eclectic avant rock sound. But now, several facelifts later, the fivesome has streamlined its quirkiness into one of the catchiest modern pop sounds around and is making a bid for international acclaim.

The group's recent show at the Country Club here proved that the witty Kiwis have arrived as a major rock force and are about to break from that netherworld of pop cultdom in the U.S. The band's "True Colours" album broke sales records in its home base of Australia and earned a strong following in the U.S. last year. But the 1981 tour in support of the vibrant new "Waiata" album should begin a whole new era for the Enz.

The new stage show, featuring some of the most stunning multi-colored kaleidoscopic lighting seen in the past few years, as well as the Enz' hypnotic blending of Kinks Music Hall hi-jinx with pure pop professionalism, pointed up the group's many strengths.

Tim Finn, who has always been the soul of the Enz as its elegant but eccentric front man, is now the perfect alter ego to younger brother Neil Finn's exuberant pop rocker persona. The brothers Finn are what make the Enz go, and Neil's bristling commercial pop tunes like "I Got You" and "One Step Ahead" counterbalance his brother's slightly off-kilter numbers like "Shark Attack" and "Nobody Takes Me Seriously Anyway." And throughout the 90 minute set, the Finns engaged in a little brotherly "Can You Top This," "Hard Act To Follow" being bested by "One Step Ahead" etc. illustrating good-natured sibling rivalry.

Clad in paisley striped '40s garb and brandishing pop rock songs that have more hooks than a meat packing plant, the Enz delivered a set sparkling with harmony, humor and potential hits.

The band lost drummer Malcom Green earlier this year, but percussionist Noel Crombie has moved into that position gracefully, making the band even more tightly economical. And while the brothers Finn and Crombie steal the limelight most of the time, the group's sound is built around the steady bass work of Neil Riggs and the multi-layered keyboard melodies of Eddie Rayner.

Employing the heady mix of the best numbers from "Waiata" and "True Colours," along with such chestnuts as "I See Red" and "You Can Lead A Horse To Water But You Cannot Make It Drink," which featured Crombie's deft spoons playing, the Enz displayed that all to rare combinative quality of class, comedy and pop ingenuity.

marc cetner



**THERE'S A RUSH ON PLATINUM** — Mercury/PolyGram Records group Rush, whose "Moving Pictures" LP garnered gold and platinum with weeks of its release, recently played to a sold-out house at New York's Madison Square Garden. After the show, the band went to a reception in their honor, where they were presented with a slew of gold and platinum records for "Moving Pictures," "All the World's A Stage" and "2112." Pictured in the front row at the reception are (l-r): Alex Lifeson, Rush; Lou Simon, senior vice president, marketing, PolyGram Records, inc.; Geddy Lee, Rush; Jim Setel, national album promotion director, PolyGram; Neil Peart, Rush; and Chip Taylor, vice president, A&R, PolyGram. Pictured in the back row are (l-r): Tom Berry, Anthem Records, Canada; David A. Braun, president and chief executive officer, PolyGram; Irwin Steinberg, chairman, PolyGram; Ray Daniels, personal manager, Rush, SRO Productions; and Bob Sherwood, executive vice president and general manager, PolyGram.

## Vid Product Debuts Highlight Opening Of '81 Summer CES

(continued from page 15)

stereo cassette units, to be used with new premium prerecorded cassettes from CBS Mastersound, Mobile Fidelity Sound Lab and other companies. Technics will supply its Micro Series audio system for use with audiophile disc product from Mobile Fidelity. Albums, cassettes and point-of-purchase items are to be supplied by Lieberman Enterprises, while Video Unlimited has offered an assortment of video software from RIAA/VIDEO member companies.

Rounding out the special exhibits are the CES National Trade Assn. and CES Publications booths.

CES conference, workshops and seminars, also a traditional part of the show, have been expanded in scope to present more than 50 executives from various sectors of the industry over a period of 12 hours.

A keynote address by Wayne Valis, special assistant to the President, office of Public Liaison, entitled "A View From The White House," opened the show May 31. In his talk, Valis overviewed the President's Economic Recovery Program, with emphasis on policies that offer tax relief and reduce regulations that can encumber manufacturers.

CES conferences, featuring various trade press moderators and industry executive panels, are scheduled for the mornings of June 1, 2 and 3, while retail management workshops, which this year include a new roundtable format, are scheduled for each afternoon.

Jim Twerdahl of Jensen Sound Labs will chair and give the keynote speech of the June 1 Audio conference, while Ezra Landres of the National Assn. of Retail Dealers of America (NARDA) will chair the afternoon retail management workshop. Bud Rebedeau of Kilty, Rebedeau & Assoc. moderates.

Alex Stone of Quasar Co. is scheduled chairman and moderator of the June 2 morning video conference, during which the first panel will discuss "New Sources of TV Programming," including cable, teletext and satellite communications. The second video panel, which includes Mort Fink (Warner Home Video), Walter Fisher

(Zenith), Ray Gates (Panasonic), Ken Kai (Pioneer Video Inc.) and Jack Sauter (RCA), is slated to discuss the "Marketing of New Video Products."

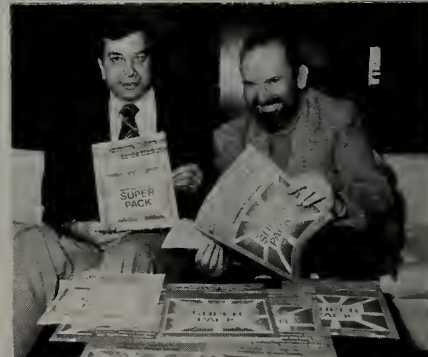
Ray Hall of the Electronics Representatives Assn. will chair the second afternoon retail merchandising workshop on June 2.

The show closes June 3 with a CES Personal Electronics conference in the morning, chaired by Mattel's Richard Hoag, who is also set to give the keynote speech. Calculators, personal computers, video and hand-held games, in addition to telephones and telephone devices, will be discussed by the conference's two panels.

## Hugo Friedhofer Dies

NEW YORK — Hugo Friedhofer, who composed scores for at least 70 films and contributed to the scores of a like number, died Sunday, May 17, at St. Vincent's hospital, Hollywood, Calif. He was 80.

A BMI affiliate, Friedhofer won an Oscar for his score for *The Best Years of Our Lives*, and also scored such films as *The Lodger*, *Lifeboat*, *Wing and a Prayer*, *Gilda*, *Body and Soul*, *Broken Arrow*, *The Harder They Fall*, *The Sun Also Rises* and *The Young Lions*.



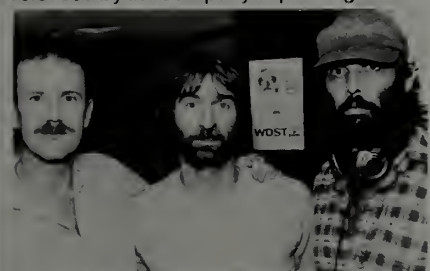
**SUPER PACK** — Students and teachers can now have access to current popular songs via April/Blackwood Music's mini-song folios called "Super Packs." Pictured inspecting some of the four-song collections are (l-r): Al Kugler, creator of the folios and director of April/Blackwood Publications; and Mel Ilberman, vice president and general manager April/Blackwood Music.

# ON STAGE

## AIR PLAY

**AWARD WINNING FORMAT** — First there was MOR, then AOR, then A/C. Now there's AGR, or All Game Radio. That's right. Southern California listeners don't have to watch mindless TV game shows if they're in a game participation mood. For some cerebral exercise, listeners can instead tune in to **KWRM/Corona**, which moves to an All Game Format beginning June 1. The idea of KWRM president and general manager **Pat Michaels**, the format will sport features like brain-teasing puzzles and various quizzes to entertain drivers bogged in traffic jams; who-done-it mystery contests; sports results ranging from horse races to local high school and college games as well as Dodgers and Lakers broadcasts; and a healthy dose of music aimed at the 25-44 age group. Even the music itself will be presented like a game. After a three-record sweep, for example, the DJ will not immediately ID the record or artist. Listeners (contestants) can phone in and if they can make the correct identification, they win a prize. Michaels says he has been formulating this idea for several years, but this is only the first time he has had an opportunity to implement the format. "Anybody in radio that has run promotions and contests before knows that listeners just want to win," Michaels said. "It doesn't have to be a major prize, they just want to win something. This format provides more chances for that to happen than any other kind." Michaels also said that advertisers were interested in the idea because they look for ways to be able to give products away. In fact, according to Michaels, client requests for product-give-aways had much to do with developing this format. "Until now," he said, "there has never been a format developed that would meet both the advertisers' needs and the radio station's."

**CHANGING FORMATS** — Century Broadcasting's **KWST/Los Angeles**, apparently unable to garner the ratings and revenues necessary to sustain its seven-year old AOR format, will be changing to a mass appeal approach effective June 25. In a statement released by the company explaining the format change, **Tim Sullivan**, KWST vice president and general manager said, "We believe there is a real need for a mass appeal FM station in Los Angeles radio. While there are numerous adult contemporary stations in the market, we feel that KWST will have a personality and identity of its own." In addition to the format change, Sullivan has named **Chuck Martin** to program the station, replacing **Ted Ferguson**. The Sullivan-Martin team previously worked together at **KHJ/Los Angeles** in 1978 and 1979. Martin was the last Top 40 programmer at KHJ before the station went country last year. Many of the KWST personalities have already resigned. One, **Dusty Street**, has already made a move and returned to her old stomping ground, **KROQ**, where she will handle the 10 p.m. to 2 a.m. air shift.



**DUPREE PREMIERES NEW ALBUM** — Elektra/Asylum recording artist **Robbie Dupree** recently visited his home town's radio station **WDST** in Woodstock for the initial play of his new LP "Street Corner Heroes." Pictured are (l-r): **Ike Phillips**, **WDST** air personality; **Dupree**; and **Richard Fusco**, **WDST** music director.

**FOR YOUR INFORMATION** — If you see **Gordon Jump**, aka **Arthur Carlson**, the GM of the TV series about zany station **WKRP in Cincinnati**, on the tube, it may not be the crazy show, but an advertising campaign he is featured in on behalf of Charter Broadcasting Group. Charter has launched a \$150,000 campaign featuring Jump in a series of commercials for its stations, including **KCBQ-AM/San Diego**; **K101-FM/San Francisco**; **KSLQ-FM/St. Louis**; **WOKY-AM/Milwaukee**; and **WDRQ-FM/Detroit**. . . National Public Radio's **Jazz Alive!** show won the 1980 George Foster Peabody Award for entertainment. The award is designed to "recognize the most distinguished and meritorious public service" by radio and television. NPR offers a wide variety of diversified programming and the award winning **Jazz Alive!** series is an example. And the government wants to cut off funds to NPR? . . . Finally, in a zany, messy and world record setting promotion, **KSFM/Sacramento PD Billy Manders** sat in a bathtub of spaghetti for 53 consecutive hours. Manders did it to help raise money for the American Red Cross. The Ragu sauce company helped to sponsor the event as well as keep Manders in the thick of the promotion.

**STATION TO STATION** — **WCBS-FM/New York** is sporting a new slogan, "Solid Gold-New Gold," signifying the station's oldies format as well as drawing attention to the fact that tomorrow's golden oldies, or today's hits, are played there also. Four-color art work has been employed for transit cards and subway platforms depicting artists like **Kenny Rogers**, **Barbra Streisand**, **Billy Joel** and **Eagles**. Not surprising for New York, but certainly a compliment for the artwork, **WCBS-FM's Betsy Bucken** told us that reorders for the subway car boards have been fast and furious as people are stealing them as fast as they go up. It looks like the station selected the right artists to associate with because in a recent issue of *People Magazine*, results of its third annual Readers Poll revealed that **Rogers** was the favorite male singer, **Streisand** favorite female singer, **Eagles** was the favorite group and **Joel** was third runner-up for favorite male vocalist. . . **Sheldon Grafman**, executive vice president of **KSHE/St. Louis**, presented a check for \$4,200 to the Kilo Foundation for Cardiovascular and Diabetes Research. The monies represented profits from the sale of the station's "Seeds. . . Homegrown Rock 'N' Roll" LP. **KSHE** is currently preparing its second "Seeds" album. . . **KLOL/Houston** is currently in production on its first homegrown LP called "Talent 'N' Texas" that will feature 10 to 12 local bands. The T'N'T album will be sold locally in retail record stores, but if anybody is interested in receiving a copy, give the station a call and ask for **Michele Robinson**. . . A research study conducted by the University of California surprised **KNAC/Long Beach** with the findings that, for the first time, women have surpassed men as the #1 listening audience for **KNAC** Radio. It's generally considered that AOR radio enjoys healthier listenership from young adult males. Not only is **KNAC** an AOR-formatted station, but the station prides itself on playing new music, particularly "new wave" and artists that don't receive much radio attention, such as **Adam & the Ants**, **Wall of Voodoo** and **The Jam**. The USC reports found that 50.6% of the **KNAC** audience was female compared to 49.4% male, with 81% of the females 18-34 and 88% of the males 18-34. . . **WXLO/New York** has applied to the FCC for new call letters of **WRKS**. . . **Eugene Jeffress** probably has more "new friends" than he can stand. The lucky **Jeffress** won a \$252,861 jackpot offered in a recent **Y100/Miami** contest.

mark albert



**'BUTT ROCKIN'** — **Chrysalis** recording group **The Fabulous Thunderbirds** met backstage with radio executives and **Chrysalis** staff following a two-hour performance at the **Country Club in Reseda, Calif.** The band was out to support its latest LP, "Butt Rockin'." Pictured are (l-r): **Hugh Surratt**, **KMET** music director; **Michael Abramson**, national promotion director, **Chrysalis**; **Fran Christiana** and **Jimmie Vaughn** of the group; **Ted Habeck**, **KWST** music director; and **Billy Taylor**, **Chrysalis** field representative.

## Fate Of Black Radio Pondered During Day-long BMA Panels

by Michael Martinez

**LOS ANGELES** — The fate of black-owned radio, the impact of deregulation, the establishment of a new image for black radio and better relations between radio and artists were major topics covered during a series of communications panels at the **Black Music Assn. (BMA) Convention**, held at the **Century Plaza Hotel** here May 23-27. Also of paramount concern during the panel discussions was the impact new technologies would have on black broadcasters' efforts to establish more responsive black-owned radio properties.

During the May 25 opening session, **Frank Washington**, vice president of **Times-Mirror Cable TV**, said that with deregulation, competition is heightened and that "studies show that as the number of stations increase, their responsiveness to their audiences' needs also increases."

**Washington** underscored the relationship between the rise of cable technologies and deregulation when he said, "If broadcasters don't allow new stations, then cable will fill the void."

Also focusing on deregulation's impact on black radio and its responsiveness to community needs, **Henry Geller**, former head of the **National Telecommunications and Information Assn. (NTIA)** for the **Carter Administration**, said black broadcasters in general and the **BMA** particularly should reverse their current stand and support deregulation, "for a price."

**Geller** said, "Support deregulation for a price; that is, support deregulation, but at the same time advocate a tax on those commercial stations which can be used to make up market deficiencies" in the area of minority ownership and programming.

He said that a price of one or two percent of gross radio revenues should be levied, raising anywhere from \$25-50 million. "If there's no longer a public trustee, and you're grazing on public grounds, you ought to pay a fee," according to **Geller**.

Other factors having a significant impact on minority ownership were pointed out during a luncheon panel moderated by **Bob Law**, program director at **WWRL/New York**. During the panel, **KACE/Los Angeles** vice president and general manager **Bill Shearer** said that maintaining qualified black personnel, engineers and technicians, trying to obtain proper and appropriate financing and keeping a station

once it is obtained were major problems facing black broadcasters and black-owned radio properties.

### Science Of Broadcasting

During the luncheon panel, **Law** urged the black broadcast community to focus and gain a clearer perspective of the science of broadcasting. He pointed out the social and political importance of radio by illustrating the use of the medium by rebels during revolts.

"We don't have to start taking over radio stations, but we'd better think about improving them if we intend to give them to our young people who are listening to 'nana-na' and 'hotel-motel' and other trivial things," said **Law**. "We use radio for silly, irrelevant things like selling bad ideas."

In what was often an impassioned presentation, complete with many interruptions for applause, **Lynn Rogers**, former broadcaster and current publisher of *Strictly Business* magazine based in **Cleveland**, garnered the most emotional audience response.

(continued on page 41)

## Country Radio Upset At Artist Endorsements

(continued from page 6)

right out in the promo and says one station is best. Endorsing and lending your name are two different things. An artist saying, 'when I'm in Los Angeles, I listen to **KHJ**,' does not say, 'when I'm in Los Angeles I do not listen to **KLAC**.' I think using a promo like that is a little passe. I would never use anything that way.

"If you have the artist and he's willing to do something for you, you should do something original," **Cook** continued. "**KLAC** had a campaign where different artists would come on and talk about different brands and at the end of the promo they say, 'there's only one brand of country music, and my brand is **KLAC**.' It's cute because it ties into their campaign, but that's really endorsing. I go oooh when I hear it, but I don't stop playing the artist's records."

### Case In Point

**KHJ** recently launched an extensive promotion campaign, whereby several artists "lent their names" to a number of outdoor billboards located throughout the **Los Angeles** area. The six artists — **Kenny Rogers**, **Dolly Parton**, **Willie Nelson**, **Bar-**

(continued on page 24)

LP Chart Position

## #10 MOST ACTIVE

**3 AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC**  
**ADDS:** None. **HOTS:** KMGH, WAAF, WBLM, WGRQ, WLIR, WYFE, WKLS, WMMS, WIBZ, KZEL, WBCN, KROQ, KLOL, WSHE, WBAB, KMET. **MEDIUMS:** WAAL, WNEW, WCOZ, WLWQ, KBPI. **PREFERRED TRACKS:** Title, Balls, Problem. **SALES:** Good in all regions.

**50 ADAM AND THE ANTS • KINGS OF THE WILD FRONTIER • EPIC**  
**ADDS:** KROQ. **HOTS:** KROQ, WBCN, KNAC, WHFS. **MEDIUMS:** WMMS, KSJO, WNEW, KNCN, WBAB, KOME, WYFE, WGRQ, WBLM, KMGH. **PREFERRED TRACKS:** Dog, Antmusic, Invasion, Rancheros, Title. **SALES:** Moderate in East and West; weak in others.

**37 APRIL WINE • NATURE OF THE BEAST • CAPITOL**  
**ADDS:** None. **HOTS:** WMMS, KSJO, KOME, KMET, KMGH. **MEDIUMS:** KSHE, WCOZ. **PREFERRED TRACKS:** Gypsy, Just Between, Future. **SALES:** Moderate in Midwest and West; fair in South.

**135 MARTY BALIN • BALIN • EMI AMERICA**  
**ADDS:** None. **HOTS:** KMEL, KEZY, KZOK. **MEDIUMS:** KSHE, WMMS, KSJO, KNCN, KOME, WAAL, WIOQ, WBLM, KMGH. **PREFERRED TRACKS:** Hearts. **SALES:** Moderate in West; fair in Midwest.

**144 BILLY & THE BEATERS • ALFA**  
**ADDS:** WYFE. **HOTS:** KZOK. **MEDIUMS:** WOUR, KROQ, KNCN, WIOQ, KEZY. **PREFERRED TRACKS:** I Can Take Care. **SALES:** Fair in East and West; poor in others.

## # 6 MOST ACTIVE

**35 GARY U.S. BONDS • DEDICATION • EMI AMERICA**  
**ADDS:** None. **HOTS:** WBLM, WGRQ, WIOQ, WYFE, WAAL, WHFS, KSHE, WMMS, WIBZ, WBCN, KSJO, WNEW, KNCN, WSHE, WLWQ, WBAB, KOME, KMEL, KZOK. **MEDIUMS:** WAAF, KEZY, KBPI, WABX, KMET, WKLS, KZEL. **PREFERRED TRACKS:** This Little Girl. **SALES:** Moderate in all regions; strongest in East.

**4 KIM CARNES • MISTAKEN IDENTITY • EMI AMERICA**  
**ADDS:** None. **HOTS:** WIOQ, WYFE, WAAL, KNX, KBPI, KZOK, KZAM, WLWQ, KSJO, WBCN, KZEL, WMMS, WBLM. **MEDIUMS:** KMGH, KNCN, WBAB. **PREFERRED TRACKS:** Eyes, Cards, Break The Rules. **SALES:** Good in all regions.

**42 ERIC CLAPTON • ANOTHER TICKET • RSO**  
**ADDS:** None. **HOTS:** WABX, KMET, KOME, WBAB, KNCN, KZEW, WIBZ, KSHE, KMGH. **MEDIUMS:** WCOZ, WNEW, KMEL, WIOQ, KEZY, WAAF. **PREFERRED TRACKS:** Title, I Can't. **SALES:** Moderate in all regions; strongest in Midwest.

**188 COLD CHISEL • EAST • ELEKTRA**  
**ADDS:** WGRQ. **HOTS:** KBPI, KZAM, KZOK. **MEDIUMS:** WMMS, WCOZ, KEZY. **PREFERRED TRACKS:** My Baby. **SALES:** Fair in West; poor in others.

## # 5 MOST ACTIVE

**13 PHIL COLLINS • FACE VALUE • ATLANTIC**  
**ADDS:** None. **HOTS:** WBAB, KOME, KZOK, WHFS, WYFE, WIOQ, WGRQ, KEZY, WBLM, WAAF, WOUR, KSHE, WMMS, WIBZ, WBCN, WCOZ, KLLO, KNCN, WLWQ, WYDD. **MEDIUMS:** WSHE, WNEW, KROQ, KZEL, WKLS, KZAM, WABX. **PREFERRED TRACKS:** In The Air, I Missed, It Must Be. **SALES:** Good in all regions.

**99 CONCERTS FOR THE PEOPLE OF KAMPUCHEA • VARIOUS ARTISTS • ATLANTIC**  
**ADDS:** None. **HOTS:** WIBZ, KROQ, KSJO, KOME, WBLM. **MEDIUMS:** WMMS, KNCN, KMET, KBPI, WLIR, KEZY, KMGH. **PREFERRED TRACKS:** Open. **SALES:** Fair in East and West; poor in others.

**137 THE DREGS • UNSUNG HEROES • ARISTA**  
**ADDS:** KSJO. **HOTS:** WLIR. **MEDIUMS:** WKLS, KOME, WBLM. **PREFERRED TRACKS:** Open. **SALES:** Fair in South; poor in all others.

**— LES DUDEK • GYPSY RIDE • COLUMBIA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WOUR, KZEL, KOME, KEZY, KMGH. **PREFERRED TRACKS:** Open. **SALES:** Poor in all regions.

LP Chart Position

**63 DAVE EDMUNDS • TWANGIN ... • SWAN SONG/ATLANTIC**  
**ADDS:** None. **HOTS:** WHFS, KZOK, WBAB, KNAC, WCOZ, KROQ. **MEDIUMS:** KMEL, KOME, WSHE, KNCN, WNEW, KSJO, KZEL, WMMS, KBPI, WAAL, WYFE, WGRQ, KEZY, WBLM, WAAF, KMGH. **PREFERRED TRACKS:** Almost, Cheap Talk, Live Again. **SALES:** Moderate in all regions.

## # 2 MOST ADDED

**— PETER FRAMPTON • BREAKING ALL THE RULES • A&M**  
**ADDS:** WKLS, KSHE, WMMS, WIBZ, KZEL, WBCN, KROQ, KSJO, WNEW, WCOZ, KZEW, KLLO, WSHE, KNCN, WLWQ, WBAB, KOME, KMEL, KZOK, KBPI, WAAL, WYFE, WLIR, WIOQ, WGRQ, KEZY, WBLM, WAAF, KMGH. **HOTS:** WNEW, WYFE. **MEDIUMS:** WLIR, WBAB, WLWQ. **PREFERRED TRACKS:** Open. **SALES:** Just Shipped.



**61 FRANKE & THE KNOCKOUTS • MILLENNIUM/RCA**  
**ADDS:** None. **HOTS:** KSHE, WMMS, KZAM, WIBZ, KBPI, KZOK, KMGH. **MEDIUMS:** KNCN, WIOQ, KEZY, WBLM. **PREFERRED TRACKS:** Sweetheart, Come Back. **SALES:** Fair in all regions; weakest in South.

**81 GRATEFUL DEAD • RECKONING • ARISTA**  
**ADDS:** None. **HOTS:** KOME, WHFS. **MEDIUMS:** KSJO, WNEW, KNCN, WBLM. **PREFERRED TRACKS:** Road, Ripple. **SALES:** Fair to moderate in East and West; weak in others.

## # 7 MOST ACTIVE

**30 JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA**  
**ADDS:** None. **HOTS:** KMET, KBPI, WAAL, KEZY, WBLM, WAAF, KMGH, KSHE, WMMS, KROQ, KSJO, WCOZ, KZEW, KLLO, KNCN, WSHE, WLWQ, KOME, KMEL. **MEDIUMS:** WGRQ, WABX, WKLS, WBCN, WNEW. **PREFERRED TRACKS:** Way Back, Stranger, Title. **SALES:** Good to moderate in all regions.

**76 GARLAND JEFFREYS • ESCAPE ARTIST • EPIC**  
**ADDS:** None. **HOTS:** WNEW, WHFS. **MEDIUMS:** WMMS, WBCN, KROQ. **PREFERRED TRACKS:** Lovers, 96 Tears, Christine. **SALES:** Fair in all regions; strongest in East and West.

## # 6 MOST ADDED

**39 ELTON JOHN • THE FOX • GEFLEN**  
**ADDS:** WYFE, KOME. **HOTS:** WNEW, KNCN, WBAB, KZAM, KZOK, KNX, WAAL, WYFE, WIOQ, KEZY. **MEDIUMS:** WMMS, WBCN, WLWQ, WLIR. **PREFERRED TRACKS:** Nobody Wins. **SALES:** Major breakouts in all regions.

**155 TOM JOHNSTON • STILL FEELS GOOD • WARNER BROS.**  
**ADDS:** None. **HOTS:** WIBZ, KSJO, KMEL, KZAM, KZOK, KNX, WLIR. **MEDIUMS:** KEZY, KBPI, WLWQ, WSHE, KNCN, KZEL, KSHE, WBLM, KMGH. **PREFERRED TRACKS:** Wastin', Desperado, Ticket. **SALES:** Fair in Midwest and West; poor in others.

**59 JUDAS PRIEST • POINT OF ENTRY • COLUMBIA**  
**ADDS:** None. **HOTS:** WMMS, KSJO, WIBZ, KLLO, KNCN, WAAF, KMGH. **MEDIUMS:** KOME, KMET, WLIR. **PREFERRED TRACKS:** Heading Out, Solar, Circles. **SALES:** Weak in East; fair in all others.

**70 GREG KIHN BAND • ROCKIHNROLL • BESERKLEY/ELEKTRA**  
**ADDS:** None. **HOTS:** WOUR, WGRQ, KSJO, KROQ, WSHE, KOME, KZOK, WLIR. **MEDIUMS:** WAAL, KBPI, KMEL, WBAB, KNAC, KNCN, WBCN, WMMS. **PREFERRED TRACKS:** Breakup, Hurting. **SALES:** Fair in all regions; strongest in Midwest.

**— ROBIN LANE & THE CHARTBUSTERS • WARNER BROS.**  
**ADDS:** WYFE. **HOTS:** WBCN. **MEDIUMS:** WAAF, WBLM, WHFS, KNAC, KROQ. **PREFERRED TRACKS:** Solid, Send Me. **SALES:** Poor in all regions.

LP Chart Position

**11 JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFLEN**  
**ADDS:** None. **HOTS:** WABX, KOME, KEZY. **MEDIUMS:** WNEW, WBCN. **PREFERRED TRACKS:** Wheels, Woman. **SALES:** Good to moderate in all regions.

## # 7 MOST ADDED

**109 DAVID LINDLEY • EL RAYO-X • ASYLUM**  
**ADDS:** KOME, WBAB. **HOTS:** KMET. **MEDIUMS:** WMMS, KROQ, WNEW, WSHE, KNX, WAAL, WLIR, KEZY, WBLM, KMGH. **PREFERRED TRACKS:** Old Lady, Mercury. **SALES:** Fair in West and Midwest; poor in others.

**27 LOVERBOY • COLUMBIA**  
**ADDS:** None. **HOTS:** KMGH, WBLM, WGRQ, KOME, KNCN, KSJO, WMMS. **MEDIUMS:** KMET, KROQ. **PREFERRED TRACKS:** Kid, Turn Me. **SALES:** Moderate in all regions.

**53 THE MARSHALL TUCKER BAND • DEDICATED • WARNER BROS.**  
**ADDS:** None. **HOTS:** WNEW, WBAB, KNCN. **MEDIUMS:** KSHE, WOUR, KZEL, KSJO, KOME, KEZY, WBLM. **PREFERRED TRACKS:** This Time, Rumour. **SALES:** Weak in East; moderate in all others.

## # 1 MOST ADDED

**56 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM**  
**ADDS:** WAAF, WBLM, KEZY, WGRQ, WIOQ, WLIR, WYFE, WAAL, KNX, KBPI, KMET, KZOK, KZAM, KMEL, WBAB, WYDD, WLWQ, KNCN, WSHE, KLLO, KZEW, WCOZ, WNEW, KSJO, WBCN, KZEL, WIBZ, WMMS, KSHE, WKLS, WOUR. **HOTS:** KEZY, WIOQ, WLIR, WYFE, WBAB. **MEDIUMS:** WLWQ, KBPI, WHFS. **PREFERRED TRACKS:** Gemini Dream. **SALES:** Breakouts in all regions.

**192 WILLIE NILE • GOLDEN DOWN • ARISTA**  
**ADDS:** None. **HOTS:** WIBZ, WGRQ, WMMS. **MEDIUMS:** WNEW, WHFS, WBLM, WAAF, KMGH. **PREFERRED TRACKS:** Poor, Title. **SALES:** Poor in all regions.

## #10 MOST ADDED

**— 999 • CONCRETE • POLYDOR/POLYGRAM**  
**ADDS:** WBCN, WNEW. **HOTS:** KNAC. **MEDIUMS:** WLIR, WHFS, KSJO, KROQ, WBCN. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

**31 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS**  
**ADDS:** None. **HOTS:** KMGH, WAAF, WGRQ, WMMS, WCOZ, KZEW, KNCN, WSHE, WLWQ, WYFE. **MEDIUMS:** WBLM, KSHE, WIBZ, KSJO, KOME, KMET, WAAL, WLIR. **PREFERRED TRACKS:** Crazy, I Don't. **SALES:** Moderate to fair in all regions; strongest in Midwest.

## # 1 MOST ACTIVE

**8 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA**  
**ADDS:** None. **HOTS:** WKLS, KSHE, WMMS, WBCN, WIBZ, KZEL, KROQ, KSJO, WNEW, WCOZ, KZEW, KLLO, WSHE, KNCN, WLWQ, WYDD, WBAB, KOME, KMEL, KZAM, KZOK, KMET, WHFS, WAAL, KBPI, WLIR, WYFE, WIOQ, WGRQ, KEZY, WBLM, WAAF, KMGH. **MEDIUMS:** WABX, KNAC. **PREFERRED TRACKS:** Waiting. **SALES:** Good in all regions.

**154 POINT BLANK • AMERICAN EXCESS • MCA**  
**ADDS:** None. **HOTS:** KSJO, WCOZ, KLLO, WSHE. **MEDIUMS:** KMET, KMGH. **PREFERRED TRACKS:** Let Me, Getaway, Nicole. **SALES:** Fair in Midwest; weak in others.

**49 POLICE • ZENYATTA MONDATT • A&M**  
**ADDS:** None. **HOTS:** KROQ, KNAC, KOME, WLIR. **MEDIUMS:** WBCN, WNEW. **PREFERRED TRACKS:** Don't Stand, De Do Do. **SALES:** Moderate to fair in all regions; weakest in South.



LP Chart Position

**45 PRETENDERS • EXTENDED PLAY • SIRE**  
**ADDS:** None **HOTS:** KZEW, KSJO, KROQ, WOUR, KMGN, KNAC, KOME, WHFS, WLIR. **MEDIUMS** KBPI, WAAL, WSHE, KNCN, WNEW, WIBZ, WMMS, WGRQ, WBLM. **PREFERRED TRACKS:** Porcelain, Message, Precious. **SALES:** Moderate in East and West; fair in others.

**75 PURE PRAIRIE LEAGUE • SOMETHING IN THE NIGHT • CASABLANCA/POLYGRAM**  
**ADDS:** None **HOTS:** KZOK, KNX, WIOQ, KEZY. **MEDIUMS** KSHE, WCOZ, KOME, KZAM, KBPI, WAAL, WBLM. **PREFERRED TRACKS:** Still Right Here. **SALES:** Moderate in Midwest; fair in others.

**1 REO SPEEDWAGON • HI INFIDELITY • EPIC**  
**ADDS:** None **HOTS:** WKLS, KMGN, WMMS, WIBZ, WBCN, KSJO, WCOZ, KNCN, WYDD, WBAB, KOME, KMET, WABX, WGRQ. **MEDIUMS** WAAF, KEZY, WOUR. **PREFERRED TRACKS:** On The Run, Letter, Keep On. **SALES:** Good in all regions.

**10 RUSH • MOVING PICTURES • MERCURY/POLYGRAM**  
**ADDS:** None **HOTS:** WIBZ, KMGN, WAAF, WGRQ, WKLS, KSHE, WMMS, KSJO, KZEW, KNCN, WSHE, WBAB, KOME, KMET, WLIR, WBLM. **MEDIUMS** WCOZ, KBPI, WAAL. **PREFERRED TRACKS:** Tom Sawyer, Limelight, Signs. **SALES:** Good in all regions.

# 3 MOST ACTIVE

**14 SANTANA • ZEBOP! • COLUMBIA**  
**ADDS:** None **HOTS:** KZAM, KOME, WLVO, WSHE, KNCN, KLLO, WCOZ, WNEW, KROQ, WBCN, KZEL, W'IZ, WMMS, KSHE, WKLS, WOUR, KZOK, KBPI, WAAL, WYFE, WLIR, WIOQ, WGRQ, WBLM, WAAF. **MEDIUMS** WABX, KMET. **PREFERRED TRACKS:** Winning, Searchin'. **SALES:** Good in all regions.

**109 THE SECRET POLICEMAN'S BALL • THE MUSIC • VARIOUS ARTISTS • ISLAND**  
**ADDS:** None **HOTS:** KZOK, WHFS, WGRQ, WAAF. **MEDIUMS** KNCN, WSHE, WLVO, KOME, WIOQ, WBLM, KMGN, KMET, KSHE. **PREFERRED TRACKS:** Pinball, Fooled, Drowning, 1967. **SALES:** Fair in West and East; weak in others.

# 3 MOST ADDED

**SILVER CONDOR • COLUMBIA**  
**ADDS:** WKLS, KSHE, WMMS, KZEL, KSJO, WNEW, KZEW, KNCN, WBAB, WAAL, WYFE, KEZY, WBLM, KMGN **HOTS:** WOUR. **MEDIUMS** WYFE. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

**86 SOUTHSIDE JOHNNY & THE ASBURY JUKES • REACH UP AND TOUCH THE SKY • MERCURY/POLYGRAM**  
**ADDS:** None **HOTS:** WMMS, WNEW, WBAB, WHFS. **MEDIUMS** WBLM, WGRQ, KOME, WSHE, KNCN, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Moderate in Midwest and East; weak in others.

# 4 MOST ADDED

**SPIDER • BETWEEN THE LINES • DREAMLAND**  
**ADDS:** WBCN, KROQ, KOME, WAAL, WBLM, KMGN **HOTS:** None. **MEDIUMS** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



LP Chart Position

**52 SPLIT ENZ • WAIATA • A&M**  
**ADDS:** None **HOTS:** KROQ, KZEW, KNAC, WBAB, WHFS, WLIR. **MEDIUMS** WYFE, KBPI, KOME, WSHE, WNEW, KSJO, WBCN, WIBZ, WBLM, KMGN. **PREFERRED TRACKS:** History, Clumsy. **SALES:** Fair to moderate in all regions.

**94 RICK SPRINGFIELD • WORKING CLASS DOG • RCA**  
**ADDS:** None **HOTS:** WAAF, WOUR, KZEW, WLVO, WYFE, WGRQ, WIOQ. **MEDIUMS** KMGN, WBLM, KSJO, WCOZ, KNCN, KOME, KMEL, WABX, WLIR. **PREFERRED TRACKS:** Jessie's, I've Done. **SALES:** Weak in West; fair in others.

# 9 MOST ADDED

**100 SQUEEZE • EAST SIDE STORY • A&M**  
**ADDS:** KEZY, WCOZ **HOTS:** WNEW, WLIR, WBAB, WHFS. **MEDIUMS** KROQ, WSHE. **PREFERRED TRACKS:** Open. **SALES:** Weak in Midwest; fair in all others.

# 9 MOST ACTIVE

**79 BILLY SQUIER • DON'T SAY NO • CAPITOL**  
**ADDS:** None **HOTS:** KMET, WBAB, WLVO, WSHE, KLLO, KZEW, WCOZ, KSJO, WBCN, KZEL, WOUR, WYFE, WGRQ, WBLM, WAAF, KMGN. **MEDIUMS** WAAL, KBPI, KSHE, WMMS, KROQ, KNCN. **PREFERRED TRACKS:** Stroke, Daze. **SALES:** Moderate to fair in all regions.

**92 JIM STEINMAN • BAD FOR GOOD • CLEVELAND INTL./CBS**  
**ADDS:** WIBZ **HOTS:** WMMS, WYFE, WBAB, WAAL. **MEDIUMS** WIOQ, WLIR, WLVO, KNCN, KSJO. **PREFERRED TRACKS:** Dreams, Title, Life. **SALES:** Moderate in all regions; strongest in Midwest and East.

**2 STYX • PARADISE THEATER • A&M**  
**ADDS:** None **HOTS:** WKLS, KMGN, KSHE, WIBZ, WBCN, KSJO, KNCN, WYDD, WBAB, KMET, WABX, KEZY, WBLM. **MEDIUMS** WOUR, WCOZ, KNEW. **PREFERRED TRACKS:** Too Much, Best Of, Rockin', Snowblind. **SALES:** Good in all regions.

**25 JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA**  
**ADDS:** None **HOTS:** KZOK, WIBZ. **MEDIUMS** KZAM, WAAL, WLIR, WIOQ, KEZY. **PREFERRED TRACKS:** Her Town, Stand. **SALES:** Good to Moderate in all regions.

**106 ROGER TAYLOR • FUN IN SPACE • ELEKTRA**  
**ADDS:** None **HOTS:** None. **MEDIUMS** KROQ, KSJO, WBAB, KMET, KBPI, KMGN. **PREFERRED TRACKS:** Get Crazy, Future, Title. **SALES:** Fair in Midwest and West; weak in others.

**176 BRAM TCHAIKOVSKY • FUNLAND • ARISTA**  
**ADDS:** KOME **HOTS:** WLIR, WHFS, KNAC. **MEDIUMS** KMGN, WBAB, WNEW, KSJO, KROQ, WBCN, WIBZ. **PREFERRED TRACKS:** Hold On, First Time. **SALES:** Slight response in East and Midwest.

**23 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M**  
**ADDS:** None **HOTS:** KBPI, KOME, KNCN, KZEW, KSJO, WIBZ, KMGN, WAAF. **MEDIUMS** WKLS, KSHE, WCOZ, WBAB, KMET, WABX, WBLM. **PREFERRED TRACKS:** Hold On, First Time. **SALES:** Moderate in all regions.

**TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL**  
**ADDS:** None **HOTS:** WMMS, KZEL, WBCN, KNAC, WLIR. **MEDIUMS** WYFE, KBPI, WHFS, KOME, WBAB, WLVO, WSHE, KSJO, KROQ, WGRQ, KEZY, WBLM, WAAF, KMGN. **PREFERRED TRACKS:** Talk To You. **SALES:** Weak in South; fair in others.

**141 U2 • BOY • ISLAND**  
**ADDS:** None **HOTS:** KROQ, KSJO, KNAC. **MEDIUMS** WBCN, WHFS, KMGN, KMET. **PREFERRED TRACKS:** I Will Follow, Out Of Control, Another Time. **SALES:** Fair in East and West; weak in others.

LP Chart Position

# 8 MOST ACTIVE

**9 VAN HALEN • FAIR WARNING • WARNER BROS.**  
**ADDS:** None **HOTS:** KMGN, WBLM, WGRQ, WLIR, WYFE, WKLS, WMMS, KZEL, WBCN, KROQ, KSJO, KLLO, KNCN, WSHE, WLVO, WBAB, KOME, KMET. **MEDIUMS** KBPI, WAAL. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

# 8 MOST ADDED

**165 JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM**  
**ADDS:** WAAF, WLVO **HOTS:** KMGN, WIBZ. **MEDIUMS** KZEL, KSJO, WSHE, WLVO, WYFE, WBLM. **PREFERRED TRACKS:** Open. **SALES:** Initial breakouts in South and Midwest.

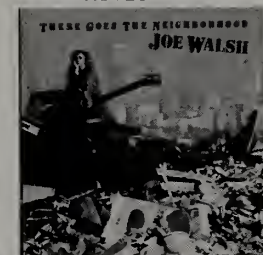
# 5 MOST ADDED

**JOE VITALE • PLANTATION HARBOR • ASYLUM**  
**ADDS:** WNEW, KMET, KNCN, KMGN, WBLM **HOTS:** None. **MEDIUMS** WMMS, WYFE. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



# 4 MOST ACTIVE

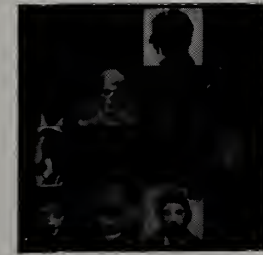
**20 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM**



**ADDS:** None **HOTS:** KZOK, KMET, KBPI, WAAL, WYFE, WGRQ, WLIR, WBLM, WAAF, WMMS, WIBZ, KZEW, KLLO, WCOZ, KNCN, WSHE, WLVO, WYDD, WBAB, KOME, KMEL. **MEDIUMS** KSJO, KROQ, WKLS, WABX, KMGN, WIOQ. **PREFERRED TRACKS:** Illusion. **SALES:** Good in all regions.

# 2 MOST ACTIVE

**15 THE WHO • FACE DANCES • WARNER BROS.**



**ADDS:** None **HOTS:** WYDD, WLVO, WSHE, KNCN, KLLO, WCOZ, WNEW, KSJO, KROQ, WBCN, KZEL, WMMS, KSHE, WIBZ, WOUR, WBAB, KOME, KMEL, KZAM, KZOK, KMET, KBPI, WAAL, WYFE, WGRQ, KEZY, WBLM, KMGN. **MEDIUMS** WABX, WKLS. **PREFERRED TRACKS:** You Better, Ticky. **SALES:** Good in all regions.

**5 STEVE WINWOOD • ARC OF A DIVER • ISLAND**  
**ADDS:** None **HOTS:** KEZY, WIOQ, WAAL, WMMS, KSJO, KZEW, KLLO, WSHE, WBAB, WABX, KBPI. **MEDIUMS** KNX, KMEL, WLVO, WNEW, KSHE, WKLS. **PREFERRED TRACKS:** Title, Chance, Train. **SALES:** Good in all regions.

**WISHBONE ASH • NUMBER THE BRAVE • MCA**  
**ADDS:** WNEW, WIBZ **HOTS:** WBCN. **MEDIUMS** KZEL, WBAB, WBLM. **PREFERRED TRACKS:** Open. **SALES:** Poor in all regions.

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	<b>BETTE DAVIS EYES</b> KIM CARNES	11
3	2	<b>STARS ON 45-MEDLEY</b> STARS ON 45	9
2	3	<b>BEING WITH YOU</b> SMOKEY ROBINSON	16
5	4	<b>SUKIYAKI</b> A TASTE OF HONEY	14
4	5	<b>TAKE IT ON THE RUN</b> REO SPEEDWAGON	12
10	6	<b>A WOMAN NEEDS LOVE (JUST LIKE YOU DO)</b> RAY PARKER, JR. & RAYDIO	14
6	7	<b>ANGEL OF THE MORNING</b> JUICE NEWTON	16
8	8	<b>TOO MUCH TIME ON MY HANDS</b> STYX	12
14	9	<b>ALL THOSE YEARS AGO</b> GEORGE HARRISON	3
11	10	<b>HOW 'BOUT US</b> CHAMPAIGN	17
12	11	<b>I LOVE YOU</b> CLIMAX BLUES BAND	17
9	12	<b>LIVING INSIDE MYSELF</b> GINO VANNELLI	12
13	13	<b>SWEETHEART</b> FRANKE & THE KNOCKOUTS	14
17	14	<b>AMERICA</b> NEIL DIAMOND	7
16	15	<b>THIS LITTLE GIRL</b> GARY U.S. BONDS	7
7	16	<b>WATCHING THE WHEELS</b> JOHN LENNON	11
15	17	<b>MORNING TRAIN (NINE TO FIVE)</b> SHEENA EASTON	17
20	18	<b>WHAT ARE WE DOIN' IN LOVE</b> DOTTIE WEST	11
21	19	<b>THE WAITING</b> TOM PETTY & THE HEARTBREAKERS	6
19	20	<b>I MISSED AGAIN</b> PHIL COLLINS	13
24	21	<b>JESSIE'S GIRL</b> RICK SPRINGFIELD	11
27	22	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY	4
18	23	<b>JUST THE TWO OF US</b> GROVER WASHINGTON, JR.	18
22	24	<b>KISS ON MY LIST</b> DARYL HALL & JOHN OATES	20
23	25	<b>YOU BETTER YOU BET</b> THE WHO	12
32	26	<b>WINNING</b> SANTANA	9
33	27	<b>YOU MAKE MY DREAMS</b> DARYL HALL & JOHN OATES	6
31	28	<b>IS IT YOU</b> LEE RITENOUR	8
43	29	<b>ELVIRA</b> THE OAK RIDGE BOYS	5
29	30	<b>FIND YOUR WAY BACK</b> JEFFERSON STARSHIP	10

LAST WEEK	THIS WEEK		WEEKS ON CHART
34	31	<b>STILL RIGHT HERE IN MY HEART</b> PURE PRAIRIE LEAGUE ADDs: KTSA, WAKY-22, WRJZ JUMPs: 96KX 14 To 11, BJ105 Ex To 36, KEZR Ex To 25, KMJK-FM Ex To 28, WCAO 26 To 23, WKBO Ex To 18, WTRY Ex To 30, WICC 25 To 22, KFYE 25 To 22, KBEQ 18 To 15, KYXX 22 To 19, WZUU 27 To 24, KOPA 28 To 25, KEEL 21 To 14, KHFI 27 To 22, KVIL Ex To 25, JB105 23 To 20, WGSV 13 To 7, WKXX 21 To 17, KCPX 31 To 25 SALES: Weak In all regions.	8
25	32	<b>SOMEBODY'S KNOCKIN'</b> TERRI GIBBS	21

## PRIME MOVER

37	33	<b>FOOL IN LOVE WITH YOU</b> JIM PHOTOGLO ADDs: WZZP, WTRY, WSEZ, WAKY-23, WPGC, KOPA, WKXX, KGW JUMPs: WCAO 29 To 26, JB105 27 To 24, KFMD Ex To 28, FM102 Ex To 30, WZZR Ex To 28, KCPX 15 To 12, WVBF Ex To 30, KJRB Ex To 30, WBEN-FM 37 To 32, WTIx 25 To 22, WPRO-FM 21 To 18, WRJZ Ex To 29, WKBW Ex To 25, WFI 23 To 20, WAYS 30 To 27, WISM Ex To 28, WFIL 30 To 27, WGH 21 To 17, Y103 16 To 13, WHHY 30 To 27, WMC-FM 20 To 17, WZUU 20 To 14, KHFI Ex To 30 SALES: Weak In all regions.	9
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## PRIME MOVER

39	34	<b>NOBODY WINS</b> ELTON JOHN ADDs: KTSA, WAKY-21, WTIx, KEEL, KVIL JUMPs: WCAO Ex To 27, WKXX Ex To 29, WHHY 29 To 26, WTRY 29 To 26, BJ105 34 To 29, WSEZ 32 To 23, WXKS 29 To 23, WANS Ex To 29, KJRB 26 To 22, WRFC 25 To 21, WSKZ 28 To 20, WSGN Ex To 31, WYYS 23 To 19, KYXX Ex To 28, Z93 26 To 22, WBCY 28 To 22, WRJZ 29 To 23, 94Q 21 To 18, WKBO Ex To 20, Y103 21 To 18, WFI 25 To 21, WIKS 30 To 25, WISM 17 To 9, 92X 18 To 15, WBBQ Ex To 30 SALES: Moderate In the West, Midwest and South. Fair In the East.	5
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## PRIME MOVER

30	35	<b>AI NO CORRIDA</b> QUINCY JONES	9
28	36	<b>SINCE I DON'T HAVE YOU</b> DON McLEAN	9
40	37	<b>GIVE A LITTLE BIT MORE</b> CLIFF RICHARD ADDs: WZZP JUMPs: WCAO 23 To 20, WFI 28 To 25, KFMD Ex To 27, WISM 25 To 20, WABC Ex To 36, WHHY 22 To 19, WBEN-FM 28 To 18, KEEL 25 To 22, WKBW 22 To 17, WKKX Ex To 27, JB105 10 To 7, KRQ 30 To 27, WKXX 27 To 23, WXKS Ex To 30, KDWB 16 To 9, WTIx 32 To 29 SALES: Weak In all regions.	7

## PRIME MOVER

41	38	<b>SAY WHAT</b> JESSE WINCHESTER ADDs: KFMD JUMPs: WZZP Ex To 20, JB105 30 To 27, WHHY 25 To 22, WTRY 30 To 25, WGSV 11 To 8, KVIL Ex To 20, WSEZ 34 To 30, Z102 24 To 18, KRBE 30 To 27, KCPX 18 To 14, WZZR Ex To 30, BJ105 32 To 27, KFYE Ex To 23, WXKS Ex To 28, WKBW Ex To 22, WSKZ 30 To 26, KYXX 28 To 25, WTIx 37 To 33, WAYS 28 To 22, WRJZ Ex To 30, WBCY Ex To 32, WKBO Ex To 19, KOPA Ex To 29, WFI 22 To 17, KHFI 28 To 25, WISM 22 To 15 SALES: Weak In all regions.	8
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44	39	<b>SEVEN YEAR ACHE</b> ROSANNE CASH ADDs: KFMD, FM102, KCPX, KRTH, KEYN, KIMN, KNUS-37 JUMPs: KEZR 21 To 17, WSKZ Ex To 30, WANS Ex To 27, KIQQ Ex To 36, KYXX Ex To 29, WTIx 39 To 34, WBCY Ex To 30, Z93 16 To 10, KOPA 30 To 26, WISM 21 To 17, WFIL Ex To 30, 13K Ex To 27, KRAV Ex To 25, WMC-FM 25 To 20, KHFI Ex To 28, WGSV 8 To 6, Z102 15 To 9, BJ105 39 To 34 SALES: Moderate In the Midwest and South. Fair in the West. Weak In the East.	9
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35	40	<b>I LOVED 'EM EVERY ONE</b> T.G. SHEPPARD	11
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LAST WEEK	THIS WEEK		WEEKS ON CHART
48		<b>MODERN GIRL</b> SHEENA EASTON ADDs: 140-30, WPRO-FM, WIKS, KFI, WRJZ, Y100-31, WICC, WZUU JUMPs: WZZR 28 To 25, WXKS 25 To 20, WBEN-FM 34 To 20, KJRB 24 To 17, WRFC 28 To 24, KIQQ 35 To 30, WOW 24 To 19, WTIx Ex To 31, B97 23 To 17, Z93 29 To 26, WKBW 24 To 19, WFI 26 To 23, KYXX Ex To 30, WAXY Ex To 30, Y103 28 To 22, KENO 21 To 16, JB105 19 To 15, WHB 18 To 14, 92Q Ex To 24, KCPX 28 To 23, BJ105 38 To 33 SALES: Fair in the Midwest.	5

47		<b>TIME</b> ALAN PARSONS PROJECT ADDs: KEZR, WZZP, WSEZ, WPGC, KYXX, WAYS-28, Z102-28, KIMN JUMPs: KZZP 25 To 22, WSKZ Ex To 27, WCAO 21 To 18, KMJK-FM 29 To 24, KRBE 10 To 6, KDWB 9 To 7, WBEN-FM 19 To 14, WTIx 31 To 28, WANS Ex To 30, Z93 21 To 17, WRFC 22 To 19, WBBQ Ex To 29, WBCY 13 To 8, KRAV 24 To 18, KHFI 30 To 21, WWKX Ex To 26, JB105 Ex To 31, BJ105 Ex To 37 SALES: Weak In all regions.	8
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## PRIME MOVER

55	43	<b>HEARTS</b> MARTY BALIN ADDs: WTIx, KINT, Z93, WKBO, WRVQ, KEYN, WAXY, KENO, 13K, 14Q-29, WCAO, WZZR, WOW-22, WPRO-FM, WKBW, WNCI, Y103, FM102, WKXX, WXKS, KDWB-23 JUMPs: 96KX 30 To 24, WWKX Ex To 24, WHHY Ex To 28, KEZR Ex To 23, WGSV 28 To 21, WZUU Ex To 29, KZZP 28 To 21, KRQ Ex To 30, KJR Ex To 25, WTRY Ex To 28, Z102 28 To 22, WBEN-FM 38 To 33, KCPX Ex To 31, WRFC 29 To 25, WSGN 28 To 18, WSKZ Ex To 28, KYXX 27 To 23, KERN Ex To 34, WBCY Ex To 31, WYYS 38 To 32, KOPA Ex To 28, WRJZ Ex To 28, 94Q Ex To 30, KRTH Ex To 29, WMC-FM Ex To 25, WICC Ex To 26.	3
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53	44	<b>SWEET BABY</b> STANLEY CLARKE/GEORGE DUKE ADDs: 13K, WVBF, WANS, B97, KRAV, KHFI, JB105-40, WXKS, KJRB, WYYS-37, WHHY, KRQ, BJ105-40 JUMPs: KEZR 24 To 21, KRTH 25 To 22, KZZP 26 To 23, KFRC 37 To 28, KFMD Ex To 29, WAXY 28 To 25, WBEN-FM 26 To 16, WRFC 15 To 9, KYXX 21 To 18, 94Q Ex To 29, Y103 11 To 9, KIQQ 28 To 22, KERN Ex To 33, WTIx 30 To 25, Z93 28 To 24 SALES: Fair in the Midwest.	6
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49	45	<b>I CAN TAKE CARE OF MYSELF</b> BILLY & THE BEATERS ADDs: WBEN-FM - 38, KDWB - 21 JUMPs: WSGN 27 To 24, WPRO-FM Ex To 21, WKBW Ex To 26, JB105 26 To 23, WKXX 24 To 20, KCPX 24 To 21, BJ105 Ex To 38, WXKS Ex To 29, KJRB Ex To 29, WISM 27 To 24, WHHY 24 To 21 SALES: Weak In all regions.	7
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## HIT BOUND

56	46	<b>BOY FROM NEW YORK CITY</b> MANHATTAN TRANSFER ADDs: KCPX, KJRB, KERN, Z93, WFI, WGH-18, KENO, KNUS-39, WTRY, WSEZ, WVBF, WBEN-FM-39, WRFC, WPRO-FM, WAYS, WBCY, JB105-32, WKXX, Z102-24, WTIx JUMPs: KEZR Ex To 29, WISM Ex To 30, KZZP 30 To 26, WAXY 30 To 20, WCAO Ex To 29, WSGN 30 To 27, WNCI Ex To 28, KRAV Ex To 19, WWKX Ex To 30, WGSV 30 To 27, 92Q Ex To 30, WXKS 26 To 19, WICC Ex To 25, WROR Ex To 24 SALES: Breakouts In all regions.	3
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26	47	<b>LOVE YOU LIKE I NEVER LOVED YOU BEFORE</b> JOHN O'BANION	12
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38	48	<b>SAY YOU'LL BE MINE</b> CHRISTOPHER CROSS	11
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59	49	<b>THEME FROM "GREATEST AMERICAN HERO"</b> JOEY SCARBURY	4
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BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The National"

PREMIERES A WEEKLY

# RADIO CHART

# TOP 100 SINGLES

June 6, 1981

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	TITLE
36	50	19	BLONDIE	RAPTURE
57	51	7	JOE DOLCE	SHADDUP YOU FACE
				JUMPS: BJ105 28 To 25, KFI 15 To 4, KIQQ 9 To 5, KRTH Ex To 19 SALES: Good in the Midwest and East. Fair in the West and South.
46	52	11	ANNE MURRAY	BLESSED ARE THE BELIEVERS
42	53	19	JOHN COUGAR	AIN'T EVEN DONE WITH THE NIGHT
60	54	4	CAROLE BAYER SAGER	STRONGER THAN BEFORE
				ADDS: KHFI, KERN, WTIX, WROR-26 JUMPS: WBEN-FM 36 To 22, WRFC 30 To 26, WKBW 25 To 18, Z102 29 To 23, KCPX 32 To 27, WIPR 29 To 26
58	55	7	JERMAINE JACKSON	YOU LIKE ME DON'T YOU
				JUMPS: WWKX 28 To 16, FM102 23 To 16, KCPX Ex To 40, KFI Ex To 21, KRTH 11 To 9, KEEL 22 To 18 SALES: Fair in the West. Weak in all other regions.
64	56	3	JOE WALSH	A LIFE OF ILLUSION
				ADDS: WTRY, KFMD, JB105-34, WRVQ, Day-Part: WOW JUMPS: 96KX 19 To 14, Q105 24 To 20, KRBE 28 To 25, WBEN-FM 39 To 35, WRFC Ex To 29, WPGC Ex To 28, KHFI 29 To 26, KRQ Ex To 29, WPKS 30 To 26, WSKZ Ex To 29, WICC 27 To 24, KBEO 9 To 7
54	57	18	LOVERBOY	TURN ME LOOSE

## CASH SMASH

67	58	4	CHAKA KHAN	WHAT CHA' GONNA DO FOR ME
				ADDS: Q105-25, WFIL, KFI-29, KERN, WTIX JUMPS: WABC 21 To 11, B97 Ex To 27, FM102 28 To 20, 92Q Ex To 28, KIQQ 31 To 27, KRLY 19 To 16, KINT Ex To 39, Y100 25 To 21 SALES: Moderate in all regions.
66	59	4	BILLY SQUIER	THE STROKE
				ADDS: WIKS, WWKX, WBBQ, WHHY, Day-Part: KJRB JUMPS: KRBE 14 To 11, WPRO-FM Ex To 22, KHFI Ex To 27, JB105 25 To 16, WKXX 29 To 25, WPKS 18 To 15, KMJK-FM Ex To 29, KINT 39 To 34, WRVQ Ex To 26, KBEQ 23 To 17 SALES: Fair in the Midwest.
45	60	14	.38 SPECIAL	HOLD ON LOOSELY
65	61	7	SHALAMAR	MAKE THAT MOVE
				JUMPS: FM102 20 To 12, KINT Ex To 40, Y100 21 To 14, CKLW 28 To 15 SALES: Moderate in the South. Fair in the West. Weak in the East and Midwest.
77	62	2	JUICE NEWTON	QUEEN OF HEARTS
				ADDS: KEEL, WCAO, WPRO-FM, WKBW, KRAV, WGSV, 92Q, Z102-25, KINT, WRJZ, KRTH, WKBO, WISM-20. JUMPS: WVBF Ex To 29, WAYS Ex To 30, KHFI Ex To 29, JB105 35 To 28, KCPX 35 To 24, WICC Ex To 28.
69	63	5	STEPHANIE MILLS	TWO HEARTS
				ADDS: KFI, JUMPS: KIQQ Ex To 39, KRLY 20 To 17, CKLW Ex To 29 SALES: Fair in the West and South.
70	64	3	KOOL & THE GANG	JONES VS. JONES
				ADDS: KYXX, BJ105, WHHY, JUMPS: WRFC 27 To 22, B97 Ex To 30, 94Q 20 To 17, Y103 Ex To 37, KCPX Ex To 37, WPKS 19 To 11, WSKZ Ex To 23, KIQQ Ex To 40, Z93 27 To 23, WFI Ex To 29.
74	65	4	DAVE EDMUNDS	ALMOST SATURDAY NIGHT
				JUMPS: KINT Ex To 37, WHHY Ex To 30. SALES: Good in the Midwest.
73	66	4	THE DILLMAN BAND	LOVIN' THE NIGHT AWAY
				ADDS: WZZP, WFIL, JUMPS: BJ105 Ex To 39.

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	TITLE
72	67	4	STEVE WINWOOD	ARC OF A DIVER
				ADDS: KSFX, JUMPS: KEZR 22 To 19, WRFC 23 To 20, WBCY 22 To 18, KOPA 23 To 20, Y103 Ex To 40, WKXX 18 To 14, WICC Ex To 29, KBEQ 13 To 10 SALES: Fair in the Midwest.

## HIT BOUND

68	68	1	THE MOODY BLUES	GEMINI DREAM
				ADDS: KJR, KMJK-FM, KHFI, KZZP-29, WTIX, WWKX, KEZR, KINT-29, JB105-33, 96KX-25, KRTH, KRQ, WCAO, WFI, WKXX, WTRY, WICC-30, Z102-27, KRBE, WGH, KCPX, WBEN-FM-40, KBEQ-19, BJ105, WPGC, WBBQ, KFI, KYXX, WAXY, WRQX, CKLW, KIQQ, Y103, KIMN, KERN, WIKS, Day-Part: KJRB SALES: Just shipped.

## HIT BOUND

84	69	2	POINTER SISTERS	SLOW HAND
				ADDS: KRQ, 92Q, Z102-26, KMJK-FM, WYYS-39, WAXY, KJR, 96KX, KEZR, KZZP-27, WSEZ, WANS, WRFC, WSGN, WAYS, WFIL, Y103, KHFI, WGSV, JUMPS: Q105 26 To 22, KOPA Ex To 36, WKXX Ex To 30, KJRB Ex To 28, KINT 40 To 35. SALES: Just shipped.

78	70	3	ROBBIE DUPREE	BROOKLYN GIRLS
				ADDS: WKBW, KCPX, WHHY, WZUU, KEEL, JUMPS: WRFC 31 To 27, Y103 31 To 28, WKXX Ex To 28.

79	71	3	APRIL WINE	SIGN OF THE GYPSY QUEEN
				ADDS: 96KX, WANS, WSKZ, KMJK-FM, WICC, JUMPS: JB105 32 To 25, KINT Ex To 28, KBEQ 8 To 5.

80	72	3	BARBRA STREISAND	PROMISES
				ADDS: WSEZ, WYYS-38, WPRO-25, JUMPS: BJ105 36 To 31, KINT 32 To 26, Y100 18 To 13, WHHY Ex To 29.

82	73	3	GREG KIHN BAND	THE BREAKUP SONG (THEY DON'T WRITE 'EM)
				ADDS: WBCY, KHFI, WFI, JUMPS: KBEQ 12 To 8, KJR Ex To 26. SALES: Fair in the West.

51	74	18	STEVE WINWOOD	WHILE YOU SEE A CHANCE
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75	75	5	PHOEBE SNOW	MERCY, MERCY, MERCY
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83	76	3	RICK JAMES	GIVE IT TO ME BABY
				ADDS: B97, WPGC-30, JUMPS: WWKX Ex To 29, KIQQ 30 To 25. SALES: Moderate in the West, East and South.

81	77	3	GAP BAND	YEARNING FOR YOUR LOVE
				ADDS: Y100-30, JUMPS: WWKX 29 To 17, KFRC Ex To 40.

85	78	2	JOHN SCHNEIDER	IT'S NOW OR NEVER
				ADDS: KYXX, WFIL, KHFI, JUMPS: JB105 33 To 29, KINT Ex To 36.

86	79	2	JIM STEINMAN	ROCK AND ROLL DREAMS COME THROUGH
				ADDS: KEZR, Q105-27, WANS, WRFC, B97, KYXX, Y103, KERN, JUMPS: WICC 30 To 27.

87	80	2	SPIDER	IT DIDN'T TAKE LONG
				ADDS: KEZR, WWKX, WKXX, KERN, JUMPS: KCPX Ex To 34.

88	81	2	PHIL COLLINS	IN THE AIR TONIGHT
				ADDS: KFMD, KRBE, WRQZ, WICC, WKXX, WBBQ, JUMPS: Y103 40 To 35, KDWB 18 To 14, KBEQ 20 To 14

68	82	6	TOMMY JAMES	YOU'RE SO EASY TO LOVE
90	83	2	RANDY MEISNER	GOTTA GET AWAY
				JUMPS: KRBE Ex To 30, Y103 Ex To 39, KBEQ 19 To 16.

93	84	2	FRANKIE SMITH	DOUBLE DUTCH BUS
				ADDS: FM102, Y100-32, JUMPS: WXKS Ex To 27, KFRC 22 To 19, KFI Ex To 26.

—	85	1	.38 SPECIAL	FANTASY GIRL
				ADDS: WBBQ, KBEQ-20, WFI, KINT, WSKZ, JB105, WRFC, JUMPS: Y103 Ex To 38, WRVQ Ex To 22, ON: KRBE, WKXX, WBCY, BJ105.

71	86	16	THE ROVERS	WASN'T THAT A PARTY
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76	87	4	MAX WERNER	RAIN IN MAY
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89	88	2	ARETHA FRANKLIN	COME TO ME
				JUMPS: WXKS 28 To 25, WAXY Ex To 28.

52	89	19	YARBROUGH & PEOPLES	DON'T STOP THE MUSIC
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50	90	13	JAMES TAYLOR AND J.D. SOUTHER	HER TOWN TOO
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61	91	7	GET WET	JUST SO LONELY
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94	92	3	CHANGE	PARADISE
				ADDS: KIQQ, JUMPS: KRLY 17 To 13.

62	93	15	ERIC CLAPTON	I CAN'T STAND IT
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63	94	18	THE POLICE	DON'T STAND SO CLOSE TO ME
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96	95	3	HELEN REDDY	I CAN'T SAY GOODBYE TO YOU
				JUMPS: KINT 38 To 33.

91	96	8	MICHAEL JACKSON	ONE DAY IN YOUR LIFE
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—	97	1	BILLY JOE ROYAL	YOU REALLY GOT A HOLD ON ME
				ADDS: BJ105, WGH, JUMPS: WRFC Ex To 31, ON: WQXI, WBCY, WKXX.

95	98	32	KOOL & THE GANG	CELEBRATION
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92	99	18	APRIL WINE	JUST BETWEEN YOU AND ME
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98	100	28	REO SPEEDWAGON	KEEP ON LOVING YOU
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## LOOKING AHEAD

**POCKET CALCULATOR** KRAFTWERK  
ADDS: CKLW, JUMPS: KEZR 27 To 22.

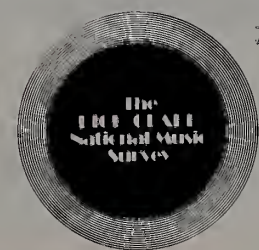
**SOME DAYS ARE DIAMONDS** JOHN DENVER  
ADDS: KCPX, KFI.

**YOU ARE FOREVER** SMOKEY ROBINSON  
ADDS: WFI.

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

# Dick Clark National Music Survey

MAY 30 ON THE MUTUAL BROADCASTING SYSTEM  
REVIEW OF TOP HITS COMPILED BY CASH BOX



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## Parton Receives Top Honors For AGVA Awards

NASHVILLE — Dolly Parton was named Entertainer of the Year and Female Country Star of the Year, while Kenny Rogers won the title of Male Country Star of the Year at the 11th annual American Guild of Variety Artists (AGVA) Awards. The awards program was taped, and will be aired as a special syndicated show during June and July in more than 100 markets.

Parton was recipient of AGVA Awards in 1978 and 1979 when she was named Country Star of the Year, before the honor was separated into two categories — Female and Male Country Star.

The AGVA Awards are voted on by the members of the association for their choice of the "top performers in live performances." Previous artists who have been named Entertainer of the Year include Frank Sinatra, Bob Hope, Liza Minnelli, Sammy Davis, Jr., Totie Fields, Ben Vereen, Johnny Carson, Steve Martin and Robin Williams.

The AGVA Awards Show is hosted by Mike Douglas and was co-produced by Sullivan Prod. and Mike Douglas TV Prod.

## NARAS Nashville Elects '81 Board Members

NASHVILLE — Fourteen board of governors positions were decided as the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) held elections for those posts recently. The elected members, who will serve two-year terms, and their respective categories are Alan Moore, vocalists and singers; Moses Dillard, leaders and conductors; Charles Fach, A&R producers; John D. Loudermilk, songwriters, composers; Glenn Snoddy, engineers; Tom Brannon, instrumentalists, musicians; Greg Nelson, arrangers; Nancy Apple, art directors, annotators, designers, lit. editors, photographers; Bill Denny, spoken word, comedy, etc.

Maggie Cavender, Dr. Bobby Jones, Gerry Teifer and Travis Turk will serve in the at-large category, while Judy Gregory will represent the associate category.

Incumbent governors include Jim Black, Aaron Brown, Patsy Bruce, Don Butler, Ron Haffkine, John Knowles, Sheri Huffman, Sheldon Kurland, John McCarthy, Bob Montgomery, Joe Moscheo, Bill Ivey, Jerry Gillespie and Warren Peterson.

The governors will take office at the June 3 board meeting, while the election of officers will take place at the July board meeting.



**CBS LAUNCHES LABEL PROMOTION** — CBS Nashville launched its "Hottest Label in Town" promotion in Nashville recently with a rather novel approach. With visiting New York executives, the label representatives donned red suspenders and hats and hopped aboard a fire engine, complete with the required firemen. Pictures in the bottom row are (l-r): Morris Baumstein, consultant, CBS Records, and accounts supervisor, Young and Rubicam; Paul Smith, senior vice president and general manager, CBS; Mike Martinovich, vice president, merchandising/marketing, CBS; Rick Blackburn, vice president, general manager, CBS Nashville; Joe Casey, director, national promotion, CBS Nashville; Roy Wunsch, vice president, marketing, CBS Nashville; and Linda Barton, Gotham Advertising. In the top row are members of Metro Fire Department and Columbia artist Janie Fricke.

## Artist Endorsement, Identification Causes Problems At Country Radio

(continued from page 19)

bara Mandrell, Crystal Gayle and Charlie Daniels — are pictured against a Los Angeles scene. The top of the sign reads "93 KHJ," while the bottom reads, "We all grew up to be cowboys." Cook noted that the phrase does not have quotes around it, so it in no way implies the artist is saying that. He added that the station is also running a similar television campaign, and the artists do indeed use the phrase in the commercial, but they do not add "and I listen to KHJ," which he would view as endorsing the station.

Don Langford, PD of crosstown rival KLAC, says he "can live with" KHJ's campaign because none of the artists say "KHJ is my favorite radio station." But he can't live with an artist endorsing one station over another.

"When you get an artist saying 'this is the station I listen to' what does it mean to the other station?" Langford said. "Our policy here at KLAC is if someone goes on the air and says one of the competing stations (there are five in his market) is "my favorite" station, then when we go into our music and promotion meetings, we will assign that artist with that attribute. If they feel they want to support another radio station, they can't come to me to ask support.

"I would never (stop playing their material). An audience wants to hear hit artists and hit records," he said. "A radio sta-

tion does help artists and does sometimes go on a record earlier for someone who has supported the station in the past. I think that if an artist who goes out of the way to support the competition, I'm not going to go out of my way to support him or her . . . Country radio needs an artist's support, but it does not need an artist to come between two stations and pit them against each other."

Dale Turner, PD with WSAI in Cincinnati, views personal endorsements in a somewhat different light. He does not use them because he feels they are not effective.

"I recently read some research that indicated personal endorsements are not very effective," Turner said. "People are not influenced by a star endorsing a product or a radio station. But I try to stay away from personal endorsements anyway. When artists come in for a concert or whatever, I try to get them to say something like, 'The new country, WSAI is hosting my appearance.' He's not really endorsing the station . . . In no way do I ever have the artist say we're the best or something. I don't put anybody on the spot — the artist or myself."

But what of the artists? Are they aware of the time bomb they are helping manufacture? For the most part, the general consensus is no, the artist does not know he or she is causing a problem. According to KLAC's Langford, artists need to learn to say no to a station when it comes to endorsement. Most artists are fairly unaware of the heavy competition factor among radio stations. Additionally, they usually do these promos out of gratitude to

(continued on page 28)

## Staten Island Site Of Country & Bluegrass Fest

NASHVILLE — A country and bluegrass festival will kick off the Harbor Performing Arts Series June 7 at the Snug Harbor Cultural Center in Staten Island, N.Y. The festival will feature an hour-long bluegrass concert, followed by a performance by country artist Elwood Bunn and his band Down Yonder. Bunn has appeared several times on NBC-TV's soap opera *Texas* and also on that network's *Real People*. Bunn was also recently filmed for a segment of ABC's *20/20*.

The festival begins at 2 p.m. and will culminate in a square dance party. Further information about the Festival may be obtained by calling (212) 448-2500.

## Cymbal, Mayer And Gayden Pact With Famous/Ensign

NASHVILLE — Famous/Ensign Music here has signed Johnny Cymbal, Jake Mayer and Mac Gayden to exclusive writers contracts.

Cymbal, who moved his base of operations from Los Angeles to Nashville earlier this year, is currently represented on the **Cash Box** country charts with the Shoppe's "Doesn't Anyone Get High On Love Anymore." His writing credits include "Mary in the Morning," and as a writer/artist, "Cinnamon" and "Mr. Bassman." He was also composer for the Partridge Family television series.

Mayer broke into the music business as a sound engineer. He joins Famous following a stint with Willie Nelson Music.

Gayden's catalog includes the R&B standard "She Shot A Hole In My Soul" and "Everlasting Love," which has been a Top 10 record on at least four different occasions.

"Signing Johnny, Jake and Mac marks a major step forward in our Nashville commitment," said Marvin Cane, president and chief operating officer of Famous. "It is part of our continuing drive to expand the perimeters of the company in all music areas."

## Talent Buyer's Seminar Show Set For TPAC

NASHVILLE — The Country Music Assn. (CMA) Talent Buyer's Seminar showcases have been condensed into one three-hour concert this year, and will relocate from seminar headquarters at the Hyatt Regency Hotel here to the Tennessee Performing Arts Center (TPAC) James K. Polk Theater. Scheduled for Oct. 10, the showcase is designed to give participants in the three-day seminar (Oct. 9-11) an idea of the talent available for state fair, theme park, club and concert bookings.

Don Light, chairman of the seminar showcase committee, said that the move to the TPAC "will be a much more professional and comfortable setting for the performing artists. I'm sure our registrants will enjoy seeing this new facility, which will be a more comfortable setting for them as well."

Light said a memo has been mailed to all agents and managers requesting press kits on proposed showcase acts to be considered by the committee. "All press kits will be reviewed and showcase participants selected by July 1," he said.

Light requested that press kits be mailed to him at Don Light Talent, Inc., 1100 17th Ave. South, Nashville, Tenn. 37212.

## Camelot And Sun Sponsor Orlon Promo

NASHVILLE — The Camelot Record chain and Sun Records recently co-sponsored a six-week promotion centered on Sun artist Orlon's 90-day "Pioneer Tour." The promotion was designed to familiarize both the chain's personnel and the public with the artist.

Additionally, cash prizes were awarded to personnel who created the best Orlon display based on the theme, "Who is that masked man? — It's Orlon." Prizes were awarded to the top three winners in each of four regional districts. The top winners include Paul Jacoway of Camelot #68; Greg Kane, Camelot #35; Mark Boswell, Camelot #89, and Nick Diamant, Camelot #102, who tied; and Dave Sloan of Camelot #20.

A special consumer incentive prize of a weekend for two including an Orlon concert was awarded to Chad Ledford of Kings Mountain, N.C.



**OPRY STARS ON LP** — First Generation Records, headed by producer Pete Drake, has released its 10-record "Stars of the Grand Ole Opry" series, which features product by such legendary performers as Ernest Tubb, Justin Tubb, Billy Walker, Jan Howard, Ray Pillow, Charlie Louvin, the Vic Willis Trio, Stonewall Jackson, the Wilburn Brothers and Jean Shepard. Pictured at a party celebrating the completion of the project are (l-r): Justin Tubb, Del Wood, Pete Drake, Howard, Willis, Walker, Billy Grammer and C.W. Mitchell and Curtis Young of the Willis Trio.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On Chart	5/30	Chart		Weeks On Chart	5/30	Chart
1	1	12	12	41	41	37	37
2	2	12	12	42	42	12	12
3	3	13	13	43	43	31	31
4	4	8	8	44	44	3	3
5	9	33	33	45	45	7	7
6	11	7	7	46	46	5	5
7	5	12	12	47	47	12	12
8	8	16	16	48	48	54	54
9	10	27	27	49	49	9	9
10	6	47	47	50	50	27	27
11	17	7	7	51	51	2	2
12	12	18	18	52	52	24	24
13	13	14	14	53	53	5	5
14	14	18	18	54	54	40	40
15	15	8	8	55	55	6	6
16	16	4	4	56	56	50	50
17	19	6	6	57	57	37	37
18	7	12	12	58	58	44	44
19	27	37	37	59	59	4	4
20	18	31	31	60	60	33	33
21	21	36	36	61	61	1	1
22	22	111	111	62	62	33	33
23	20	32	32	63	63	10	10
24	35	4	4	64	64	30	30
25	23	42	42	65	65	4	4
26	56	14	14	66	66	107	107
27	24	12	12	67	67	10	10
28	28	162	162	68	68	31	31
29	29	8	8	69	69	5	5
30	30	33	33	70	70	100	100
31	31	8	8	71	71	29	29
32	25	6	6	72	72	3	3
33	32	49	49	73	73	26	26
34	54	7	7	74	74	15	15
35	25	31	31	75	75	52	52
36	42	4	4				
37	37	17	17				
38	38	11	11				
39	40	11	11				
40	45	2	2				



### COUNTRY RADIO

**THE COUNTRY MIKE**

**MOST ADDED COUNTRY SINGLES**

1. WHEAT BROTHERS - "LARRY DUNN" - MCA - 12
2. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
3. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
4. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
5. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
6. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
7. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
8. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
9. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
10. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12

**MOST ACTIVE COUNTRY SINGLES**

1. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
2. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
3. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
4. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
5. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
6. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
7. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
8. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
9. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12
10. BOBBY GOLDSPORO - "BOBBY GOLDSPORO" - MCA - 12

**Phoenix Purchases Line-Up Announced**

WVOL In Nashville

**PROGRAMMERS PICKS**

WVOL	WVOL	WVOL	WVOL
WVOL	WVOL	WVOL	WVOL
WVOL	WVOL	WVOL	WVOL
WVOL	WVOL	WVOL	WVOL

## COUNTRY AND CASH BOX:

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

# CASH BOX TOP 100 COUNTRY

June 6, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		5/30			5/30			5/30
1	ELVIRA	1	36	LOVE KNOWS WE TRIED	38	68	AM I LOSING YOU/HE'LL HAVE TO GO	9
2	FRIENDS	3	37	YOUR WIFE IS CHEATIN' ON US AGAIN	11	69	RICH MAN	1
3	I'M JUST AN OLD CHUNK OF COAL	4	38	PRISONER OF HOPE	2	70	I DON'T THINK LOVE OUGHT TO BE THAT WAY	18
4	BUT YOU KNOW I LOVE YOU	5	39	HERE'S TO THE HORSES	9	71	LONGING FOR THE HIGH	81
5	WHAT ARE WE DOIN' IN LOVE	6	40	DOES SHE WISH SHE WAS SINGLE AGAIN	9	72	SINCE I DON'T HAVE YOU	73
6	BLESSED ARE THE BELIEVERS	7	41	DON'T GET ABOVE YOUR RAISING	6	73	GO HOME AND GO TO PIECES	76
7	LOUISIANA SATURDAY NIGHT	8	42	ANYWHERE THERE'S A JUKEBOX	8	74	DREAM MAKER	77
8	A MILLION OLD GOODBYES	10	43	JUST LIKE ME	6	75	THEY'LL NEVER TAKE ME ALIVE	78
9	I WAS COUNTRY WHEN COUNTRY WASN'T COOL	13	44	DIXIE ON MY MIND	2	76	NORTH ALABAMA	87
10	THE BARON	11	45	THE ALL NEW ME	6	77	SEVEN DAYS COME SUNDAY	80
11	LOVIN' ARMS	12	46	DREAM OF ME	5	78	KEEP ON MOVIN'	82
12	THE MATADOR	16	47	I STILL MISS SOMEONE	6	79	LAY OFF MY MIND	83
13	IT'S A LOVELY, LOVELY WORLD	14	48	THEY COULD PUT ME IN JAIL	1	80	SIMPLE WAYS	86
14	MONA LISA	15	49	TOO MANY LOVERS	3	81	I OUGHT TO FEEL GUILTY	84
15	SURROUND ME WITH LOVE	17	50	FOOTPRINTS IN THE SAND	5	82	QUEEN OF HEARTS	1
16	LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)	22	51	BALLY-HOO DAYS	5	83	SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)	1
17	BY NOW	20	52	SLOW COUNTRY DANCIN'	6	84	FOOL, FOOL	1
18	WHISPER	19	53	I STILL BELIEVE IN WALTZES	2	85	CLEAN YOUR OWN TABLES	4
19	FEELS SO RIGHT	28	54	I SHOULD'VE CALLED	3	86	WANTED	91
20	EVIL ANGEL	21	55	LIKIN' HIM AND LOVIN' YOU	4	87	TEXAS IDA RED	89
21	FIRE & SMOKE	23	56	WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS	1	88	FIRST COWBOY	88
22	DO I HAVE TO DRAW A PICTURE	24	57	WHISKEY CHASIN'	3	89	WIND IS BOUND TO CHANGE	1
23	LOVE DIES HARD	27	58	MIDNITE FLYER	4	90	BEDTIME STORIES	1
24	I WANT YOU TONIGHT	25	59	ANGELA	4	91	THIS MUST BE MY SHIP	1
25	MY WOMAN LOVES THE DEVIL OUT OF ME	28	60	RAINBOW STEW	1	92	WALTZES AND WESTERN SWING	4
26	FOOL BY YOUR SIDE	31	61	MUSIC IN THE MOUNTAINS	5	93	WITHOUT YOU	4
27	DARLIN'	29	62	WHAT THE WORLD NEEDS NOW IS LOVE	6	94	DIAMONDS ARE FOREVER	1
28	LOVE TO LOVE YOU	32	63	YOU MADE IT BEAUTIFUL	4	95	I LOVED 'EM EVERY ONE	13
29	SOME LOVE SONGS NEVER DIE	33	64	COULD YOU LOVE ME	2	96	GETTING OVER YOU AGAIN	12
30	SEVEN YEAR ACHE	2	65	LOVE TAKES TWO	4	97	SPREAD MY WINGS	9
31	GOOD OL' GIRLS	7	66	RUN TO HER	3	98	RODE HARD AND PUT UP WET	6
32	DON'T BOTHER TO KNOCK	5	67	LOVE (CAN MAKE YOU HAPPY)	4	99	FLO'S YELLOW ROSE	7
33	LEARNING TO LIVE AGAIN	8				100	ROLL ON MISSISSIPPI	14
34	UNWOUND	45						
35	YOU'RE CRAZY MAN	9						

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

A Million Old Goodbyes (Buzz Cason/Angel)	1	Fool By Your Side (Kally & Lloyd — ASCAP)	26	SESAC	71	Some Days Are Diamonds (Trea — BMI)	69
Wing/Pixrus — ASCAP	8	Fool, Fool (Irving/Down 'N Dixie/Danor/Aimo — BMI/ASCAP)	84	Louisiana Saturday Night (Hall-Clement — BMI)	7	Some Lovin' Songs (Southern Nights/Youngun Co. — ASCAP/BMI)	29
Am I Losing You (Rondo — BMI)	68	Footprints In The Sand (BGO/Southfield — ASCAP)	50	Love (Dandelion/Rendezvous Tobac — BMI)	87	Spread My Wings (Donnie Do-Dad/Line Men — BMI)	97
Anywhere There's A Jukebox (Goldsboro — ASCAP)	42	Friends (House Of Gold — BMI)	2	Love Dies Hard (Freder — BMI)	23	Surround Me (Al Gallico — BMI/Bibo — ASCAP)	15
Angela (Music West Of The Pecos — BMI)	59	Getting Over You (Millstone — ASCAP/Baray — BMI)	96	Love Takes Two (Housa of Gold/Trae — BMI)	65	Texas Ida Red (Crosslake/Cepta — BMI)	87
Bally-Hoo Days (Tree/Windchime — BMI)	51	Go Home (Flying Dutchman/Scimitar — BMI)	73	Love To Love You (Cristy Lena — ASCAP)	28	The All Naw Me (Hellnote — BMI)	45
Bedtime Story (Housa Of Gold — BMI)	90	Good Ol' Girls (Cross Keys — ASCAP)	31	He'll Have To Go (Central Songs — BMI)	68	The Baron (First Lady/Sylvia's Mother's/Algee — BMI)	10
Blessed Are The Believers (Chappell/Unichappell — ASCAP/BMI)	6	He'll Have To Go (Central Songs — BMI)	68	Here's To The Horses (Chappell & Co. — ASCAP/Rightsong — BMI)	39	The Matador (Pi-Gem — BMI)	12
But You Know (Tro-Davon — BMI)	4	I Don't Think Love (Rey Stevens/Lucy's Boy — BMI)	70	I Don't Think Love (Rey Stevens/Lucy's Boy — BMI)	70	They Could Put Me In Jail (Hall-Clement — BMI)	48
By Now (Pi-Gem — BMI/Chass — ASCAP)	17	I Loved 'Em Every One (Trea — BMI)	95	I Ought To (Combine — BMI/Southern Night — ASCAP)	81	They'll Never Take Me Alive (Pi-Gem — BMI)	75
Clean Your Own (Blackwood/Back Road — BMI)	85	I Ought To (Combine — BMI/Southern Night — ASCAP)	81	I Ought To (Combine — BMI/Southern Night — ASCAP)	81	This Must Be (Blackwood/Megic Castle — BMI)	91
Could You Love Me (Rose — BMI)	64	I Should've Called (Milane — ASCAP)	54	I Should've Called (Milane — ASCAP)	54	Too Many Lovers (Cookhouse — BMI/Mothar Tongua — ASCAP)	49
Darlin' (Saptambar/Yellow Dog — ASCAP)	27	I Still Believe In Waltzes (Southern Nights — ASCAP)	53	I Still Believe In Waltzes (Southern Nights — ASCAP)	53	Unwound (Pi-Gem/Pennin' Gold — BMI)	34
Diamonds Are Forever (Unart — BMI)	94	I Still Miss Someone (Rightsong — BMI)	47	I Still Miss Someone (Rightsong — BMI)	47	Waltzes And Western Swing (Moonridga — ASCAP)	92
Dixie On My Mind (Bocephus — BMI)	44	I Want You Tonight (Algee — BMI)	24	I Want You Tonight (Algee — BMI)	24	Wanted (Troll/Joe Doa — BMI)	86
Dream Of Me (Sablo/Sawgrass — BMI)	74	I Was Country (Pi-Gem — BMI)	9	I Was Country (Pi-Gem — BMI)	9	What Are We Doin' (Cheppell/Sellmecker — ASCAP)	5
Elvira (Acuff/Rosa — BMI)	1	I'm Just An Old Chunk Of Coal (ATV — BMI)	3	I'm Just An Old Chunk Of Coal (ATV — BMI)	3	What The World Needs (Jec/Blue Seas — ASCAP)	67
Evil Angel (Fourth Floor/Hot Kitchen/Blendingwall — ASCAP)	20	It's A Lovely, Lovely World (Acuff/Rosa — BMI)	13	It's A Lovely, Lovely World (Acuff/Rosa — BMI)	13	Whiskey Chasin' (Sebal — ASCAP)	52
Feels So Right (Maypop — BMI)	19	Just Like Me (Al Gallico/Algee — BMI)	43	Just Like Me (Al Gallico/Algee — BMI)	43	Whisper (Algee — BMI)	18
Fire & Smoke (Blue Moon/April — ASCAP)	21	Keep On Movin' (Phono — SESAC)	78	Keep On Movin' (Phono — SESAC)	78	Wild Side Of Life (Unart/Pear International — BMI)	56
First Cowboy (Boo-Famous — ASCAP)	88	Lay Of My Mind (Trimestar — ASCAP)	79	Lay Of My Mind (Trimestar — ASCAP)	79	Wind Is Bound To Change (Lerry Gatlin — BMI)	89
Flo's Yellow Rosa (WB Corp. — ASCAP)	99	Learning To Live (Hall-Clement — BMI)	33	Learning To Live (Hall-Clement — BMI)	33	Without You (Blue Book — BMI)	93
		Likin' Him And Lovin' (Southern Nights — ASCAP)	55	Likin' Him And Lovin' (Southern Nights — ASCAP)	55	You Made It (Werner-Tamerlene/Algee — BMI)	68
		Longing For The High (Cross Keys — ASCAP/Timbar — SESAC)	71	Longing For The High (Cross Keys — ASCAP/Timbar — SESAC)	71	Your Wife Is Cheatin' (Tree/Berey — BMI)	37
						You're Crazy Men (Red Ribbon/Hertlina/Blackwood — BMI)	35

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

# COUNTRY

## THE COUNTRY COLUMN

**REUNION WITH WALKER** — It's been almost three years since Jerry Jeff Walker released "Contrary To Ordinary." Walker fans can now rest easy; there is finally new product — "Reunion." For those of you who like to keep running tallies, Walker has released 12 albums in his 13-year recording career, including "Mr. Bojangles" and "Five Years Gone" in 1968 and "Belong Free" in 1969, all on the Atlantic label. After that release, Walker moved his talents to MCA in 1973, following a four-year hiatus. Walker debuted on the label with a self-titled album and later that same year released "Viva Terlingua." He followed with "Walker's Collectibles," "Ridin' High," "It's A Good Night For Singin'," "A Man Must Carry On," "Contrary To Ordinary," "Best Of" and his latest, "Reunion," which was recorded at Muscle Shoals Sound Studios and produced by Barry Beckett. There you have it, a complete album discography of an artist who somewhere along the line picked up the moniker the "original redneck mother."



Jerry Jeff Walker

**THE BARON ALBUM** — As we all thought it would, "The Baron" single project by Johnny Cash and Billy Sherrill has blossomed into an album project, which is slated for release this week. The single and album project marked the first time Sherrill had ever produced Cash (Cash Box, March 21). Material on the album includes "Hey, Hey Train," a natural for Cash, and a couple of up-tempo surprises — "The Blues Keep Getting Bluer" and "The Hard Way." If you're in the area, you can catch Cash at Honolulu's Walkiki Sheraton June 9-11, and a series of Australian dates June 15-24.

**HERE AND THERE** — Building on its reputation as a solid drawing card for opening new clubs, the Rangers played the newly opened Headless Horseman Club in Greenville, Miss. May 13-17, and, beginning May 25, worked a six-day engagement at the South 40 Club in Burlington, Iowa during the club's second week of operation. Between opening clubs, the group found time to record at Music City Recorders with producers Jerry West and Jack Logan . . . When Network Ink, Inc. president Mike Hyland adopted a little wire-haired puppy named Dolly last year, little did he expect the promiscuous pup would give birth to four little ones less than a year later. In honor of the dog's namesake, Hyland and family have named the three puppies who will remain part of the Hyland clan after the more well-known namesake's siblings — Freida, Floyd and Stella . . . Ferlin Huskey has signed with the Shorty Lavender Talent Agency in Nashville . . . Roger Miller and Willie Nelson began recording a duet album earlier in May . . . Since signing with the Agency for the Performing Arts, Riders in the Sky has made a number of television and personal appearances, including the Boarding House in San Francisco, Caesar's Palace in Lake Tahoe and the John Davidson Show. Look for the group's second album, "Cowboy Jubilee," to ship this week on Rounder Records . . . The recently released Billy Joe Royal album on Kat Family Records has a little bit of everything on it, from A/C to Top 40 to country. It was produced by Chips Moman . . . During the Piggys' recent concert at Ringside Seat in Nashville, Elvis Costello was seen in the audience, catching the group's show for the second time in less than a year. Also on hand was Doobie Brother John McFee, who was in town playing with Costello. Outside interest in the Nashville rockers seems to be increasing more and more, while the local following remains on a steady upswing . . . In a most unprecedented move, the Statler Brothers and Lester "Roadhog" Moran and his Cadillac Cowboys will appear on the same stage, although they will not go so far as to appear at the same time. Both groups will appear on the upcoming syndicated special, Music City News Awards Show, June 8, which will be broadcast from the Grand Ole Opry House. The Statlers are co-hosting the annual event . . . The Johnny Dollar Company in Nashville is handling production and promotion for the local indie label National Foundation Records . . . For country entertainment in New York, O'Lunney's seems to be one of the places to be. The club will be featuring bands like Blackwater, Saw Back Sally, Jeremie and her Band, the Gabe Johnson Band, the Cammie Harper Band, Steel Angel, the Lost Rhythm Boys and Three Penny Opera during June . . . Louise Mandrell and R.C. Bannon have signed with RCA . . . The Corbin/Hanner Band has two new tours booked for the summer — first with Oak Ridge Boys, followed by the New Riders of the Purple Sage . . . Roy Clark's left arm has mended properly, and he opened his late-May stint at the Frontier Hotel in Vegas on schedule . . . Guy Clark recently attended the New York premiere of Heartworn Highways, a documentary music film starring Clark, Townes Van Zandt, the Charlie Daniels Band, David Allan Coe and others. It was like a high school reunion when Clark and Van Zandt got together for a little impromptu performance at City Limits later that evening.

**BUILT-IN FOLLOWING** — When Terry McMillan's debut single for RCA is released this month, there is no doubt the label will have no trouble at all promoting it. The young percussionist/harmonica player from High Point, N.C. has already built a solid reputation as one of the country's top session musicians, with four NARAS Superpicker Awards to his credit. And during a recent showcase, we saw what a following he already boasts — swarms of fans that range from their teens to 60-plus crowded about McMillan after his performance, asking for autographs and his Fan Fair schedule.



Terry McMillan

Jennifer Bohler



**FROM HARPER VALLEY TO THE MOUNTAIN TOP** — Jeannie C. Riley, who will long be remembered for her hit, "Harper Valley P.T.A.," recently appeared at an autograph party at Mill's Bookstore in Nashville in support of her autobiography, From Harper Valley to the Mountain Top. The autograph party was the first in a series of promotions for the book, which will include an appearance on the Today Show, as well as other television and radio appearances. Riley (r) is pictured with some fans at the bookstore.

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS



**BADLANDS** (CMH 1540)  
**The Gettin' Over You** (3:06) (Jowag Music/Silver Ridge Music — ASCAP) (J.D. Slegling) (Producer: J. Wagner)

From out of the west they came, or so it seems with this up-and-coming group on the L.A.-based CMH label. The single, with its solid harmonies, excellent lead vocals and arresting piano and guitar interlude, is commercial and satisfying enough to catch the interest of country radio. Also, jukebox operators should pay close attention.

**JOHN REX REEVES** (Soc-A-Gee SC 100)  
**You're the Reason** (2:42) (Vogue Music — BMI) (B. Edwards, F. Henley, M. Imes, T. Fell) (Producer: J. Elgin)

Reeves has an easy way about his singing that is reminiscent of Eddy Arnold or Razy Bailey. The catchy melody, punctuation percussion and accompanying female vocalists add punch to Reeves' flowing vocals about sleepless nights. A good tune for drive time.



### HITS OUT OF THE BOX

**JUICE NEWTON** (Capitol 4997)  
**Queen Of Hearts** (3:29) (Drunk Monkey Music — ASCAP) (H. Devito) (Producer: R. Landis)

**THE STATLER BROTHERS** (Mercury 57051)  
**Don't Wait On Me** (3:14) (American Cowboy Music — BMI) (H. Reid, D. Reid) (Producer: J. Kennedy)

**DAVID FRIZZELL & SHELLY WEST** (Warner Bros./Viva WBS-49745)  
**A Texas State Of Mind** (2:37) (Peso Music/Wallet Music — BMI) (C. Crofford, J. Durrill, S. Garrett) (Producers: S. Garrett, S. Dorff)

### FEATURE PICKS

**JERRY REED** (RCA PB-12253)  
**Good Friends Make Good Lovers** (2:53) (Warner Tamerlane Pub. Corp./Face The Music — BMI) (T. Seals) (Producers: N. Wilson, J. Reed, D. Briggs)

**DEBBY BOONE** (Warner Bros./Curb WBS-49720)  
**It'll Be Him** (3:01) (Hat Band Music/Baron Music — BMI) (B. R. Reynolds) (Producer: L. Butler)

**THRASHER BROTHERS** (MCA 51123)  
**Smooth Southern Highway** (3:33) (Tree Publ. Co./Cross Keys Publ. — BMI/ASCAP) (C. Putman, S. Throckmorton) (Producer: J. Foglesong)

**THE O'ROARK BROTHERS** (Comstock COM-1658)  
**Can't We Start Over Again** (2:39) (White Cat Music — ASCAP) (D. Kalman) (Producer: P. Parker)

**BILLY LYERLY** (RCA PB-12255)  
**My Baby's Coming Home Again Today** (2:36) (Chaparral Music — ASCAP) (B. Lyerly)

**DOUG KERSHAW** (Scotti Brothers ZS6-02137)  
**Hello Woman** (3:49) (Doug Kershaw Music — BMI) (D. Kershaw) (Producers: D. Perry, D. Kershaw)

**LULA BELLE** (Pacific Challenger PC-3516)  
**Home Made Wine** (2:59) (Pacific Challenger Music — BMI) (L.B. Garland) (Producer: C. Whittington)

**RAY PILLOW** (First Generation FGS-011)  
**One Too Many Memories** (2:48) (Sawgrass Music — BMI) (K. Westberry) (Producer: P. Drake)

**CONCRETE COWBOY BAND** (Excelsior SIS-1011)  
**Country Is The Closest Thing To Heaven (You Can Hear)** (2:55) (Captar Music — ASCAP) (B. Keeley, S. Vining) (Producers: S. Vining, E. Keeley)

**LARRY HEABERLIN** (Sungold SG-100)  
**Too Many Movies** (2:50) (Keca Music — ASCAP) (J. Weatherly) (Producer: J. Howard)

## ALBUM REVIEWS

**PLEASURE** — Dave Rowland and Sugar — Elektra 5E-525 — Producer: Jimmy Bowen — List: 8.98

Dave Rowland and Sugar have a new producer, a new label and a new female vocalist, but fans of the group's distinctive boy/girl harmonies can relax — the threesome has retained the sound that has become a popular item on both radio and jukebox. Equally adept at handling uptempo numbers and the soft ballads, this album gives an ample sampling of both. Cuts to watch in addition to the single, "Fool By Your Side," include "The Pleasure's All Mine," "The First Time All Over Again" and "Once Or Twice."



# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. **THEY COULD PUT ME IN JAIL** — BELLAMY BROTHERS — WARNER/CURB — 54 REPORTS.
2. **WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS** — WAYLON AND JESSI — RCA — 45 REPORTS.
3. **RAINBOW STEW** — MERLE HAGGARD — MCA — 44 REPORTS.
4. **RICH MAN** — TERRI GIBBS — MCA — 33 REPORTS.
5. **SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)** — JOHN DENVER — RCA — 21 REPORTS.
6. **COULD YOU LOVE ME (ONE MORE TIME)** — JOHN CONLEE — MCA — 21 REPORTS.
7. **WIND IS BOUND TO CHANGE** — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 19 REPORTS.
8. **FOOL, FOOL** — BRENDA LEE — MCA — 17 REPORTS.
9. **I STILL BELIEVE IN WALTZES** — CONWAY TWITTY and LORETTA LYNN — MCA — 17 REPORTS.
10. **BEDTIME STORIES** — JIM CHESNUT — LIBERTY — 15 REPORTS.

## MOST ACTIVE COUNTRY SINGLES

1. **FEELS SO RIGHT** — ALABAMA — RCA — 78 REPORTS.
2. **I WAS COUNTRY WHEN COUNTRY WASN'T COOL** — BARBARA MANDRELL — MCA — 72 REPORTS.
3. **FOOL BY YOUR SIDE** — DAVE ROWLAND and SUGAR — ELEKTRA — 56 REPORTS.
4. **LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)** — TOMPALL and the GLASER BROTHERS — ELEKTRA — 52 REPORTS.
5. **DON'T BOTHER TO KNOCK** — JIM ED BROWN and HELEN CORNELIUS — RCA — 51 REPORTS.
6. **THE MATADOR** — SYLVIA — RCA — 44 REPORTS.
7. **SURROUND ME WITH LOVE** — CHARLY McCLAIN — EPIC — 43 REPORTS.
8. **UNWOUND** — GEORGE STRAIT — MCA — 41 REPORTS.
9. **TOO MANY LOVERS** — CRYSTAL GAYLE — COLUMBIA — 41 REPORTS.
10. **LOVE DIES HARD** — RANDY BARLOW — PAID — 39 REPORTS.

## Artist Endorsement, Identification Causes Problems At Country Radio

(continued from page 24)

a station and don't see their friendly gesture as a potentially explosive problem.

"It can be a problem. I really don't understand why it should be a problem . . . I think we're all in the music business together, and we should be working for the same thing," commented Richard Sterban of the Oak Ridge Boys. "I think competition is a healthy thing. It keeps you on your toes and makes you work harder."

### Follow Copy

He explained that usually when the Oak Ridge Boys do promos for a station, they read what is on the copy handed to them.

"Possibly that is somewhat of an error on our part," he said. "Maybe we shouldn't read word for word what the copy says. But we try to make the people at the station happy, so we go along with it. It does not always necessarily reflect exactly how we feel; but when a music director or program director has been good enough to play our record, I usually read off the copy that he wants me to read."

"Put yourself in an artist's position. You go into a radio station where your record is Top 10 or even #1 — it's pretty difficult to turn down a guy when he wants you to cut a

spot for him," Sterban said. "There has never been any intention on our part to hurt another station. Anybody who has taken offense should realize that, because if we were at their station, we would go along with what they wanted us to do. We try to make everybody happy if we possibly can. I realize there has been a problem from time to time, and I'm not sure I know what the answer is. Maybe we could use a little more discretion as to what we say and be more thoughtful about the other stations in the market. That may be one area artists can help."

## First Generation Show To Be Aired On WSM

NASHVILLE — The First Generation Records showcase, set for June 9 at the Nashville Palace, will be the subject of a live broadcast over WSM here. The showcase, which will take place during Fan Fair, will feature First Generation artists Ernest Tubb, Jean Shepard, Ray Pillow, Jan Howard, Charlie Louvin, Justin Tubb, Stonewall Jackson, the Wilburn Brothers, and the Vic Willis Trio, who are all part of the First Generation's "Stars of the Opry" record series.

"This show will allow the attending fans to hear and meet our artists first hand," said Pete Drake, the label's president and producer of the record series. "The live broadcast over WSM will give fans who can't attend Fan Fair an opportunity to hear our artists."

In addition to the showcase, the record label will also be sponsoring a Fan Fair softball team, which is scheduled to participate in the Fan Fair Celebrity Softball Tournament, set for June 8-9. Playing for the team will be Ernest Tubb, Justin Tubb, Teddy and Doyle Wilburn, Pillow, B.J. Thomas, Cal Smith, Louvin, Willis and Marty Robbins.

There will also be an autograph party for the label's artists at the new Ernest Tubb Western Wear shop on Music Valley Drive June 9 at 3 p.m. Jean Shepard and Tubb are each scheduled to host Fan Club picnics June 9. Shepard's is set for 1 p.m., while Tubb's will begin at 6 p.m.



**McCLAIN VISITS KLIF** — While in Arlington, Texas on a recent promotional tour for her album, "Surround Me With Love," Epic artist Charly McClain (r) dropped in on KLIF's PD Danny McDuff to chat about the album and her current single, which is the title track of the album.

## THE COUNTRY MIKE

**NBC COUNTRY SESSIONS MOVES INTO PHASE II** — With more than 200 country stations offering *Country Sessions* from coast to coast, the NBC Radio network will continue the popular one hour, recorded-in-concert country music special with a new set of country stars in upcoming months. To date, featured artists now scheduled to be aired include, **Razzy Balley**, May 30-31; **Mickey Gilley** and **Johnny Lee**, June 6-7; **Billy "Crash" Craddock**, June 13-14; **Brenda Lee**, June 20-21; **T.G. Sheppard**, June 27-28; **Doug Kershaw**, July 4-5; **Donna Fargo**, July 11-12; **Johnny Rodriguez**, July 18-19; **Jerry Lee Lewis**, July 25-26; and **Jacky Ward**, Aug. 1-2. **Morrie Trumble**, director, programs, NBC Radio Network, commented; *Country Sessions* has been a big hit with our affiliates coast-to-coast. More than 200 stations are now offering their listeners top superstar features



Brad Stapleton

each week. We're delighted to continue this ambitious program package." The series is produced through the facilities of NBC Chicago affiliate **WMAQ**, hosted by MAQ morning air personality **Joel Sebastian** and put together by the operations manager **Brian Chau**. **PERSONALITY PROFILE** — Brad Stapleton had always been interested in speech, acting and the theater. But due to the general disposition of theater crowds, which seemed to annoy him, Stapleton turned his sights toward a career in broadcasting. He attended the University of Oregon and attained a degree in broadcasting, while engineering and producing programs for the university's television station, as well as working weekends with Eugene radio stations **KUGN** and **KORE**. Upon graduation, Stapleton had no trouble finding work with his extensive background. In 1972, he briefly took a position with MOR/talk station **KBDF**. After six months, however, Stapleton began his first afternoon shift with **KEED**/Eugene. In two years, he had worked his way into the music director position; then the station switched to a country format. Almost a year later, due to management disagreement, Stapleton went to crosstown rival **KEEN** in January of 1976. After three years of handling the 9 a.m. - 2 p.m. shift, Stapleton was appointed music director. Most recently, he was named assistant program director by present PD, **Jay Albright**. Stapleton will continue his present air shift, as well as assist Albright, which will primarily entail compiling a new innovative computer system that will more effectively assimilate data in market research.

**KRMD HOLDS RADIOTHON FOR ST. JUDES HOSPITAL** — In a recent **KRMD**/Shreveport radiothon, \$41,663 was raised during the two-day event for the St. Jude's Children's Hospital of Memphis, Tenn. According to program director/music director **Tom Phifer**, this healthy sum brings the yearly total raised for the charity to nearly \$69,000.

**TICKET CONTESTS** — **WHK**/Cleveland has mailed out "WHK Money Tickets" to nearly one million area residents in what is said to be an "unprecedented Cleveland area promotion." The "WHK Money Ticket" will give listeners a chance to win \$1,000 in cash, with the person holding the card with the winning raffle number taking the pot. In the promotion, which began May 21, morning jock **Gary Dee** broadcasts the winning number each day during his show until all 10 cash prizes have been awarded, or through Sept. 1, whichever comes first. Winning "Money Ticket" holders must call WHK before 5 p.m. the day of the broadcast and redeem the ticket within three business days of hearing the winning number. . . **KLAC**/Los Angeles and Stop 'N Go convenience markets throughout Southern California are co-sponsoring a "Hot Ticket" contest through the months of May and June. The more than 100 area markets serve as "Hot Ticket" pick-up points for contest participants, who may win instantly by scratching the upper portion of the ticket to reveal a prize. Listeners may also win by retaining the lower half of the ticket and listening for the winning number to be aired over KLAC. Grand prizes include cash, major General Electric appliances and a 1981 L1 Hustler Datsun pick-up truck.

**LeGARDE TWINS FINISH RADIO PROMO TOUR** — Australia's singing cowboys, **Ted and Tom LeGarde** recently completed a rather hectic 18-day, 100-station promotional tour through Texas, Louisiana, Mississippi and Tennessee, hitting secondary markets and several of the majors. The twins, who have recently met with Top 100 national chart success, were very encouraged by the conversations and reactions with program and music directors. Commenting on their traveling experience, they stated, "If you have a good product and a burning desire to get out and meet the program and music directors personally, they will listen to your record and give you their honest opinion. If they like it, they will play it." The LeGardes primarily concentrated on doing air interviews and shows to promote their newest release, "Wanted," and found jocks mostly interested in having them on their all-night shows. Even if that's the only time available, the LeGardes would enthusiastically accept!

country mike

## PROGRAMMERS PICKS

<b>Rob Hough</b>	<b>KTTS/Springfield</b>	<b>Wild Side Of Life/It Wasn't God Who Made Honky Tonk Angels</b> — Waylon and Jessi — RCA
<b>Bob Grayson</b>	<b>WIST/Charlotte</b>	<b>Rich Man</b> — Terri Gibbs — MCA
<b>Jim Bell</b>	<b>WPNX/Columbus</b>	<b>Bedtime Stories</b> — Jim Chesnut — Liberty
<b>Brady McGraw</b>	<b>WQQT/Savannah</b>	<b>They Could Put Me In Jail</b> — Bellamy Brothers — Warner/Curb
<b>Bill Jones</b>	<b>WKSJ/Mobile</b>	<b>Feels So Right</b> — Alabama — RCA
<b>Mike Carta</b>	<b>WIL/St. Louis</b>	<b>Likin' Him And Lovin' You</b> — Kin Vassy — Liberty
<b>Ed Brooks</b>	<b>WDSB/Dover</b>	<b>Right In The Wrong Direction</b> — Liz Lyndell — Koala
<b>Paul Thorne</b>	<b>KUGN/Eugene</b>	<b>They Could Put Me In Jail</b> — Bellamy Brothers — Warner/Curb
<b>Buddy Johnson</b>	<b>KLVI/Beaumont</b>	<b>It's Not The Rain</b> — Music Row — Debut

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart	5/30		Weeks On Chart	5/30
<b>1</b> STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	2	7	<b>38</b> SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	50	3
<b>2</b> A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	1	8	<b>39</b> IN OUR LIFETIME MARVIN GAYE (Tamla/Motown T8-374M1)	39	19
<b>3</b> WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	5	6	<b>40</b> HOTTER THAN JULY STEVIE WONDER (Tamla/Motown T8-373M1)	36	31
<b>4</b> THE DUDE QUINCY JONES (A&M SP-3721)	4	10	<b>41</b> GLAD YOU CAME MY WAY JOE SIMON (Posse POS 10002)	43	9
<b>5</b> BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1)	3	14	<b>42</b> CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	41	34
<b>6</b> GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	8	24	<b>43</b> PORTRAITS SIDE EFFECT (Elektra 6E-335)	56	3
<b>7</b> STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-70C)	8	4	<b>44</b> NIGHTWALKER GINO VANNELLI (Arista AL 9539)	28	5
<b>8</b> RADIANT ATLANTIC STARR (A&M SP-4833)	7	14	<b>45</b> CLOSER GINO SOCCIO (Atlantic SD 16042)	52	2
<b>9</b> THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	10	21	<b>46</b> EVERYTHING IS COOL T-CONNECTION (Capitol ST-12126)	46	14
<b>10</b> WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	12	30	<b>47</b> IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	35	13
<b>11</b> MY MELODY DENICE WILLIAMS (ARC/Columbia FC 37048)	11	10	<b>48</b> TURN THE HANDS OF TIME PEABO BRYSON (Capitol ST-12138)	45	15
<b>12</b> THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	15	8	<b>49</b> "RIT" LEE RITENOUR (Elektra 6E-331)	60	2
<b>13</b> MIRACLES CHANGE (Atlantic SD 19301)	9	8	<b>50</b> SKYPORT SKYY (Salsoul/RCA SA-8537)	40	26
<b>14</b> GRAND SLAM THE ISLEY BROTHERS (T-Neck/CBS FZ 37030)	13	13	<b>51</b> ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	48	15
<b>15</b> TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	17	11	<b>52</b> ALICIA ALICIA MEYERS (MCA-5181)	57	7
<b>16</b> HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	14	12	<b>53</b> WELCOME BACK BLUE MAGIC (Capitol ST-12143)	58	4
<b>17</b> CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	19	12	<b>54</b> BARRY & GLODEAN BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	54	5
<b>18</b> VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	20	13	<b>55</b> TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	—	1
<b>19</b> NIGHTCLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	31	3	<b>56</b> LOVE LIFE BRENDA RUSSELL (A&M SP-4811)	42	9
<b>20</b> LICENSE TO DREAM KLEEEER (Atlantic SD 19288)	16	17	<b>57</b> THERE MUST BE A BETTER WORLD SOMEWHERE B.B. KING (MCA-5162)	47	16
<b>21</b> FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	21	28	<b>58</b> FANTASY (Pavillion/CBS JZ 37151)	59	4
<b>22</b> KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	24	8	<b>59</b> LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	61	6
<b>23</b> MAGIC MAN ROBERT WINTERS AND FALL (Buddah/Arista BDS 5732)	26	9	<b>60</b> GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147)	63	2
<b>24</b> IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	18	21	<b>61</b> TO LOVE AGAIN DIANA ROSS (Motown M8-951M1)	55	14
<b>25</b> KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	—	1	<b>62</b> NEVER GONNA BE ANOTHER ONE THELMA HOUSTON (RCA AFL1-3842)	69	2
<b>26</b> MAGIC TOM BROWNE (GRP/Arista 5503)	23	16	<b>63</b> ARETHA FRANKLIN (Arista AL 9538)	53	33
<b>27</b> VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	27	8	<b>64</b> JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE JOHNNY "GUITAR" WATSON (DJM/PolyGram 501)	—	1
<b>28</b> SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	44	2	<b>65</b> SUN: FORCE OF NATURE SUN (Capitol ST-12142)	51	10
<b>29</b> LOVE IS... ONE WAY ONE WAY (MCA-5163)	33	15	<b>66</b> LIVE AND MORE ROBERTA FLACK AND PEABO BRYSON (Atlantic SD 2-7004)	65	25
<b>30</b> INTUITION LINX (Chrysalis CHR 1332)	37	3	<b>67</b> LET'S BURN CLARENCE CARTER (Venture VL 1005)	49	25
<b>31</b> JERMAINE JERMAINE JACKSON (Motown M8-1499F)	32	27	<b>68</b> GOLDEN TOUCH ROSE ROYCE (Whitefield/Warner Bros. WHK 3512)	71	18
<b>32</b> HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	25	20	<b>69</b> HAD TO SAY IT MILLIE JACKSON (Spring/PolyGram SP-1-6730)	67	21
<b>33</b> THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	22	21	<b>70</b> TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	—	1
<b>34</b> PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	30	12	<b>71</b> PERFECT FIT JERRY KNIGHT (A&M SP 4843)	64	11
<b>35</b> STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	34	34	<b>72</b> TENDERNESS OHIO PLAYERS (Boardwalk FW 37095)	66	9
<b>36</b> TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5226)	38	7	<b>73</b> LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	—	1
<b>37</b> 'NARD BERNARD WRIGHT (GRP/Arista 5011)	29	11	<b>74</b> LABOR OF LOVE SPINNERS (Atlantic SD 16032)	68	10
			<b>75</b> DIRTY MIND PRINCE (Warner Bros. BSK 3478)	74	32



**DESTINATION DESTINY** — Polydor/PolyGram recording artists Alton McClain & Destiny recently visited the offices of their record company to plan promotion strategy for their album "Gonna Tell The World." Pictured are (l-r): Tommy Young, director of field promotions, black music, PolyGram; Vince Pellegrino, director, national promotion. PolyGram; D'Marie Warren; Alton McClain and Robyrda Stiger of the group; Ernie Singleton, director of black music marketing, west coast, PolyGram.

## THE RHYTHM SECTION

**GIVIN' IT TO THE MUSIC** — Gordy/Motown's Rick James has developed simultaneous skills as an artist and producer, taking the growth of each to their logical extension before transcending to a different level of presentation. He has successfully produced himself with the **Stone City Band**, as well as two solo efforts by that outfit while producing and co-writing many of the songs on labelmate **Teena Marie's** debut LP. He is now preparing to produce Stone City Band member **Danny Lemell's** solo project. James, a Buffalo, N.Y. native who turned the phrase "punk funk" and carved a niche alongside other funk concepts like the Clinton-driven funkateers, said that his outrageous, braid-clad, spangled spaceman image may undergo some changes in the future. "It's hard to stay in one thing too long, so I plan on doing an image change, a change of style, but I'll still be Rick James," he explained. But before he embarks on any image altering, James is slated to strike out on tour the first week in June to support his current LP, "Street Songs," and the current single, "Give It To Me Baby," which is #3 bullet on this week's **Cash Box B/C** Singles chart. The tour includes the U.S., Europe and then Japan. James is optimistic about overseas markets for his music. "It's very good there, actually it's never been better. The people have always been into black music, sometimes more so than here," he commented. James also said that although reggae forays by current pop artists like Stevie Wonder, Third World and Blondie have made some penetration into the black consumer market here, "I think people would have to be able to dance to reggae before it gets wider acceptance by black listeners." One apt case in point is the Stone City Band's "Funky Reggae" cut from the album "The Boys Are Back," which incorporates the choppy reggae beat with a more danceable rhythmic groove. The funk is a basic element in much of James' music, although he has displayed a knack for melodic and lyrical sensibilities as well. When the next phase of James' emergence is complete, more substantial penetration into the pop market may ensue.

**HIBERNATION SWAN SONG** — The enigmatic Miles Davis is set to release his first studio LP in seven years on Columbia, titled "The Man With The Horn." In contrast to the fusion textures that blanketed his vinyl during the early '70s, sources at the label are saying that this is some straight-ahead, acoustic blowing. Players on the upcoming album consists of a fresh ensemble that includes saxophonist **Bill Evans**, drummer **Al Foster**, guitarists **Barry Finnerty** and **Mike Stern** and percussionist **Sammy Figueroa**. Longtime Davis associate **Teo Macero** produced "The Man And His Horn," which we hope to hear snatches of during Miles' July 5 performance at New York's Kool Jazz Festival.

**ALL THAT JAZZ** — The **Toshiko Aklyoshi/Lew Tabackin Big Band** has been signed for encore performances during the 1981 Monterey Jazz Festival Sept. 18-20. The 16-piece outfit follows grand finale performances rendered during the '75 and '76 festivals. Joining the big band during the festival are **Mundell Lowe**, **Clark Terry**, **Flora Purim & Alrto**, **Richie Cole & Cal Tjader**, among others.

**AIRWAVES** — Programming for L.A.'s KJLH "RadioVision" will take on a new wrinkle shortly as the station's morning personality **Levi Booker** has been named director of singles and "12" records and music committee coordinator there. Also on the committee is KJLH vice president and general manager **Don Mizell** and program director **Lawrence Tanner**. Booker will be responsible for selecting and organizing all singles and "12" records played on the station.

**GIFT GIVING IMPERIAL STYLE** — The National Assn. of Recording Merchandisers (NARM) would have been proud of **President Ronald Reagan** recently when he offered Korean head of state **Chun Doo Hwan** a musical gift during his visit to the White House. In that package were albums by **Earth, Wind and Fire**, **Billy Joel**, **Queen**, **Blondie**, **Chicago** and the **Bee Gees**.

**L.A. CONFAB** — The recently concluded third annual Black Music Assn. Conference held at Los Angeles' Century Plaza offered more reinforcement of stated future goals and laudatory presentations about the organization's accomplishments. Absent, by and large, were panels of resolve that in the past offered a plan of action toward attaining future goals. Also absent was full representation of the industry's various segments. Although it was evident that steps were taken to insure that many of the major issues pertaining to black music were canvassed, and all segments represented, some levels of the industry were not present. While it is understood that the expense of a four-day weekend in Los Angeles is prohibitive, a more intense focus on specific problems facing black music and some effort to set up the mechanisms to deal with them might attract more conventioners. NARM, NAB and NRB focus on the general problems facing the music industry, but the BMA has an opportunity to avoid the pitfall of focusing too much on generalities.

**SHORT CUTS** — The soundtrack to the **Richard Pryor, Cicely Tyson** film *Bustin' Loose* will be released by MCA Records June 12. Produced by Atlantic artist **Roberta Flack**, the LP features six Flack-penned tunes, all of which are performed by the singer except "Ballad For D," a tribute to the late **Donny Hathaway**, which is performed by co-writer **Peabo Bryson**. . . Atlantic artist **Ullanda McCullough** recently made the New York radio rounds, stopping in on air personality **Chuck Leonard** who interviewed her about her self-titled debut LP and single, "Bad Company."

michael martinez

# CASH BOX TOP 100

June 6, 1981

Rank	Title	Artist	Label	Weeks On Chart	Rank	Title	Artist	Label	Weeks On Chart	Rank	Title	Artist	Label	Weeks On Chart	
1	WHAT CHA' GONNA DO FOR ME	CHAKA KHAN	(Warnar Bros. WBS 49692)	5/30	35	ARE YOU SINGLE	AURRA	(Salsoul/RCA S7 2139)	44	6	70	FOR YOUR PRECIOUS LOVE	THE IMPRESSIONS	71	
2	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	RAY PARKER, JR. & RAYDIO	(Ariste AS 0592)	2	14	36	WHAT TWO CAN DO	DENIECE WILLIAMS	(ARC/Columbia 11-60504)	30	14	71	IT'S YOUR CONSCIENCE	DENIECE WILLIAMS	80
3	GIVE IT TO ME BABY	RICK JAMES	(Gordy/Motown G 7197F1)	6	11	37	IS IT YOU	LEE RITENOUR	(Elektra E-47124)	42	7	72	GROOVE CITY	T-CONNECTION	79
4	YEARNING FOR YOUR LOVE	GAP BAND	(Mercury/PolyGram 76101)	4	11	38	IF I DON'T LOVE YOU	RANDY BROWN	(Chocolata City/PolyGram CC 3224)	39	8	73	LOVE ON A TWO WAY STREET	STACY LATTISAW	—
5	MAKE THAT MOVE	SHALAMAR	(Solar/RCA YV-12192)	5	13	39	NEXT TIME YOU'LL KNOW	SISTER SLEDGE	(Cotillion/Atlantic 48012)	40	8	74	HEAVY LOVE AFFAIR	MARVIN GAYE	77
6	BEING WITH YOU	SMOKEY ROBINSON	(Temla/Motown T 54321F)	3	17	40	KEEP ON IT	STARPOINT	(Chocolata City/PolyGram CC 3223)	32	15	75	RAZZAMATAZZ	QUINCY JONES	87
7	TWO HEARTS	STEPHANIE MILLS	(20th Century-Fox/RCA TC-2492)	12	7	41	IF YOU FEEL IT	THELMA HOUSTON	(RCA PB-12215)	47	6	76	THIGHS HIGH (GRIP YOUR HIPS AND MOVE)	TOM BROWNE	52
8	SUKIYAKI	A TASTE OF HONEY	(Capitol P-4953)	7	20	42	TAKE IT ANY WAY YOU WANT IT	FATBACK	(Spring/PolyGram SP 3018)	49	5	77	KEMO-KIMO	WEBSTER LEWIS	—
9	PARADISE	CHANGE	(RFC/Atlantic 3809)	11	9	43	SUPERLOVE	SKYY	(Salsoul/RCA S7 2136)	35	11	78	FEEL MY LOVE	SLAVE	86
10	WHEN LOVE CALLS	ATLANTIC STARR	(A&M 2312)	8	15	44	TONIGHT WE LOVE	RUFUS	(MCA 51070)	33	14	79	LET SOMEBODY LOVE YOU	KENI BURKE	89
11	SWEET BABY	STANLEY CLARKE/GEORGE DUKE	(Epic 19-01052)	14	9	45	TURN UP THE MUSIC	MASS PRODUCTION	(Cotillion/Atlantic 48013)	51	5	80	GOIN' FOR ANOTHER ONE	BOHANNON	88
12	HOW 'BOUT US	CHAMPAIGN	(Columbia 11-11433)	9	18	46	DON'T STOP	K.I.D.	(Sam 81-5018)	50	8	81	LOC-IT-UP	LEPRECHAUN	84
13	DOUBLE DUTCH BUS	FRANKIE SMITH	(WMOT 4W85351)	17	15	47	LOVE (IS GONNA BE ON YOUR SIDE)	FIREFLY	(Emergency EMS 6509)	48	9	82	SIT UP	SADANE	85
14	PULL UP TO THE BUMPER	GRACE JONES	(Island IS 49697)	19	9	48	ANY TIME IS RIGHT	ARCHIE BELL	(Becket BKA 45-4)	57	5	83	MIGHTY BODY (HOTSY TOTSY)	LEON BRYANT	—
15	AI NO CORRIDA	QUINCY JONES	(A&M 2309)	10	16	49	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES	(Mercury/PolyGram 78085)	37	28	84	I WANT YOU	BARRY WHITE & GLODEAN WHITE	—
16	JUST THE TWO OF US	GROVER WASHINGTON, JR.	(Elektra E-47103)	15	18	50	TRY IT OUT	GINO SOCCIO	(RFC/Atlantic 3813)	56	6	85	(HEY WHO'S GOTTA) FUNKY SONG	FANTASY	—
17	FREAKY DANCIN'	CAMEO	(Chocolata City/PolyGram CC 3225)	22	5	51	I REALLY LOVE YOU	HEAVEN AND EARTH	(WMOT WS8 02028)	54	6	86	NEVER UNDERESTIMATE THE POWER OF A WOMAN	KLYMAXX	90
18	MAGIC MAN	ROBERT WINTERS & FALL	(Buddah/Arista BDA 624)	16	24	52	WE CAN START TONIGHT	HARVEY MASON	(Arista AS 0593)	58	7	87	FOREVER YESTERDAY (FOR THE CHILDREN)	GLADYS KNIGHT & THE PIPS	—
19	YOUR LOVE IS ON THE ONE	LAKESIDE	(Solar/RCA YV-12188)	13	11	53	SEARCHING TO FIND THE ONE	UNLIMITED TOUCH	(Preluda PRL 8029)	61	3	88	SOME CHANGES ARE FOR GOOD	DIONNE WARWICK	—
20	CALL IT WHAT YOU WANT	BILL SUMMERS AND SUMMERS HEAT	(MCA 51073)	20	13	54	LOVE'S DANCE	KLIQUE	(MCA 51099)	60	4	89	WITHOUT YOU I CRY	CANDI STATON	91
21	RUNNING AWAY	MAZE	(Capitol P-5000)	24	4	55	CAN YOU FEEL IT	THE JACKSONS	(Epic 19-01032)	38	10	90	HIGH ON THE BOOGIE	STARGARD	—
22	HEARTBEAT	TAANA GARDNER	(West End WES 1232)	27	7	56	WHEN I LOSE MY WAY	RANDY CRAWFORD	(Warner Bros. WBS 49709)	59	6	91	ROCK RADIO	GENE DUNLAP	94
23	GET TOUGH	KLEEEER	(Atlantic 3788)	21	17	57	JONES VS. JONES	KOOL & THE GANG	(De-Lite/PolyGram DE 613)	66	3	92	CANDIDATE FOR LOVE	T.S. MONK	93
24	HURRY UP AND WAIT	THE ISLEY BROTHERS	(T-Nack/CBS Z56 02033)	18	8	58	JUST CHILLIN' OUT	BERNARD WRIGHT	(GRP/Arista GS 2511)	41	8	93	LATELY	STEVIE WONDER	45
25	BODY MUSIC	STRIKERS	(Preluda PRL 8025)	28	9	59	COME TO ME	ARETHA FRANKLIN	(Arista AS0600)	68	3	94	IF YOU LOVE (THE ONE YOU LOSE)	BRENDA RUSSELL	55
26	IT'S A LOVE THING	THE WHISPERS	(Solar/RCA YV-12154)	23	21	60	LET'S DANCE	TOM BROWNE	(GRP/Arista GS2513)	63	4	95	BAD COMPANY	JULLANDA McCULLOUGH	53
27	'SCUSE ME, WHILE I FALL IN LOVE	DONNA WASHINGTON	(Capitol 4991)	31	7	61	HERE IS MY LOVE	SYLVESTER	(Hony/Fantasy 912)	73	3	96	BON BON VIE (GIMME THE GOOD LIFE)	T.S. MONK	67
28	MAKE YOU MINE	SIDE EFFECT	(Elektra E-47112)	29	12	62	ARE WE BREAKING UP	JOE SIMON	(Possa POS 5010)	64	5	97	ALL I NEED IS YOU	DAVID SANBORN	—
29	YOU LIKE ME DON'T YOU	JERMAINE JACKSON	(Motown M 1503F)	26	15	63	I DON'T REALLY CARE	L.V. JOHNSON	(ICA 027)	74	4	98	TAKE IT TO THE TOP	KOOL & THE GANG	62
30	YOU'RE LYING	LINX	(Chrysell's CHS 2461)	25	15	64	TURN IT OUT	JERRY KNIGHT	(A&M 2336)	70	5	99	BABY, I DO LOVE YOU	GREG PHILLINGANES	78
31	TELL ME WHERE IT HURTS	WALTER JACKSON	(Columbia 11-02037)	36	6	65	ALL THE REASONS WHY	NOEL POINTER	(Libarty 1403)	65	6	100	LADY'S WILD	CON FUNK SHUN	69
32	NIGHT (FEEL LIKE GETTING DOWN)	BILLY OCEAN	(Epic 19-02053)	43	5	66	SKINNY	THE OHIO PLAYERS	(Boardwalk WS8 02063)	75	4				
33	TELL 'EM I HEARD IT	SANDRA FEVA	(Vantura V-138)	34	8	67	VERY SPECIAL	DEBRA LAWS	(Elektra E-47142)	82	3				
34	PUSH	ONE WAY	(MCA 51110)	46	4	68	SHAKE IT UP TONIGHT	CHERYL LYNN	(Columbia 11-02102)	83	2				
						69	I CAN MAKE IT BETTER	THE WHISPERS	(Solar/RCA YB-12232)	76	3				

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

A Woman Needs (Raydola — ASCAP) .....	2	ASCAP	17	Lady's Wild (Val-Joe/Fairstar — BMI) .....	100	Sit Up (Frozen Butterfly — BMI) .....	82
AI No Corrida (Haathwava/ Lazy Lizard — BMI/ASCAP) .....	15	Gat Tough (Alax & Soufus — ASCAP) .....	23	Lately (Jobete & Black Bull — ASCAP) .....	93	Skinny (On The Boardwalk/Mistaken — BMI) .....	66
All I Need Is You (Sunsat Burgundy — ASCAP) .....	97	Giva It To Me (Jobeta & Stone City — ASCAP) .....	3	Lat Somabody Lova You (Jobur — BMI) .....	79	Soma Changes (Prica Straat — ASCAP/Unichappell/Begonie — BMI) .....	88
All The Reasons (Philvin Intl' (Admin. by Gaffan/ Kaye) — ASCAP/Fauknar — BMI) .....	65	Goin' For Another One (April/Bohannon — ASCAP) .....	80	Let's Dance (Sugar Cone — BMI) .....	80	Sukiyaki (Baachwood — BMI) .....	8
Are We Braaking (Sun Up/Pinball — BMI) .....	62	Groove City (T-Con — BMI) .....	72	Loc-It-Up (Cittisound — BMI) .....	81	Superlove (One To One — ASCAP) .....	43
Are You Singla (Lucky Thrae/Red Aurra — BMI) .....	35	Heartbaat (Kanix/Sugar Biscuit — ASCAP) .....	22	Lova (Emergency — ASCAP) .....	47	Sweet Baby (Mycanaa — ASCAP) .....	11
Any Tima Is Right (WIMOT/Big Saven/B.U.T./Woodbourne — BMI) .....	48	Heavy Lova Affair (Buggla — ASCAP) .....	74	Lova On A Two Way Street (Gambi — BMI) .....	73	Take It Any Way (Cilta — BMI) .....	42
Baby, I Do (Irving/Baby Shoes/Bralntraa/Gaffen/ Kaye/Poppy's/Jamal) .....	99	Hara Is My (Borzol/Baekoeper — ASCAP) .....	61	Lova's Dance (Bea-Garmalna — BMI) .....	54	Take It To Tha (Dalightful/Frash Start — BMI) .....	98
Bad Company (Nick-O-Val — ASCAP) .....	95	Hey Who's Gotta (Lis-Ti/Pavillon — BMI) .....	85	Magic Man (Almo/Ray Jey/Similar/Lucky Break — ASCAP/Irving — BMI) .....	18	Tell Em (Paddle/Simon-Radmond/Gaatana — BMI) .....	33
Being With You (Bartam — ASCAP) .....	6	High On Tha Boogla (May Twaith/Warnar Tamerlana — BMI) .....	90	Maka That Mova (Spectrum VII/Mykinda — ASCAP) .....	5	Tall Ma Whara (Angalshali/Six Continents — BMI) .....	31
Body Music (Trumar — BMI/Mamorax — CRA) .....	25	How 'bout (Dana Waider — license pending) .....	12	Maka You Mina (Ralaxad/Happy Birthday/ Tuff Cookie — BMI) .....	28	Thigs High (Thomas Browna/Roaring Fork — BMI) .....	76
Bon Bon (Unichappell/Faatharbad/Larball — BMI) .....	96	Hurry Up (Bovina — ASCAP) .....	24	Mighty Body (Deighful/Lisatta — BMI) .....	83	Tonight Wa Love (Ovardua — ASCAP) .....	44
Call It What (Blisum — BMI) .....	20	I Can Maka (Spectrum VII/Mykinda — ASCAP) .....	69	Naver Underastimata (Spectrum VII — ASCAP) .....	86	Try It Out (Good Flavor/Sons Calastas/Shadiac — ASCAP) .....	50
Can You Fael It (Mijac/Siggy — BMI) .....	55	I Don't (Alvart — BMI/Tiaura Nikikiki — BMI) .....	63	Next Tima (Walden/Gratitude Sky — ASCAP/ Irving — BMI) .....	39	Turn It Out (Almo/Crimsko — ASCAP) .....	64
Candidata (Unichappell/Faatharbad/Emerald — BMI) .....	92	I Really Love (Framingrag/Mountain Peak — BMI) .....	51	Night (Blackwood — BMI/Nigal Martinez/ Irtarworld — ASCAP) .....	32	Turn Up Tha Music (Two Pappar — ASCAP) .....	45
Come To Ma (Acoustic/Dobbins/Blue Book/Buttarcaak — BMI) .....	59	If I Don't Love You (Backlog — BMI) .....	38	Paradisa (Littia Macho — ASCAP) .....	9	Two Haarts (Frozen Butterfly — BMI) .....	7
Don't Stop (Midab/Janmer — ASCAP) .....	46	If You Faal It (Brookshora — BMI) .....	41	Push (Perk's/Duchass — BMI) .....	14	Very Spacial (Al Home/Jaffix — ASCAP) .....	67
Don't Stop (Total X — BMI) .....	49	If You Lova (Almo/Rutland Reed — ASCAP) .....	94	Razzamatazz (Rodsongs/Almo — ASCAP) .....	75	Wa Can Start (Masong — ASCAP/Estus — BMI) .....	52
Double Dutch (WIMOT/Frashon/Suparmarkt — BMI) .....	13	Is It You (Rit Of Habaas — ASCAP) .....	37	Rock Radio (MCA/Akarua — ASCAP) .....	91	What Cha' (Avarage Longdoo — ASCAP) .....	1
Feal My Love (Slava/Cotillion — BMI) .....	78	It's A Lova (Spectrum VII/Mykinda — ASCAP) .....	26	Running Away (Amazement — BMI) .....	21	What Two (Ballboy/Kaa-Drick — BMI) .....	36
For Your Precious (Sunflower — ASCAP) .....	70	It's Your Conscience (Ball Boy/Kaa-Drick — BMI) .....	71	'Scusa Ma, (Almo/Uncia Ronnia — ASCAP) .....	27	When I Lose (Klongazi — BMI) .....	56
Forever Yesterday (Glann's Files — ASCAP) .....	87	Jonas vs. (Dalightful/Frash Start — BMI/Double F ASCAP) .....	57	Searching (Trumar — BMI/Unlimited Touch — ASCAP) .....	53	Whan Lova Calls (Almo/Nawban/Audio — ASCAP) .....	10
Fraaky Dancin' (Battar Deys — BMI/Batter Nights — BMI) .....	13	Just Chillin' Out (Sunsat Burgundy — ASCAP) .....	58	Shaka It Up Tonight (April — ASCAP) .....	58	Without You (DaAnn/Eillpsis — ASCAP) .....	89

# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- LOVE ON A TWO WAY STREET — STACY LATTISAW — COTILLION/ATLANTIC**  
WOKB, WVKO, WWIN, WAOB, WDMA, WGIV, KMJQ, WGCI, WUFO, WDAS-FM, WKND, WWRL, WAWA, WENZ, WILD, WSOK
- NIGHT (FEEL LIKE GETTING DOWN) — BILLY OCEAN — EPIC**  
WENZ, WAWA, WKND, WLLC, WPAL, WYLD-FM, KGFJ, WGPR-FM
- FOREVER YESTERDAY (FOR THE CHILDREN) — GLADYS KNIGHT & THE PIPS — COLUMBIA**  
WSOK, WWRL, WJLB, WGIV, WDMA, WAOB, WWIN
- SOME CHANGES ARE FOR GOOD — DIONNE WARWICK — ARISTA**  
WWRL, WKND, WJLB, WDAS-FM, WWDW, WWIN, WVKO
- HERE IS MY LOVE — SYLVESTER — HONEY/FANTASY**  
WKND, WPAL, WYLD-FM, KGFJ, WWDW, WAOB
- VERY SPECIAL — DEBRA LAWS — ELEKTRA**  
WDIA, WWDW, WGIV, KMJQ, OK100
- SHAKE IT UP TONIGHT — CHERYL LYNN — COLUMBIA**  
WILD, WOKB, WWDW, WATV, WDMA
- RAZZAMATAZZ — QUINCY JONES FEATURING PATTI AUSTIN — A&M**  
KMJQ, WSOK, WGIV, WATV, WAOB

## MOST ADDED ALBUMS

- TOO HOT TO SLEEP — SYLVESTER — HONEY/FANTASY**  
WILD, WWRL, WTLC, WKND, WWDW
- L.J. REYNOLDS — CAPITOL**  
WPAL, WGIV, WDMA, WGPR-FM, WWIN

## UP AND COMING

- THE ADVENTURES OF GRANDMASTER FLASH ON THE WHEELS OF STEEL — GRANDMASTER FLASH — SUGARHILL**
- AIN'T NO WOMAN LIKE MY BABY — L.J. REYNOLDS — CAPITOL**
- WHEN WILL MY LOVE BE RIGHT — ROBERT WINTERS & FALL — BUDDAH/ARISTA**
- TOGETHER WE CAN SHINE — LINX — CHRYSALIS**
- GOING BACK TO MY ROOTS — ODYSSEY — RCA**

## BLACK RADIO HIGHLIGHTS

### WAOB — ATLANTA — CARL CONNOR, PD

HOTS: Aurra, Change, Klique, Strikers, S. Mills, G. Phillanganes, D. Washington, J. Knight. ADDS: G. Knight, Stacy Lattisaw, Atlantic Starr, Sister Sledge, A. Bell, Sylvester, H. Mason. LP ADDS: Mighty Fire, De Barges.

### WWIN — BALTIMORE — CURTIS ANDERSON, PD #1 — CHAKA KHAN

HOTS: Taana Gardner, Gap Band, Strikers, R. James, S. Mills, Grandmaster Flash, K.I.D., Persuaders, Aurra. ADDS: Furlous 5, S. Lattisaw, D. Warwick, R. Fields, G. Knight, L.J. Reynolds, Odyssey. LP ADDS: J. Brown, L.J. Reynolds, J. Hoggard

### WATV — BIRMINGHAM — BILL GLOVER, PD

HOTS: Smokey Robinson, Fatback, R. Crawford, Ohio Players, D. Laws, Lakeside, Side Effect, Gap Band, B. Summers, G. Jones, B. Strong, F. Smith, Isley Bros., G. Dunlap, Champaign, Sadane, S. Feva, D. Sanborn, R. Winters, Latimore, L.V. Johnson. ADDS: L.J. Reynolds, D. Ross, S. Lattisaw, Cheryl Lynn, Reddings, Quincy Jones, B.B. King. LP ADDS: Z.Z. Hill.

### WILD — BOSTON — BUTTERBALL, JR., MD #1 — TAANA GARDNER

JUMPS: 14 To 7 — Grace Jones, 21 To 14 — Empress, 24 To 15 — G. Soccio, 25 To 16 — B. Ocean, 26 To 20 — D. Laws, 27 To 22 — Cameo, 28 To 24 — Ritenour, 33 To 26 — D. Washington, 36 To 31 — Mystic Merlin, 39 To 33 — Klique, Ex To 37 — One Way, Ex To 38 — R. Winters & Fall, Ex To 39 — Maze, Ex To 40 — Kool & The Gang. ADDS: Linx, Cheryl Lynn, W. Lewis, Victoria Sosa/Isaac Hayes, Stacy Lattisaw, T-Connection, Count Coolout, Barry & Glodean White. LP ADDS: Sylvester, Ramsey Lewis, Elusion.

### WUFO — BUFFALO — KEITH POLLARD, PD — #1 — D. LAWS

HOTS: Change, P. Collins, Champaign, T. Gardner, S. Mills, Heaven/Earth, Linx, Sister Sledge, Clarke/Duke. ADDS: Stacy Lattisaw, B. Withers, Fantasy, Unlimited Touch, L. Graham, Bros. Johnson, War, Ohio Players, Fatback. LP ADDS: Archie Bell, Randy Brown, Ramsey Lewis, H. Mason, Mystic Merlin, Barry White, Thelma Houston.

### WPAL — CHARLESTON — DON KENDRICKS, MD

HOTS: Chaka Khan, S. Mills, Change, Sister Sledge, Isley Bros., Bernard Wright, Mystic Merlin, Randy Crawford, Raydio, Aretha Franklin. ADDS: Elusion, Bohannon, D. Sanborn, Sylvester, Whispers, Grandmaster Flash, Aurra, Sunday Tucker, B. Ocean, Flight. LP ADDS: L.J. Reynolds, D. Laws, Brenda Russell, M. McLain, D. Washington, Zingara, Linx, High Energy.

### WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: Aurra, R. James, Klique, Sister Sledge, Lakeside, G. Jones, Cameo, Thelma Houston, Fatback Band, Leprechaun. ADDS: Stacy Lattisaw, G. Knight, C. Carlton, R. Winters & Fall, Q. Jones, Count Coolout, D. Laws, Starpoint, Candi Staton. LP ADDS: L.J. Reynolds, Side Effect, L. Bryant, Z.Z. Hill.

### WCIN — CINCINNATI — MIKE ROBERTS, MD — #1 — CHAKA KHAN

HOTS: R. James, Quincy Jones, S. Mills, D. Williams, Clarke/Duke, Atlantic Starr, Bernard Wright, Starpoint, Isley Bros. ADDS: Klique, Taana Gardner, Thelma Houston, D. Laws, Joe Simon.

### WJMO — CLEVELAND — MICHAEL WHITE, MD — #1 — GAP BAND

JUMPS: 6 To 2 — S. Mills, 12 To 9 — Duke/Clarke, 15 To 12 — R. James, 18 To 13 — Bernard Wright, 19 To 14 — Isley Bros., 20 To 15 — S. Feva, 23 To 16 — Kool & The Gang, 21 To 17 — Fatback, 22 To 18 — Side Effect, 24 To 19 — Maze, 27 To 20 — G. Jones, 25 To 21 — Jacksons, 26 To 22 — R. Crawford, 28 To 23 — L. Ritenour, 29 To 24 — K.I.D., 31 To 25 — D. Washington, 30 To 26 — Strikers, 32 To 27 — Quincy Jones, 33 To 28 — Aurra, 34 To 29 — Noel Pointer, 35 To 30 — Klique, 36 To 31 — W. Jackson, 37 To 32 — D. Williams. ADDS: R. Brown, L.J. Reynolds, One Way, M. Jackson, T-Connection, Aretha Franklin.

### WGPR-FM — DETROIT — GEORGE WHITE, PD

HOTS: Strikers, Chaka Khan, Bernard Wright, R. James, Gap Band, Raydio, F. Smith, G. Jones, Junie, Gino Vannelli. ADDS: Change, Al Hudson, Linx, G.A. Bell, O'Connor, Stargard, B. Ocean, Originals, Aurra, R. Winters & Fall, R. Crawford, Klymaxx, D. Williams, R. Fields. LP ADDS: Delegation, L.J. Reynolds, S. Mills, R. James.

### WJLB — DETROIT — TOM COLLINS, PD — #1 — RAYDIO

JUMPS: 14 To 10 — Sister Sledge, 16 To 11 — S. Mills, 17 To 12 — Round Trip, 19 To 13 — Clarke/Duke, 20 To 14 — A. Meyers, 21 To 15 — J. Simon, 22 To 16 — B.B. King, 25 To 17 — Switch, 23 To 18 — Donna Washington, 24 To 19 — M. Jackson, 26 To 20 — Passage, 28 To 21 — Swede, 27 To 22 — M. Gave, 31 To 23 — W. Jackson, 30 To 25 — Jerry Bell, 32 To 26 — Con Funk Shun, 33 To 27 — S. Feva, 34 To 28 — Aretha Franklin, 35 To 30 — Klique, 36 To 31 — Kool & The Gang, 38 To 32 — Ohio Players, 40 To 33 — L.V. Johnson, 39 To 34 — Barrett Strong, Ex To 35 — D. Laws, Ex To 36 — Linx, Ex To 37 — Maze, Ex To 38 — Bohannon, Ex To 39 — B. Ocean, Ex To 40 — B. Streisand. ADDS: T. Gibbs, Fatback, L.J. Reynolds, K. Burke, TFO, G. Knight & The Pips, C. Mangione, D. Warwick, J. Hoggard, L. Santos. LP ADDS: J. Hoggard, D. Warwick, G. Knight & The Pips.

### KMJQ — HOUSTON — ROSS HOLLAND, MD

HOTS: B. Summers, Chaka Khan, Raydio, One Way, Grover Washington, Jr., Taste Of Honey, Atlantic Starr, P. Bryson, Shalamar, Change. ADDS: Whispers, S. Lattisaw, D. Laws, R. James, Quincy Jones.

### KACE — LOS ANGELES — ALONZO MILLER, MD

HOT LP'S: R. James, Raydio, Shalamar, Lakeside, Gap Band, A. Mouzon, Atlantic Starr, Chaka Khan, Bernard Wright, Q. Jones. LP ADDS: Blue Magic, S. Mills, H. Mason, L. Ritenour, G. Jones, R. Crawford.

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

HOTS: R. James, Raydio, B. Summers, Shalamar, F. Smith, Gap Band, Chaka Khan, Side Effect, M. Jackson, S. Clarke/G. Duke. ADDS: Maze, Ohio Players, Mass Production, B. Ocean, Sylvester, Lee Ritenour, Aretha Franklin, Tony Chambers. LP ADDS: Stone City Band, C. Mangione, Nancy Wilson.

### WDIA — MEMPHIS — MARK CHRISTIAN, PD

HOTS: B. Summers, F. Smith, Gap Band, Raydio, R. James, S. Mills, Clarke/Duke, Cameo, B. Ocean, G. Jones, M. Jackson, L.V. Johnson, Sister Sledge, B.B. King, Bernard Wright, Change, Isley Bros., R. Brown, Shalamar, Rufus, Maze, W. Jackson, Spinners, K.I.D., Slave. ADDS: Cheryl Lynn, D. Laws, G. Knight, H. Mason, One Way, S. Lattisaw. LP ADDS: L.J. Reynolds.

### WAWA — MILWAUKEE — JIMMY GOODTIME, PD — #1 — RAYDIO

HOTS: F. Smith, E. Birdsong, Grace Jones, R. James, Atlantic Starr, Chaka Khan, S. Mills, Quincy Jones, Change, J. Knight, Peabo Bryson, Gap Band, W. Jackson, Clarke/Duke, Bernard Wright, Little Milton, Revelation, T. Gardner, K.I.D., Side Effect. ADDS: Donna Washington, Slave, Fantasy, S. Lattisaw, Whispers, M. Gave, B. Ocean. LP ADDS: Change, Fatback, G. Soccio.

### WYLD-FM — NEW ORLEANS — PAUL STEPHENS, MD — #1 — CHAKA KHAN

JUMPS: 8 To 3 — Change, 9 To 4 — Raydio, 10 To 5 — S. Mills, 18 To 12 — R. Brown, 19 To 13 — R. Flack/P. Bryson, 24 To 14 — Lakeside, 27 To 24 — Gino Vannelli, 28 To 25 — Peabo Bryson. ADDS: B. Ocean, Ulianda McCullough, Sylvester.

### WWRL — NEW YORK — WANDA RAMOS, MD — #1 — GRACE JONES

HOTS: Chaka Khan, S. Mills, B. Ocean, Whispers, R. Winters & Fall, M. Jackson, Esther Williams, M. Jackson, Taana Gardner, Rick James. ADDS: Dionne Warwick, G. Knight & The Pips, Stacy Lattisaw, Pointer Sisters, Zenith, Thelma Houston, Kool & The Gang, Slave, Unlimited Touch, War. LP ADDS: Chaka Khan, Sylvester, Leon Bryant.

### WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — RAYDIO

HOTS: Chaka Khan, Atlantic Starr, R. James, Isley Bros., Change, T. Gardner, Shalamar, Grace Jones, S. Mills, Gap Band. ADDS: Odyssey, S. Lattisaw, D. Warwick, Skyy, Zenith, P. Tosh, Ecstasy, Passion & Pain, U. McCullough, Pointer Sisters, Lynx.

### WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — CHAKA KHAN

HOTS: F. Smith, Raydio, G. Jones, S. Mills, Clarke/Duke, T. Gardner, B. Summers, Gap Band, Change. ADDS: D. Williams, Stone City Band. LP ADDS: Side Effect, Lynx, Round Trip.

### WENZ — RICHMOND — PAUL CHILDS, PD — #1 — CHAKA KHAN

JUMPS: 13 To 8 — Change, 18 To 15 — Linx, 19 To 16 — B. Summers, 24 To 19 — Cameo, 25 To 22 — Grace Jones, 28 To 25 — Maze, Ex To 28 — Side Effect. ADDS: Stacy Lattisaw, Ohio Players, Stargard, Carl Carlton, B. Ocean, Jerry Knight, Fatback. L.V. Johnson. LP ADDS: De Barges, Starpoint.

### KMJM — ST. LOUIS — DICKIE EDWARDS, PD

HOTS: Taste Of Honey, Smokey Robinson, Raydio, Grover Washington, Gap Band, Jermaine Jackson, Whispers, Blondie, Atlantic Starr, Champaign. ADDS: R. James, Chaka Khan.

### WSOK — SAVANNAH — JAY BRYANT, PD — #1 — LEPRECHAUN

JUMPS: 13 To 9 — A. McClain, 20 To 17 — Cameo, 21 To 18 — Sylvester, 25 To 21 — Cheryl Lynn, 30 To 26 — G. Chandler, Ex To 25 — Deniece Williams, Ex To 30 — Archie Bell. ADDS: Atlantic Starr, G. Knight & The Pips, Quincy Jones, L.V. Johnson, Stacy Lattisaw, Stargard, W. Lewis.

### KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — SHALAMAR

JUMPS: 9 To 2 — F. Smith, 12 To 9 — Lakeside, 19 To 11 — Clarke/Duke, 17 To 13 — R. Brown, 21 To 17 — Sister Sledge, 24 To 19 — D. Washington. ADDS: M. Jackson, L. Ritenour, W. Jackson. LP ADDS: N. Pointer, Mass Production, R. Crawford, Kool & The Gang, B. Ocean, Whispers.

### KOKA — SHREVEPORT — B.B. DAVIS, MD

HOTS: Gap Band, Shalamar, Jermaine Jackson, Taste Of Honey, Champaign, Raydio, Lakeside, S. Mills, F. Smith, Gap Band. ADDS: R. James, Cameo, Change, Clarke/Duke.

### OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: T. Gardner, B. Ocean, Chaka Khan, F. Smith, Raydio, Aurra, Grace Jones, D. Laws, Shalamar, Change. ADDS: Odyssey, Archie Bell, Unlimited Touch, K.I.D., One Way, D. Laws. LP ADDS: Chaka Khan.

When it comes to black music,

CASH BOX is on the one!

## ON JAZZ

**DEXTER CLIMBS TO THE TOP** — Totin' his axe in lieu of a lady and with nary a fighter bomber in sight, bebop's own King last week made a clean conquest of Gotham's utmost midtown pinnacle. Who? Who but **Dexter Gordon**, performing as part of the 50th anniversary celebration for New York's Empire State Building. While not exactly reaching the stratospheric heights of King Kong, our own King of Cool contented himself with a climb to the observation deck, where he tossed off tunes for an enraptured throng of pleasure seekers. Although there was very little advance notice on the appearance, wedding Dexter to the building's anniversary was reportedly conceived as a promotion for his latest album, "Gotham City." Since the saxophonist will soon be departing these shores for a tour of Europe, it's expected to be his last New York performance for some time. . . . The other side



**RAMSEY'S THREE-PIECE SUITE** — Columbia recording artist Ramsey Lewis (r) was recently at CRC's Studio D in Chicago completing work on his forthcoming LP, "3-Piece Suite." Tom-Tom 84 (l) produced.

of the Hudson will be doing some celebrating of its own this week. June 1-6 is Jazz Week in Newark, N.J. as per a proclamation issued by Mayor **Kenneth Gibson** during a visit to the Institute of Jazz Studies at the campus of Rutgers University. Public radio station WBGO will co-sponsor a series of free concerts with the city in its Washington and Military Parks featuring drummer **Andrew Cyrille**, the Rutgers/Livingston Jazz Professors and pianist **Sallm Wright and the Evening Sun**. . . . While not sponsoring any live events, the metropolitan region's other jazz station, WKCR, recently raffled off everything it could in order to raise money to repair equipment with a "Technical Difficulties Festival." Among the raffled items were **Max Roach** and **Louis Armstrong** T-shirts, a Verve reissue catalog, a complete **Art Tatum** solo masterpiece box, **Miles Davis** discographies and copies of **John Hammond's** autobiography. The station raised over \$30,000. The jazz community wasn't the only sector to benefit from the festival, however. In Touch, a radio reading service for the visually handicapped, relies on the station for its broadcasts and its personnel were able to breathe sighs of relief following the festival. That program has also turned to the jazz community for further support — on June 9, **Harold Danko** and **Teddy Charles** will be among the artists appearing in a benefit for In Touch at New York's Other End. More information is available by calling (212) 586-5588.

**RECORDS RECORDS RECORDS** — London Records, which took over the marketing of Verve Records back in January, has just made its initial splash in the American market with 25 titles from the Japanese Verve catalog. **David Tow**, national promotion director for London, told me that the \$9.98 LPs will be modified slightly for the American market, but will be pressed and packaged in Japan. There will be additional batches of releases of 10-15 titles each in July and September, with selections gleaned from the Mercury, Limelight and Emarcy labels, as well as Verve. Box sets will also be a part of the series, and a cassette line will make its debut in September. "Since the manufacturing is by our sister company in Japan, and we're paying all royalties in the U.S. instead of overseas, we'll be able to cut corners and get the product out there at the lower price," said Tow, who added that he felt the arrangement was akin to the type PolyGram has with DGG and Phillips. A battery of promotional aids will be employed to introduce the line to the consumer. The familiar Verve two-fer series will continue to be handled by Polydor. . . . Gramavision Records of New York is now distributing Living Music Records, a label formed by saxophonist **Paul Winter**. The first release under the new agreement will be "Callings," by the Paul Winters Consort, a double-pocket digital album recorded in New York's Cathedral of St. John the Divine. The

(continued on page 41)

## JAZZ ALBUM PICKS

**TATE A TETE AT LA FONTAINE, COPENHAGEN** — Buddy Tate Quartet — Steeplechase SLP 4030 — Producer: Not listed — List: 8.98

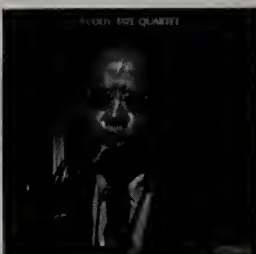
Two Buddy Tate albums in one month? It must be Christmas! There is some fine ballad work here, particularly on "I Surrender Dear" and "Body and Soul," and violinist **Finn Ziegler** gets an unusual and husky tone on his instrument, making him a fine foil for Tate. But Tate fans should be forewarned — the leader sits out just a bit too much on this one.

**ZOOT SIMS FEATURING BUDDY RICH** — 51 West Records — Producer: Sonny Lester — List: 8.98

Not a bad choice for a reissue. Originally on the Groove Merchant label a few years back, this is a relaxed blowing date that suffers a touch from predictability. Otherwise, a very satisfying outing with a rare vocal shot from Zoot. If you're unfamiliar with the company, 51 West is a CBS label.

**THREE PIECE SUITE** — Ramsey Lewis — Columbia FC 37153 — Producers: Tom Tom 84 and George Butler — List: 8.98

Pianist Ramsey Lewis maintains a relaxed, upfront sound despite the presence of large back-up ensembles. The result is Lewis' patented verve with an extra added spice and festivity. Lewis' gospel bounce holds the core of this one, and everything else is just icing on the cake.



## TOP 40 ALBUMS

	Weeks On Chart	5/30		Weeks On Chart	5/30
<b>1 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	1	30	<b>20 'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	14	15
<b>2 VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	2	8	<b>21 M.V.P.</b> HARVEY MASON (Arista AB 4283)	24	3
<b>3 THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	3	6	<b>22 KISSES</b> JACK McDUFF (Sugarhill SH 247)	13	5
<b>4 "RIT"</b> LEE RITENOUR (Elektra 6E-331)	6	5	<b>23 BY ALL MEANS</b> ALPHONSE MOUZON (Pausa 7087)	21	12
<b>5 GALAXIAN</b> JEFF LORBER FUSION (Arista AL 9545)	5	7	<b>24 LOVE LIGHT</b> YUTAKA (Alfa AAA-10004)	27	5
<b>6 MOUNTAIN DANCE</b> DAVE GRUSIN (GRP/Arista 5010)	7	14	<b>25 FRIDAY NIGHT IN SAN FRANCISCO</b> JOHN McLAUGHLIN, AL DIMEOLA, PACO DELUCIA (Columbia FC 37152)	—	1
<b>7 TARANTELLA</b> CHUCK MANGIONE (A&M SP-6513)	9	3	<b>26 CARNAVAL</b> SPYRO GYRA (MCA 5149)	22	32
<b>8 THE DUDE</b> QUINCY JONES (A&M SP 3721)	4	9	<b>27 PATRAO</b> RON CARTER (Milestone M-9099)	28	6
<b>9 MAGIC</b> TOM BROWNE (GRP/Arista 5503)	8	16	<b>28 INHERIT THE WIND</b> WILTON FELDER (MCA 5144)	19	33
<b>10 VOICES IN THE RAIN</b> JOE SAMPLE (MCA 5172)	10	18	<b>29 EYES OF THE MIND</b> CASIOPEA (Alfa AAA-10002)	32	2
<b>11 ALL MY REASONS</b> NOEL POINTER (Liberty LT-1094)	11	9	<b>30 HUSH</b> JOHN KLEMMER (Elektra 5E-527)	—	1
<b>12 ALL AROUND THE TOWN</b> BOB JAMES (Tappan Zee/Columbia C2X 36786)	15	16	<b>31 WINTER MOON</b> ART PEPPER (Galaxy/Fantasy GXY-5140)	34	4
<b>13 EXPRESSIONS OF LIFE</b> THE HEATH BROTHERS (Columbia FC37126)	18	5	<b>32 EASY AS PIE</b> GARY BURTON QUARTET (ECM 1-1184)	33	4
<b>14 IT'S JUST THE WAY I FEEL</b> GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	12	17	<b>33 GIVE ME THE NIGHT</b> GEORGE BENSON (Qwest/Warner Bros. HS 3453)	29	44
<b>15 LET ME BE THE ONE</b> WEBSTER LEWIS (Epic FE 36878)	17	9	<b>34 RAIN FOREST</b> JAY HOGGARD (Contemporary 14007)	—	1
<b>16 LIVE</b> STEPHANE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	—	1	<b>35 AUTUMN</b> GEORGE WINSTON (Windham Hill C-1012)	38	4
<b>17 SECRET COMBINATION</b> HANDY CRAWFORD (Warner Bros. BSK 3541)	23	2	<b>36 ODORI</b> HIROSHIMA (Arista AL 9540)	31	29
<b>18 ONE NIGHT STAND: A KEYBOARD EVENT</b> VARIOUS ARTISTS (Columbia KC2 37100)	20	7	<b>37 NIGHT PASSAGE</b> WEATHER REPORT (ARC/Columbia JC 36793)	26	26
<b>19 LATE NIGHT GUITAR</b> EARL KLUGH (Liberty LT-1073)	16	27	<b>38 THIS TIME</b> AL JARREAU (Warner Bros. BSK 3434)	37	51
			<b>39 FAMILY</b> HUBERT LAWS (Columbia JC 36396)	25	35
			<b>40 YOU MUST BELIEVE IN SPRING</b> BILL EVANS (Warner Bros. HD 3504)	35	15

## National Jazz Airplay

Artist	Album	Label
Miles Davis	Heavy Rotation	Columbia
Freddie Hubbard	Directions	Pablo
Bill Evans	Live at Northsea	Warner Bros.
Richie Cole	You Must Believe in Spring	Muse
Joe Henderson	Side by Side	Contemporary
David Sanborn	Relaxin' at Camarillo	Warner Bros.
Mingus Dynasty	Voyeur	Atlantic
Dexter Gordon	Live at Montreux	Columbia
	Gotham City	
	Moderate Rotation	
Dan Siegel	Hot Shot	Inner City
Rufus Reid	Perpetual Stroll	Theresa
Art Pepper	Friday Night at the Vanguard	Contemporary
Dave Grusin	Mountain Dance	Arista/GRP
Joe Pass	Live at Donte's	Pablo
Joe Sample	Voices in the Rain	MCA
V.S.O.P.	Live Under the Sky	Columbia
Grover Washington	Winelight	Elektra
	Light Rotation	
J.J. Johnson	Concepts in Blue	Pablo
Michael Urbaniak	Music for Violin	JAM
Monty Alexander	Trio	Concord
Roland Hanna	Time for the Dancers	Progressive
Harry Leahy	Still Waters	Omnisound
Art Blakey	Live at Bubba's	Who's Who
Jeff Lorber	Galaxian	Arista
Woody Herman	Jam Session	Concord

Compiled from the following playlists:

KSBR/Orange County, KCRW/Santa Monica, KLCC/Eugene, KMCR/Phoenix, KUHF/Houston, KCMW/Kansas City, WUWM/Milwaukee, WEMU/Denver, WBFO/Buffalo, WBUR/Boston, WBGO/Newark, WYRS/Stamford, KADX/Denver, WBBY/Columbus

New Adds:

Ron Carter/Patrao/Milestone • Jay Hoggard/Rain Forest/Contemporary • Gary Burton/Easy as Pie/ECM • Heath Bros./Expressions of Life/Columbia • Sam Noto/Noto-Riety/Xanadu • George Winston/Autumn/Windham Hill • Simon & Bard/Mosaic/Flying Fish • Johnny Griffin/NYC Underground/Galaxy • Jessica Jennifer Williams/Organic Music/Clean Cuts • Ernie Andrews/From the Heart/Discovery • Jay McShann/Tuxedo Junction/Sackville.





**BMA CONFAB** — The Black Music Assn. (BMA) Conference held last week at Los Angeles' Century Plaza Hotel encompassed five days of panels, special honors, entertainment and private meetings among some of the industry's most prominent executives. Held May 23-27, with the final day being devoted to BMA board members digesting comments made during the gathering, the event attracted members from all segments of the industry. Pictured in the **top row** are (l-r): Henry Allen, sen. vice president of Atlantic Records and president of Cotillion Records who was honored with the BMA Presidential award during a special presentation at the confab; LeBaron Taylor, BMA president and vice president and general manager of divisional affairs at CBS Records; James Tyrrell, BMA treasurer and president of T-Electric Records; Betty Wright, artist/BMA board member; Ewart Abner, BMA board member and president of Black Bull Music; Tamara Dobson, actress and convention participant; Quincy Jones, BMA panelist and president of Qwest Records/Quincy Jones Prod.; Glenda Gracia, BMA executive director; Jules Malamud, BMA advisor; and Ed Eckstine, BMA panelist and general manager of Qwest/Quincy Jones Prod. Pictured in the **middle row** are (l-r): Jerry Butler, BMA convention keynote speaker; Dick Griffey,

president of Solar Records; Bob Law, BMA panelist and program director at radio station WWRL; Ken Gamble, BMA co-founder and chairman of Philadelphia International Records; Oscar Fields, BMA board member and vice president of special markets at Elektra/Asylum; Eddie Gilreath, director of black music sales at Warner Bros. Records; Vic Faraci, executive vice president of marketing at Elektra/Asylum; Ron Oberman, vice president of merchandising, west coast, Columbia Records; Myron Roth, vice president of west coast operations, CBS Records; and Bruce Lundvall, president of CBS Records Division. Pictured in the **bottom row** are (l-r): Hal Jackson, vice chairman and vice president of Inner City Broadcasting; Allen; Abner; Rod McGrew, BMA secretary and president of Unlimited Gold Records; Don Mizell, vice president and general manager of radio station KJLH; Dr. Barry Johnson, broadcaster; Wright; Webster Lewis, Epic artist; Don Cornelius, host and producer of syndicated TV show Soul Train; Larkin Arnold, vice president of black music A&R at Columbia; Russell Timmons, president of Believe In A Dream Records; and Columbia artist Rodney Franklin during a performance session. New officers and members of the BMA Board were sworn during the event.

## MCA Pacts For Custom Pressing With VHD

LOS ANGELES — In a surprise move, MCA, Inc. announced last week that the company has agreed to license programming, including film titles, to rival videodisc software unit VHD Programs for custom pressing.

Under the terms of the agreement, Irvine, Calif.-based VHD Disc Manufacturing, the manufacturing arm for the four-company joint venture supporting the Video High Density (VHD) disc format, will custom press titles selected by MCA. MCA is currently in the process of selecting titles now, according to MCA Videodisc, Inc. president James N. Fielder, and has not announced how many titles will be involved.

"All I can say right now is that this is strictly a manufacturing and distribution agreement and that we'll be choosing the best number of titles we can," indicated MCA's Fiedler. "The MCA-licensed programs will be included in the first VHD catalog when it is released in January of 1982."

Fielder added that the decision to license product, on a non-exclusive basis, to VHD Programs was made "because we saw it as a viable business opportunity.

"We have a basic responsibility to exploit our library of films and this move was simply viewed as another avenue," stated Fiedler. "I don't quite understand why this

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## Motown Records Kicks Off Its Year-Long Smokey Campaign

(continued from page 6)

Prod., the label's video division, will be taping selected shows for use by overseas licensees of Motown product and possible pay and cable television usage during the holiday season.

The full thrust of the label's campaign will get under way in the Fall with the release of a new Robinson LP, tentatively slated for October. In support of the new album, Motown is planning a special sales campaign that will include the entire Smokey Robinson solo catalog, and will utilize special in-store displays, such as a newly developed movie, ad mats and an already erected Sunset Blvd. billboard here.

### Advertising Campaign

Advertising support for the celebration will cover both trade and consumer publications, in addition to specially-prepared Silver Anniversary radio spots slated to include many of the artists who have covered Robinson's compositions over the years.

Radio syndication firm Westwood One has already completed a special *Silver Anniversary Salute to Smokey Robinson*, to be aired on both pop and B/C formatted stations throughout the month of June. Taping dates are currently being scheduled for several other radio syndication companies

who will also be doing special tributes to Robinson.

The international segment of the celebration begins in November, when Robinson embarks upon a concert tour of the U.K., during which time he is scheduled to make a number of television appearances. Also included in the plans is the taping of a BBC-TV special.

### Publishing Involved

Jobete Music is presently preparing a special Silver Anniversary song folio of Robinson's greatest compositions, which is set for release in time for the Christmas holiday season. The publishing company is presently in discussion with ASCAP regarding a tribute in 1982.

The label's publicity and promotion departments will be working in conjunction on receptions to honor the artist in New York, Washington, D.C., Detroit and here in Los Angeles. With regards to consumer press coverage, Robinson has been scheduled to be the subject of both cover and feature stories in major publications throughout the U.S.

The final phase of the Silver Anniversary celebration will begin in March 1982 with Robinson's planned Far East promotional tour throughout Japan, Australia and New Zealand.

## Attendance Down At 3rd BMA Conference

(continued from page 14)

last year), the relative absence of panelists with opposing views and very limited question and answer periods following seminars.

One such implied controversy centered around "rap" records. While Bill Haywood, vice president of black music marketing, PolyGram, called rap music "a black art form as legitimate as jazz and blues" at the performing arts forum, at the luncheon and communications forum, moderator Bob Law, program director for WWRL-AM, New York, chastized "hotel-motel," lyrics while distinctly mimicking the rapper's inflection.

Other potentially provocative issues that were skirted included the increasing use of music by white artists on black music formats; the financial squeeze facing small black retailers, which has been intensified by wholesale price increases; and the conflict between economic reality and moral responsibility. On this last question, a one-stop owner told a panel that he would not stock Blowfly's "Dirty Rapping" or Prince's "Dirty Mind" so that children would not have access to them.

At the convention's close the BMA board of directors had concluded a meeting that was expected to democratize the association's voting process and consolidate its structure, but an association spokesperson said that no statement would be released to the press for another week.

## INTERNATIONAL DATELINE



**ARGENTINIAN AWARDS** — The Ariola International Group was recently awarded a number of gold and platinum discs for its albums by the Argentinian Chamber of Record Producers. The records honored were a single by Angela Carrasco, an Alan Parsons Project LP, Camilo Sesto's "Amaneciendo" LP, and Sesto's and Carrasco's "Bienvenidos vol. 2" (all gold) and "Bienvenidos vol. 1" (platinum). Pictured are (l-r): Mario Kaminsky, president, Microfon Argentina; Ramon Segura, vice president, Latin America, Ariola International; and Nestor Kohlhuber, promotion manager, Microfon.

## BPI Publishes Trade Views On Proposed Blank Tape Tax In U.K.

by Paul Bridge

LONDON — In advance of the "Green Paper" on a tax to combat home taping currently under preparation by the British government, the British Phonographic Industry (BPI) In-Home Taping Action Committee recently released a booklet on the subject analyzing the positions of various U.K. trade associations.

Chaired by Sir Joseph Lockwood, the BPI In-Home Taping Action Committee's booklet outlined the aggregate views of the BPI, Mechanical Rights Society (MRS), Mechanical Copyright Protection Society (MCPS) and the Musicians Union on a problem that cost the British industry an estimated \$410 million in 1980. In addition, it advanced its own suggestions on the nature of a tax on blank tape.

Presenting the committee's position on a home taping tax, the booklet suggested that "A levy on the retail sale of blank audio and audio-visual tape to compensate rights holders who suffer loss by reason of unauthorized home recording shall be imposed administered and distributed by and in accordance with an order of the Department of Trade after a public inquiry held in a manner prescribed by it."

The suggested legislation continued with certain provisions deeming that any order constructed by the Board of Trade should not be implemented until it has been "approved by resolution of each house of parliament."

It was also stated within the suggested legislation that not less than 10% of the funds raised by the levy should be paid to the national treasury (presumably as payment for the Department of Trades' administrative costs), that any tape purchaser who can prove that the tape will not be used to break any others' rights shall be exempt from the levy, and that once levy has been

paid, no rights holder shall then be able to withhold the rights of someone else who is taping copyright material for private use.

The suggested legislation seemed to acknowledge and endeavour to overcome the primary objections to a blanket tax that have been heard since the MCPS withdrew its home-taping licenses and joined the tax lobby, namely, that an overall tax assumes that all blank tapes are to be used to record material protected by copyright.

The discussion document that precedes the suggested legislation proposes taxes of one pound (\$2.05), two pounds (\$4.10) and three pounds (\$6.15) for C45, C90 and C120 tapes, respectively, which, through careful research, are the sums of equivalent loss to copyright holders. This would double or triple the cost of blank cassettes according to their length.

After considering the alternate method of a tax on taping hardware, this possibility was dismissed. Germany, which has had such a tax for 15 years, now finds the system inadequate; and its European neighbor, Austria, which recently instigated its own tax, also went for one on blank tapes.

It seems likely that the U.K. lobby will also ask for a tax on hardware, though with the frank acknowledgement that this will cover only a small proportion of the annual loss to home taping. Because of the structure of the industry in the U.K. (a little over 45% of U.K.-based record companies are American owned), where it is so rare as to be negligible for foreign-owned companies to remit their profits to their overseas parents, it seems unlikely that monies received as a result of the tax would add to the industry income in the U.S. Of course, overseas shareholders in U.K. companies may benefit from increased dividends.

## Argentina

**BUENOS AIRES** — The local Chamber of Record Producers released the sales figures corresponding to April. Sales of singles amounted to only 115,474 units, while albums were at the 203,000 level. Cassettes stood at the 869,000 mark, but the absolutely disappointing performance of singles and albums has thrown the industry into a gloomy mood.

Spanish kiddie group **Los Parchis** will be arriving in Buenos Aires next month for performances at shows and the premiere of its film *El Inventor Invisible*. The group has received an offer to shoot still another movie in this city, and Tonodisc is releasing its new album. Other Tonodisc artists to come are French pianist **Richard Clayderman** and trumpet player **Jean Claude Borelly**.

Interdisc is releasing the first album by Puerto Rican group **Menudo**, and the artists are scheduled to arrive in Buenos Aires next week. They will head some programs for ATC and have a press conference.

The first recordings by Spanish company Discosa, to be distributed by Interdisc, are also due this month. There is an album by local chanter **Carlos Javier Beltran**, recorded especially in Spain (he traveled to Madrid for that purpose) and a new single by Spanish chanter **Pablo Abrialra**. The Discosa headquarters are located at Tucuman 766, Buenos Aires.

EMI toppers **Alberto Caldelro** and **Roberto Play** returned from a trip to the northern provinces of the country, and afterwards joined the sales convention held in Entre Rios. One of the highlights of the meeting had to be the unveiling of all the product to be released through October.

RCA's **Jairo** has been for a short time in Argentina, shooting scenes for his oncoming TV special for Radio Television Luxembourg. He is planning a new visit in a couple of months.

Phonogram's **Aplauso** series has reached a good level of acceptance in the market, according to reports. The series aims at the budget buyers and includes some of the top artists, both local and international, of the company cast.

miguel smirnoff

## Italy

**MILAN** — **Ladislao Sugar**, chairman of the board of CGD Messaggerie Musicall, died in Milan on May 6 at the age of 85. He was one of the most representative and respected personages in the music and record business in Italy. Born in Hungary, Sugar started his activity as music publisher in Italy at the end of the '40s. During the '50s he acquired CGD and soon made it one of the top record companies in Europe.

The Italian rock group **Le Orme**, previously at PolyGram, switched to DDD. It

is recording a new album for the label, which will be out on the market in September.

A new society of production, promotion and management in the music sector, called First Organisation, was founded in Rome by **Mauro Giannelli**, **Stefano D'Orazio** and **Massimo Lazzari**. . . **Lino Terruzzi**, formerly at EMI Italiana, was named catalog development & import responsible at PolyGram. . . **Giorgio Loviscek** left his post of assistant to the marketing department at PolyGram to join the Fabbri publishing group as sales head of the record production unit.

**Vittorio Salvetti** and **Gianni Ravera**, organizers of music festivals in Italy, have decided to continue their collaboration agreement.

mario de luigi

## Canada

**TORONTO** — A Supreme Court of Canada ruling has put **Gordon Lightfoot's** impaired driving charge back into the lower courts.

Talk about adding Insult to Injury: Lightfoot and band were performing in Belfast when the decision was reached. It was no problem for his fans to enter the show (they were searched); but they were told no one could leave until after the performance. Police said it was a security precaution. Someone could bring a bomb to the show and leave, they said. . . On other legal fronts, the Best Available Seating Service (BASS) ticket agency has been taken to court by a law student, who says the service is surcharging excessively. That isn't the only bad news BASS has had. The computerized agency got into hot soup with the Onstage '81 theater festival, which withdrew from the distribution deal with BASS after it heard that patrons were being told over the phone that certain events were sold out (but weren't). . . Attic continues to mine gold from unchartered musical territory. While **Judas Priest** and **Motorhead** both have strong deals in Canada, the label has bowed a best-of from Priest and the first disc from 'Head. Its Stiff deal has seen the label issue an old **Jona Lewie** album, "On The Other Hand There's A Fist."

**Bram Tchalovsky**, who split with collaborator **Mick Broadbent** and is on Arista with his "Funland" album, says he "pulled a **Sex Pistols**" to get off Polydor. Seems a day for interviews in Los Angeles was turned into a drunk. Broadbent spilled his lunch on a secretary at the label. "One week later, we were out of a deal," Tchalovsky quips. A hearty North American tour begins in mid-June. . . **Rough Trade** enters the studio this month to record its third disc, the second for True North and the first for Stiff America in the U.S. and CBS in Europe.

Expect True North albums this autumn from **Dan Hill** and **Graham Shaw**. . . **Queen** is in the studio this month to record. No

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 2 The Gambler — Kenny Rogers — EMI
- 3 Tremendo Amor — Marla Celeste — CBS
- 4 Living In The Front Line — Eddy Grant — ATC/Music Hall
- 5 Flash — Queen — EMI
- 6 Solo Un Sabado Mas — Leonardo Jury — Microfon
- 7 Lady — Kenny Rogers — EMI
- 8 (Morning Train) 9 To 5 — Sheena Easton — EMI
- 9 Y Apago La Luz — Miguel Gallardo — Microfon
- 10 Santa Marla — Manuela Bravo — Phonogram

#### TOP TEN LPs

- 1 My Turn To Love You Eddy Grant — Interdisc/ATC
- 2 Estrellas En 45 — various artists — CBS
- 3 Exitos Del Amor 81 — various artists — Microfon/ATC
- 4 Hotline — various artists — K-tel
- 5 Greatest Hits — Kenny Rogers — EMI
- 6 Flash Gordon — soundtrack — EMI
- 7 Para Enamorados — Sergio Denis — K-tel/ATC
- 8 Come Ti Amo — various artists 8 K-tel/ATC
- 9 Exitos Del Otono — various artists — Microfon
- 10 Fame — soundtrack — Phonogram

—Prensario

### Australia

#### TOP TEN 45s

- 1 Jealous Guy — Roxy Music — Polydor
- 2 Angel Of The Morning — Juice Newton — Capitol
- 3 In The Air Tonight — Phil Collins — Atlantic
- 4 (Morning Train) 9 To 5 — Sheena Easton — EMI
- 5 Keep On Loving You — REO Speedwagon — Epic
- 6 History Never Repeats — Split Enz — Mushroom
- 7 Antmusic — Adam And The Ants — CBS
- 8 Counting The Beat — The Swingers — Mushroom
- 9 Fade To Grey — Visage — Polydor
- 10 9 To 5 — Dolly Parton — RCA

#### TOP TEN LPs

- 1 The Beatles Ballads — Parlophone
- 2 Corroboree — Split Enz — Mushroom
- 3 Face Value — Phil Collins — Atlantic
- 4 Swingshift — Cold Chisel — WEA
- 5 Arc Of A Diver — Steve Winwood — Island
- 6 Greatest Hits — Dr. Hook — Capitol
- 7 Christopher Cross — Warner Bros.
- 8 Sky 3 — Arlola
- 9 Making Movies — Dire Straits — Vertigo
- 10 Kings Of The Wild Frontier — Adam And The Ants — CBS

—Kent Music Report

### Italy

#### TOP TEN 45s

- 1 Sara Perche Ti Amo — Ricchi e Poveri — Baby Records
- 2 Maledetta Primavera — Loretta Goggi — WEA
- 3 Amoureux Solitaires — Lio — Arlola
- 4 Gioca Jouer — Claudio Cecchetto — Hit Mania
- 5 Johnny And Mary — Robert Palmer — Island
- 6 Tunnel Of Love — Dire Straits — Vertigo
- 7 Woman In Love — Barbra Streisand — CBS
- 8 Semplice — Gianni Togni — CGD
- 9 E Invece No — Edoardo Bennato — Ricordi
- 10 Enola Gay — Orchestral Manoeuvres In The Dark — Dindisc

#### TOP TEN LPs

- 1 Making Movies — Dire Straits — Vertigo
- 2 Icaro — Renato Zero — RCA/Zerolandia
- 3 Tutto Sanremo 81 — Esecutori Vari — Polydor
- 4 Gully — Barbra Streisand — CBS
- 5 Rondo Veneziano — Rondo Veneziano — Baby
- 6 Lio — Arlola
- 7 Pleasure — Steven Schlaks — Baby
- 8 Cervo A Primavera — Riccardo Cocchiante — RCA
- 9 Amanti — Julio Iglesias — CBS
- 10 Double Fantasy — John Lennon and Yoko Ono — Geffen

—Musica E Dischi

# INTERNATIONAL

## INTERNATIONAL DATELINE

North American dates are planned this year, according to drummer **Roger Taylor**, whose own "Fun In Space" album is getting strong play here. . . . **Frank Sinatra** could make his first Toronto appearance in several years this summer at the Canadian National Exhibition grandstand. The city was involved in a considerable wrangle with the exhibition over control (and how it will be revamped after a miserable losing season last year). Late last week, the city was able to assume control of the annual event, and it appears no expense will be spared to spruce up the two-week fair.

Ontario Place's music schedule at the Forum this year is decisively middle-of-the-road. Last year, two overblown incidents made the provincially-run facility's board run for cover. Worried about a riot this year, Ontario Place ensured fans they will have little to choose from. . . . **The Jam** played two sold-out dates here May 23 and 24.

kirk lapointe

### United Kingdom

LONDON — In the wake of the recent expansion in the Virgin Organisation's interests in nightclubs and live venues, control of the group has now fallen totally to company head **Richard Branson** following his purchase of the 40% holding of his partner **Nik Powell**. The two teamed up 10 years ago, straight from university, to start Virgin and have been friends since early childhood. They parted amicably, with Powell retaining The Scala Cinema and The Off-line Video studios and heading for a career in politics. Meanwhile, those left at Virgin will find Powell's responsibilities farmed out among the remaining heads of the companies that go to make up the group.

The minefield of rights on video releases of programs with a musical content continues to threaten the speedy development and establishment of the home video market for the music industry. Six films, including *Stardust*, *That'll Be The Day* and *Far From The Maddening Crowd*, were recently prevented from continuing manufacture or distribution when an alliance of music publishers involved gained a High Court injunction against their release, because no license has been issued to the distributors, Thorn-EMI. The British Videogram Assn. (BVA) is hoping to formulate a rates scale for video release of music before its annual conference in early June, though **Des Brown**, Chrysalis International director, warned delegates to a recent video conference hosted by *The Economist* magazine that the music industry is already losing out in the race to exploit the new medium. So far there are no agreements for video rights with the British Phonographic Industry (BPI), Equity (the actors' union) or the Mechanical Rights Society. It would seem even more urgent to ease the flow of music-oriented videocassettes onto the market, as plans have been an-

nounced for what is billed the "world's first trade fair for all forms of moving pictures," which is due to take place in London in September 1982 at the Tower Hotel and the World Trade Centre. "The London Media Mart," as it will be known, is being promoted under the tag, "If the picture moves, we're trading in it." The London Screen Market Association, an industry-wide non-profit-making organization that hopes to make the fair an annual event, has been set up to organize the mart. As the home video market grows steadily, the objects preventing the music industry from exploiting it seem to grow accordingly.

Jazz stalwart **Ronnie Scott** has promoted the art of good jazz through his Soho Club for 21 years. The recession forced him to place the business in the hands of a receiver last year, but he was able to start up again with the help of his receiver's accountant under a new name, Badecastle Ltd. Now, however, the venture has faltered again, and Scott is looking for backers to keep going.

The question of the legality of parallel imports to the U.K. will shortly be decided by the European court, yet there remains a major problem for U.K. operators in how to combat the threat. Riva Records recently reduced the dealer price of all **Rod Stewart** product to 1.82 pounds (\$3.73) to combat the flood of imports. In the London High Courts, a case is being fought against Simons Sales Stores Ltd., Simons Records Ltd. and Warrens Records Ltd., who constitute a major wholesaling organization, by Motown and EMI concerning 3,500 records imported from Portugal, which are allegedly counterfeit. The defendants claim that they are bona fide pressings legitimately imported from the continent. The three defending companies, which come together under the ownership of one **Warren Goldenburg**, claim that the records were purchased in the normal course of business from Riso and Ritmo (a Portuguese wholesaler), who in turn had bought them from Motown's Portuguese licensee, Imavox. Motown's general manager, **James Fisher**, had requested the legal action, brought on behalf of all members of the BPI, following his having made several sample purchases after having consulted Imavox on the matter. In evidence, he pointed out a general poor quality of printing on the allegedly counterfeit records and alterations to numbering and lettering on the records themselves. The defense claimed that although the discs were manufactured by another company, Radio Triunfo, this was done on behalf of Imavox and is quite the normal practice in Portugal. The defense also pointed out that matrix numbers on the records were identical with those on other pressings. The case will continue in the high court next month.

paul bridge



**MAGIC ON STAGE** — London's Apollo Theatre was the site of a climactic concert by PIR recording artist **Teddy Pendergrass** (l), which was topped off with a surprise appearance by Tamla recording artist **Stevie Wonder**.

### Gramavision Signs Deal With Living Music Label

LOS ANGELES — Gramavision Records has signed an exclusive worldwide distribution agreement with Living Music Records, a subsidiary of the Living Music Foundation.

Living Music was formed by musician Paul Winter and is dedicated to exploring and implementing ways in which music can be used to enhance the lives of people and to create an involvement in the preservation of wildlife and the natural environment.

The first release under the new agreement will be a two-disc digital recording, "Callings," which was recorded in the Cathedral of St. John the Divine. The album, which also contains a 20-page booklet, lists for \$17.98 and is due to ship on June 1.

Gramavision was formed over a year ago by Jonathan F. P. Rose. Current releases include the soundtrack to the film *The Europeans* and records by saxophonists Tony Dagradi ("Oasis"), and Ralph Simon ("Time Being"), and pianist Earl Rose. Future recordings will include pianist Anthony Davis, a new album by Dagradi and an album by David Tudor entitled "Rainforest IV."

### Kumberger, Slezak Bow New Repertoire Label

HAMBURG — Killy Kumberger and Rudolf Slezak recently joined to establish a new label, Repertoire Records. The label will be based in Hamburg.

Kumberger is a longtime veteran of the German music industry, having served the last 10 years as head of A&R at WEA Germany's Hamburg branch.

Slezak is another veteran of the business, currently heading his own Hamburg-based publishing company, Rudolf Slezak Musikverlag GmbH.

Repertoire Records is located at Harvester Weg 21, 2000 Hamburg 13. The telephone number is (010) 44-60-21.

### Light Bootlegger Sentence Draws CRIA Criticism

TORONTO — One man was fined \$500 following a plea of guilty to 25 counts of copyright infringement involving songs by Bruce Springsteen, Paul McCartney, Bob Dylan, Joni Mitchell, Elton John and others.

In addition, Chris Nissen of Montreal had 1,326 bootleg recordings involving 75 different artists confiscated and destroyed. Nissen's bootlegging activities were uncovered by a joint investigation involving the Royal Canadian Mounted Police and the Canadian Recording Industry Assn. (CRIA).

However, the relatively mild sentence, a result of lenient Canadian laws regarding copyright infringement, drew fire from the CRIA.

"While we are happy to see this case resolved, the low fine of \$500 only highlights the disparities that exist between the United States and Canada in terms of penalties for violations of copyright," said CRIA president Brian Robertson. "If this case had been judged in the United States, the penalties might have been \$25,000 or more, plus a possible jail term."

"The recording and music industries in the country will continue to urgently press for immediate revisions to the Copyright Act, which was created in 1924 and is totally failing to provide copyright owners with any measure of protection against modern day record and tape pirates."

### CBS Restructures Sales Unit In Australia

MELBOURNE — Paul Dickson was recently appointed national sales manager for CBS Australia in a restructuring of the company to form a national sales division. As head of the new division, Dickson will be responsible for all CBS Australia sales activities concerning retailers.

Dickson was formerly Victorian state manager for CBS Australia. Ian England has now assumed that position. England, who joined the company in 1974, has held a series of sales positions. His most recent position was that of Victorian sales manager under Dickson.

Finally, Gaynor Crawford was appointed product manager for all artists on the CBS, Epic and CBS Associated labels. Crawford started with CBS New Zealand, where she was in charge of product management and press, and her most recent position with CBS Australia was with its international A&R department.

In an unrelated personnel move, Robyn Williams was named artist relations manager for the company. She was most recently promotions manager/artist relations manager.

## INTERNATIONAL BESTSELLERS

### Japan

#### TOP TEN 45s

- 1 **Ruby No Yubiwa** — Akira Terao — Toshiba/EMI
- 2 **Natsu No Tobira** — Seiko Matsuda — CBS/Sony
- 3 **Nagayori Yoru** — Chiharu Matsuyama — News
- 4 **Shadow City** — Akira Terao — Toshiba/EMI
- 5 **Bugi Wugi I Love You** — Toshihiko Tawara — Canyon
- 6 **Sunset Memory** — Naomi Sugimura — Polystar
- 7 **Okuhida Bojo** — Tetsuya Ryu — Trio
- 8 **Dakaretai Mouchido** — Eikichi Yazawa — Warner/Pioneer
- 9 **Yokohama Cheak** — Masaniko Kondo — RVC
- 10 **Nagisa No Love Letter** — Kenji Sawada — Polydor

#### TOP TEN LPs

- 1 **Reflections** — Akira Terao — Toshiba/EMI
- 2 **Sexy Music** — Nolans — Epic/Sony
- 3 **Hara Yoko Ga Kataru Hitotoki** — Yoko Hara — Victor
- 4 **A Long V.A.C.A.T.I.O.N.** — Eichi Otaki — CBS/Sony
- 5 **Twilight Dream** — Nahoko Kawayi — Nippon Columbia
- 6 **Modern Girl** — Sheena Easton — Toshiba/EMI
- 7 **Ringetsu** — Miyuki Nakajima — Canyon
- 8 **Heart & Soul** — Chanel — Epic/Sony
- 9 **Yumetsuzuri** — Gamu — Teichiku
- 10 **Umiwo Wataru Cho** — Shinji Tanimura — Polystar

—Cash Box of Japan

### New Zealand

#### TOP TEN 45s

- 1 **Counting The Beat** — The Swingers — CBS
- 2 **The Bridge** — Dean Waretni — CBS
- 3 **I Could Be So Good For You** — Dennis Waterman — EMI
- 4 **Jealous Guy** — Roxy Music — PolyGram
- 5 **History Never Repeats** — Split Enz — PolyGram
- 6 **In The Air Tonight** — Phil Collins — WEA
- 7 **One Day At A Time** — Crisly Lane — EMI
- 8 **Rapture** — Blondie — Festival
- 9 **Anti Music** — Adam & The Arts — CBS
- 10 **Duncan** — Slim Dusty — EMI

#### TOP TEN LPs

- 1 **Walata** — Split Enz — PolyGram
- 2 **The Beatles Ballads** — The Beatles — EMI
- 3 **Classics By Candlelight** — George Zamfir — PolyGram
- 4 **Making Movies** — Dire Straits — PolyGram
- 5 **Reveries** — Richard Clayderman — WEA
- 6 **Sound Effects** — The Jam — PolyGram
- 7 **Face Value** — Phil Collins — WEA
- 8 **Arc Of A Diver** — Steve Winwood — Festival
- 9 **Hotter Than July** — Stevie Wonder — EMI
- 10 **Flesh And Blood** — Roxy Music — PolyGram

—Record Publications Ltd.

### United Kingdom

#### TOP TEN 45s

- 1 **Stand And Deliver** — Adam & The Arts — CBS
- 2 **You Drive Me Crazy** — Shakin' Stevens — Epic
- 3 **Stars On 45** — Star Sound — CBS
- 4 **Chequered Love** — Kim Wilde — RAK
- 5 **Swords Of A Thousand Men** — Tenpoie Tudor — Stiff
- 6 **Bette Davls Eyes** — Kim Carnes — EMI
- 7 **I Want To Be Free** — Poyah — Safari
- 8 **Keep On Loving You** — REO Speedwagon — Epic
- 9 **Ossie's Dream** — Spurs FA Cup Final Squad — Shelf
- 10 **Being With You** — Smokey Robinson — Motown

#### TOP TEN LPs

- 1 **Wha'ppen** — The Beat — Go Feet
- 2 **Kings Of The Wild Frontier** — Adam & The Arts — CBS
- 3 **Stars On 45** — Star Sound — CBS
- 4 **Roll On** — various artists — Polystar
- 5 **Hotter Than July** — Stevie Wonder — Motown
- 6 **This Ole House** — Shakin' Stevens — Epic
- 7 **Bad For Good** — Jim Steinman — Epic
- 8 **Positive Touch** — Undertones — Ardeck
- 9 **Quilt Dreaming And Get On The Beam** — Bill Nelson — Mercury
- 10 **Charlots Of Fire** — Vangelis — Polydor

—Melody Maker

# Indie Distributions Optimistic In Wake Of Boardwalk Switch

(continued from page 5)

can see the ball starting to roll now because of this."

"I definitely do believe it's a trend," adds John Salstone, owner of Morton Grove, Ill.-based M.S. Distributing Co. and another new distributor for Boardwalk. "I wasn't surprised to see Bogart come back (to the indies). Indie distributors make more sense in the economic climate today.

"For a guy like Bogart, control of his own destiny is mandatory," Salstone explains. "This is very reminiscent of his leaving Warner Bros. (in 1974) with Casablanca, only this time, I think he's a lot stronger with Boardwalk."

The optimistic sentiments of the indies have been spreading in the past few months, reaching a new level of intensity at the recent National Assn. of Recording Merchandisers (NARM) convention, where an independent distributors committee was formed to more aggressively pursue more accounts (**Cash Box**, April 25). Last week, the committee met in Washington, D.C. to further prepare the groundwork for the launching of specific projects and programs.

Among the stated goals of the committee are the organizing of an effort to make independent distribution more attractive to labels currently serviced by branch operations. Citing a \$200 million annual volume needed to break even with a branch operation, members of the committee have expressed particular interest in labels currently with PolyGram, MCA and RCA.

"The most useful thing the committee can do is to sell the nationwide capabilities of independent distribution," says John Marmaduke, president of Amarillo-based Western Merchandisers and recently elected president of NARM. "The committee could identify all existing independents, where they're located and what services indies can provide.

"They've got to sell the (indie) story," Marmaduke adds. "The story of indies isn't being sold now."

"The committee is a very good idea," says Warren Hildebrand, president of New Orleans-based All South Distributing and another new Boardwalk distributor. "Maybe it should have been done two years ago, when independent distribution was in real trouble, but as far as going after some of the labels currently with branches, I think the committee's the right way to go about it.

"Boardwalk has been a great morale builder for us," Hildebrand adds. "It's the first time in a couple of years that things are beginning to look back upward again. With Chrysalis, Motown and Arista doing so well, the decision by Alfa to go with independent distribution and now, the move by Boardwalk, things are looking very good. We've gained a much stronger position in our market."

Spurred by the apparent crunch at the branches, where existing volumes have led to near constant speculation that one or more will merge or disband, many of the indies surveyed felt that the move back to independent distribution is the natural result of a business cycle that has prevailed in the industry for a number of years.

"It seems like there is a cycle," explains Salstone of M.S. "It will get to the point where the future for independent distribution will look so bleak that a lot of us will be saying, 'This is the end.' Then two years later, it will pick up, and there will be new labels. Later, these labels will get bigger, they'll go to the branches, and the cycle starts over again. It's been like this for the last 30 years or so.

"It isn't just the Boardwalk," Salstone adds. "I got CTI last week, and I suspect that in the next six months or so, I will pick up a lot more new labels."

## Branches' Volume Woes

The independent distributors generally agreed that the trend away from the branches could be traced back to the crunch of 1979, when the industry's overall volume dropped by as much as 35-40% according to some estimates, and the corporate nature of the branch system.

"I saw this coming NARM before last (1980 in Las Vegas)," Salstone explains. "The big branches couldn't handle the lower volume, and they had to cut back tremendously, especially in the area of personnel and services. The indies, without entire branch operations to support, didn't have to cut back as much, and as a result, there was less of a drop-off in services."

"More and more labels are complaining of getting lost within the corporate structure (at the branches)," Western Merchandisers' Marmaduke adds. "On the other hand, as a customer of an independent distributor, a label can get better service and response to its questions and problems. The real truth is that the majors just aren't doing that good a job anymore."

Even more optimistic than the other independent distributors was Leonard Singer, owner of Phoenix-based Associated Distributors. "(Neil) Bogart has just seen the light and gone from a lethargic branch to a vibrant network of indies," Singer says. "Of course, vibrant labels like Boardwalk are what indies survive with, but as far as being encouraged by its move to independent distribution, I'm not.

"I'm not encouraged because I was never discouraged, I've always been confident for independent distributors," Singer adds. "We indies have always had this attitude."

Singer's optimism is balanced by Jerry Richman's assessment of the situation. The president of Pennsauken, N.J.-based Richman Bros. feels the move to independent distribution by Boardwalk "doesn't mean a thing."



**MILLENNIUM SIGNS CAPTAIN CHAMELEON** — Millennium Records has signed Captain Chameleon, who has completed production of his debut single for the label, "Jive Ol' Fo/Grab Them Cakes." Pictured at the signing are (l-r): Reggie Thompson, club and black music promotion, Millennium; Andrew Frances, director of marketing and artist development, Millennium; Jimmy Jenner, president, Millennium; Captain Chameleon and pet; David Wolff and Ed Sprigg, producers, Captain Chameleon.

# PolyGram's Braun Is Bullish About Branch Distribution

(continued from page 5)

considerably. People think twice when they've got to pay 20% for money."

Braun is also hoping to institute a new policy in the area of marketing. The program calls for a partnership between the artist's manager and the record company. Braun explained that the label's marketing procedure — how much money it puts into an artist, what kind of priority it has for an artist and what kind of deals it will make in the marketplace for an artist — are keys to an act's survival.

"Companies are really skittish about letting people in on the marketing," offered Braun, "but managers know their artist's market and they should work with the label. How much money a label is putting up for marketing is more important than how much advance or royalty monies you can get."

In addition to pushing for new credit and marketing programs, PolyGram, like the majority of its competitors, has gone through some drastic streamlining in the area of personnel. Braun maintains that layers upon layers of employees and departments are no longer necessary in today's business climate.

"Even today there are too many people who do nothing at the labels but report to each other," insisted Braun. "I spend most

## BMI To Fete Writers

NEW YORK — Broadcast Music, Inc. (BMI) will honor the writers and publishers of the most performed songs in the BMI repertoire during 1980 at an awards dinner to be held at the Beverly Wilshire Hotel, Los Angeles, June 9. BMI awards will be presented by Edward Cramer, president; Theodora Zavlin, senior vice president, performing rights; and Ron Anton, vice president, California.

A glass plaque will be awarded in recognition of the single most performed song in the BMI catalog during 1980.

On June 10, BMI will host a dinner honoring the writers of television and feature film scores at the Beverly Wilshire Hotel.

"In honoring our writers and publishers and those who fashion music for film and TV," Cramer noted, "BMI is also honoring Los Angeles as a major center of musical activity."

## Prism Signs Loverde

LOS ANGELES — Recording artist Frank Loverde and his group, Loverde, have been signed to Prism Records. The San Francisco-based group, which also features Peggy Gibbins and Linda Imperial, had its first single, "Iko Iko," released last week in the U.S. by Prism and in Europe by EMI Records.



**UNDERGROUND BALLET** — New York's Underground was the site of the U.S. debut recently of U.K.-based Chrysalis recording group Spandau Ballet. Pictured backstage following the performance are (l-r): Richard Burgess, the group's producer; Steve Norman and Tony Hadley of the group; Jim Fougatt, the show's promoter; John Keeble and Gary Kemp of the group; Rudolf, show promoter; and Martin Kemp of the group.

of my day doing nothing but examining distribution and the labels to see how we can bring about a sensible mix between the number of people and the business. I still go by the old 80/20 philosophy — you get 80% of your money from 20% of your people."

## Custom Labels Proliferate

This new era of streamlining and rethinking of business practices has also brought a proliferation of custom labels in the past few years. And while Braun is supportive of his company's subsidiary labels, which delivered acts PolyGram could never have otherwise obtained or controlled, he still believes the custom label is an expensive way to do business.

Citing such problems as the custom's difficulty in obtaining money from its parent's marketing department, confusion in promotion coordination with the parent and the custom's role as a supplicant in the major label's manufacturing and distribution plan, Braun also felt that the indie's supposed ability to better hand pick and promote artists was inaccurate.

But Braun did feel that the custom label serves a purpose if it can get an artist a major couldn't obtain. He suggested that artists aren't that easy to get anymore, and that they are smarter than they were in the '50s. "A glad handshake and a smile aren't good enough anymore for an artist; they want the man who can best sell their records."

## Profile Records Bows

NEW YORK — Profile Records, a label specializing in R&B-dance oriented music, has been formed by Cory Robbins and Steven Plotnick. The first artists signed are English television star Grace Kennedy, whose single, "I'm Starting Again," will be released the first week in June, and Lonnie Love, whose rap record, "Young Ladies," will be released in early July.

Robbins comes from MCA Music where he last served as general manager of the RCA-distributed Panorama label. Plotnick comes from Win Records where he was a sales and marketing representative. Plotnick previously wrote the disco hit "Love Insurance," which was produced by Robbins.

The firm's address is 250 West 57th Street, New York, NY 10107. The telephone number is (212) 592-3555.

## Buffett Set For Denver Kids Diabetes Benefit

NEW YORK — MCA Recording artist Jimmy Buffett will perform at a concert to benefit the Children's Diabetes Foundation at Denver's Red Rocks Amphitheatre on June 24. The show is being presented by Feyllne, Inc.

# COIN MACHINE



**8-BALL TOURNEY HIGHLIGHTS** — Some 200 players took part in the Illinois Coin Machine Operators Assn.'s 1981 8-Ball Pool Tournament held at the Holiday Inn-East in Springfield. Pictured above

are (l-r): ICMOA president Walt Lowry (r) awarding trophies to the first place winners in the men's and women's divisions; and an overview of the tournament play area.

## Hilltop's Davison Captures Top Award In 1981 ICMOA Pool Tournament

CHICAGO — Finals in the 1981 8-Ball Pool Tournament, sponsored by the Illinois Coin Machine Operators Assn., were held April 26 in the Holidome of the Holiday Inn-East in Springfield.

Some 200 players — including 158 men and 42 women — representing 79 locations throughout the state of Illinois participated in the event.

Ward Brown of Pocket Billiards Association served as tournament director and the finalists competed on 12 Tournament Eight Ball tables. In addition to trophies, cash prizes of \$1000 and \$500 were awarded to the respective first and second place win-

ners in the Men's Division; and \$500 and \$200 to the first and second place winners in the Women's Division.

George Davison, representing Hilltop #1 location (A.H. Entertainers-operator) and Paul Crane of Cal's Place location (A.H. Entertainers-operator) took first and second place honors in the Men's Division; Mary Ann Blean of Top Hat location (Blackhawk Music-operator) and Diana Mine-man, representing Don's Place location (P & M Enterprises-operator) were the first and second place winners in the Women's Division.

## Exidy Participates In College Union Annual Confab

SAN FRANCISCO — The Association of College Unions held its 61st annual convention April 12-15 at the Hilton Hotel here. Featured among numerous seminars, tours and banquets was an exhibition of many profit making items for college unions, and among them was Exidy's "Spectar" game in upright, classic and cocktail table models.

Representing Exidy during this four-day college union exhibition were Chris Minarik, Mike Wright and Exidy's newly appointed field service manager, Terry Cunningham.

Wright commented that a variety of unrelated businesses on college campuses have one common problem that a video game solves — a demand for high profits in a minimum space allowance. He added that college unions and other on-campus/near-campus locations are finding Exidy games highly profitable additions to their locations and the perfect solution for high profit requirements.

"The response, enthusiasm and interest shown by the College Union attendees was overwhelming," stated Minarik, "a distinct and definite indication of the demand for Exidy coin-operated video games at college locations around the world."

## Cinematronics 'Armor Attack' Brings Combat Action To The City Streets

CHICAGO — A "sensational" new one or two player video game called "Armor Attack" is the latest release from Cinematronics, Inc., announced David Stroud, marketing vice president of the El Cajon, Calif.-based manufacturer. The new game abounds in exciting combat action which takes place right here on earth.

The game begins with the players patrolling city streets in their jeeps and fighting off attacking enemy tanks and helicopters. The destruction of five helicopters awards the player an extra jeep, as the battle continues.

In order to destroy the tanks, the player must make two direct hits. The first hit destroys the tank body, leaving the tank immobile, but the player must remain alert, since the turret is still in pursuit at this point. The second hit, however, will destroy the tank turret, leaving the enemy completely demolished.

When the helicopter is in pursuit it remains on the screen until it is destroyed or it succeeds in destroying the player, thus increasing the action and difficulty.

"The field reports on 'Armor Attack' have been truly amazing," reported Stroud. "When the two-player mode is in operation both players play at the same time, giving the operators double coinage per game."

## Tournament Games, Atari Unite For Chicago Tourney

SEATTLE — The first multi-product World Championships, sponsored by Tournament Games and Atari, will be held Oct. 29-Nov. 1 at the Chicago Expocenter. The event will offer competition in five different coin-operated games.

Contenders for the World Championship titles on the four tournament games will vie for \$350,000 in cash and prizes, broken down as follows: Tournament Soccer, \$150,000; Tournament Eight Ball, \$100,000; Tournament Mark Darts, \$75,000 and Tournament Hockey, \$25,000.

In addition, Tournament Games and Atari recently agreed to add a \$50,000 Atari World Championships to the schedule, making it one of the biggest tournaments in amusement game history.

"It is with a great deal of satisfaction that we see our dream of a multi-product World Championships become a reality on AMOA weekend, 1981," said Lee Peppard, president of Tournament Games Inc. "We're moving forward after a year in which our promotional plans had to be put on hold because of the impact that the video boom had on the basic product lines."

The multi-product tournament is meant to introduce thousands of new players and locations, heretofore inactive, to the benefits of promotional involvement. "Considering the extent of today's video market, the addition of the Atari competition greatly enhances the multi-product concept," said Cal Rogers, Tournament Games executive vice president.

Past Tournament Soccer World Championships have had an average attendance of 4,000 participants. With the addition of pool, darts, hockey and video players, the attendance at this year's World Championships is expected to be double.

"The amount of detailed planning that goes into the preparation of an event this size is staggering," commented Kathy Brainard, tournament coordinator. "Over 10,000 players will be competing in 48 events for \$400,000 in cash and prizes in a three and a half day time span. It's a real challenge, but the people on our tournament staff are well trained and experienced."



'Armor Attack'

## THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. ELVIRA THE OAK RIDGE BOYS (MCA-51084)
2. ALL THOSE YEARS AGO GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
3. THEME FROM GREATEST AMERICAN HERO JOEY SCARBURY (Elektra E-47147)
4. HEARTS MARTY BALIN (EMI-America 8084)
5. BOY FROM NEW YORK CITY MANHATTAN TRANSFER (RCA/Atlantic 3618)
6. A LIFE OF ILLUSION JOE WALSH (Asylum E-47144)
7. THE STROKE BILLY SQUIER (Capitol P-5085)
8. QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)
9. STRONGER THAN BEFORE CAROLE BAYER SAGER (Boardwalk WSB 02054)
10. SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)

## TOP NEW COUNTRY SINGLES

1. FEELS SO RIGHT ALABAMA (RCA PB-12236)
2. UNWOUND GEORGE STRAIT (MCA 51104)
3. PRISONER OF HOPE JOHNNY LEE (Asylum/Full Moon E-47138)
4. DIXIE ON MY MIND HANK WILLIAMS, JR. (Elektra/Curb E-47137)
5. TOO MANY LOVERS CRYSTAL GAYLE (Columbia 11-02076)
6. I STILL BELIEVE IN WALTZES CONWAY TWITTY & LORETTA LYNN (MCA-51114)
7. I SHOULD'VE CALLED EDDY RAVEN (Elektra E-47136)
8. WHISKEY CHASIN' JOE STAMPLEY (Epic 19-02097)
9. RAINBOW STEW MERLE HAGGARD (MCA 51120)
10. COULD YOU LOVE ME JOHN CONLEE (MCA-51112)

## TOP NEW B/C SINGLES

1. RUNNING AWAY MAZE featuring FRANKIE BEVERLY (Capitol F-5000)
2. PUSH ONE WAY (MCA 51110)
3. LOVE'S DANCE KLIQUE (MCA 51099)
4. SEARCHING TO FIND THE ONE UNLIMITED TOUCH (Prelude PRL 8029)
5. JONES VS. JONES KOOL & THE GANG (De-Lite/PolyGram DEB 13)
6. I DON'T REALLY CARE L.V. JOHNSON (JCA 927)
7. VERY SPECIAL DEBRA LAWS (Elektra E-47142)
8. SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)
9. IT'S YOUR CONSCIENCE DENIECE WILLIAMS (APC/Columbia 11-02103)
10. LET SOMEBODY LOVE YOU KENI BURKE (RCA PB-12223)

## TOP NEW A/C SINGLES

1. PROMISES BARBRA STREISAND (Columbia 11-02055)
2. STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)
3. ALL THOSE YEARS AGO GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
4. SEVEN YEAR ACHE ROSANNE CASH (Columbia 11-11426)
5. SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19 01052)

# COIN MACHINE

## Bally Releases New 'Fireball II' Pinball Machine

CHICAGO — Bally Pinball Division announced the release of "Fireball II," a multi-ball fantasy game that is loaded with exciting new features. While the model takes its name from a Bally pin that was produced around 1977, it contains various innovations characteristic of the current generation of pins, including an outstanding voice package.

The game begins with five credits for use on the Little Demon Post, a post between the flippers which can save the ball from dropping. Each time the post is put into action by the Little Demon button on the right side of the flipper, one credit is used. Players can gain two new credits each time they complete the three center drop targets.

Fireball II has two bonus features and two bonus multipliers. One of these is the Doomsday bonus, which can be activated by the center or right drop targets and contains a multiplier that is also activated by the center drop targets.

The second bonus feature is the Fireball bonus which includes a choice of two maximum bonus score thresholds. It can be scored through the A, B, C or D lanes or the left drop targets. Multiplying this bonus from 2x through 5x can be achieved by completing the A, B, C or D lanes. There is also a unique center captured ball bonus capsule that counts down this hot feature.

The new model has two captured ball saucers that are qualified by the top three targets and is further enhanced by an astounding Bally voice package for luring players into its reach.



**SCHOOL IN SESSION** — Some 110 operators and service people were in attendance at the recent two-day Bally-Midway service school, sponsored by Roth Novelty Co. in Wilkes-Barre, Pa. All classes were held in the unique setting of The Station Restaurant, which is a converted railroad station complete with 15 fully renovated cars and abundant in atmosphere, precious antiques and artifacts. The establishment is owned and operated by Roth president Marvin Roth. Midway's field service manager Andy Ducaj and Arnie Aarstadt of Bally's field service staff conducted the sessions.



The program was coordinated by Lenny Lukas of the Roth sales staff. Instruction dealt with current electronic pinball and video games from both factories, focusing on troubleshooting and comprehensive service and maintenance procedures. Pictured in the top row are (l-r): the student body at the entrance to The Station; and "professor" Ducaj at a demo model of Midway's popular "Gorf" video game. Shown in the bottom row are (l-r): students attending class in the restaurant's Disco Room; and Ducaj with Bally's Aarstadt in front of the station's "Gandy Dancer" car.



'Fireball II'

## INDUSTRY CALENDAR

June 4-7; Music Operators of Texas; annual meeting; Houston.

June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.

June 11-13; Illinois Coin Machine Operators Assn.; annual mtg.; Lincolnshire Marriott; Lincolnshire.

July 24-25; Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn; Missoula.

July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.

Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.

Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.

Sept. 25-26; West Virginia Music & Vending Assn.; annual meeting; Ramada Inn; South Charleston.

Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.

Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago

Oct. 29-Nov. 1; NAMA national convention; McCormick Place; Chicago.

## 'Gorf' Manual Is Now Available For Video Enthusiasts

CHICAGO — The growing legions of "Gorf" players may now purchase combat manuals to help in mastering this popular Midway video game and also earn classification in the Interstellar Defense Forces.

The "Gorf Combat Manual" contains historical data, tactical information and strategy tips which are geared to assist the player in conquering the Evil Gorfian Empire. The game theme involves a series of missions in which the player must repel Gorfian robot attacks and launch a counterattack to destroy the enemy Flag Ship.

(continued on page 39)

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OTHER \_\_\_\_\_

# COIN MACHINE

## CHICAGO CHATTER

See the new "Fireball II" pingame just released by Bally Pinball Division. It's named after a previous Bally model of the late seventies but very much now in design, play features and sound . . . On the video scene, Cinematronics has introduced its latest entry "Armor Attack," which looks like another winner for the factory.

EVERYONE AT Williams Electronics, Inc. is getting all set for a big event — the firm's Third Annual Accent On Achievement conference, slated for June 12-13 at Pheasant Run resort in suburban St. Charles. This is strictly an in-house function to salute staff achievers and discuss future company strategy. Of course, there'll also be plenty of time set aside for fun and recreation, as well.

AND SPEAKING OF WILLIAMS, World Wide Dist. president **Fred Skor** notes that the newly debuted "Defender" cocktail table is moving very well and far exceeding expectations at this point. Distrib's **Howie Freer** added that business, overall, is very good out there. "We've been writing up a lot of orders," he said, "but are still faced with the situation of demand exceeding supply, especially with new pieces."

STERN'S MARKETING DIRECTOR **Tom Campbell** is back at his busy desk following a recent business trip to visit a few factory distribs, including Music Vend (Seattle), Dunis Dist. (Portland) and McKee Dist. (Portland). He also made a stopover in San Francisco to attend the wedding of good friend **Gary Slater**, a sales exec at Advance Automatic Sales. An elegant wedding reception was held in Jovanelo's Restaurant. Campbell also said he welcomed the opportunity to spend a little time in the area he called home during the nine years he worked on the coast. . . Stern's field service engineer **Lou Rudolph** represented the factory at the recently held Southwest Vending showing in Dallas (**Cash Box**, May 23), where he conducted a service school as part of the program. We understand this Southwest event is being hailed as one of the industry's biggest and most heavily attended thus far this year. . . On the subject of "Scramble," Stern's latest video game, present indications are it's going the route of "Berzerk" in sales — and might even surpass it, if present demand continues. Watch for late May or early June shipment of the factory's new "Lightning" pinball.

ALSO PRESENT at the Southwest Vending "extravaganza" — and most impressed with this "fabulous" industry function, were Gottlieb's marketing vice president **Marshall Caras** with **Jlm Phillips**, western regional sales manager, and **Abi Carmen**, the factory's technical sales rep. Vice presidents **Howie Rubln** (product management) and **Gil Pollock** (product development), meanwhile, just returned from an extensive trip to Japan which they deemed, "a totally exhausting experience, but most exhilarating because of the potential success we achieved in Japan." Sounds interesting, doesn't it?

**CASH BOX** joins everyone at Stern Electronics, Inc. in extending felicitations to **Ben Rochetti** and his lovely wife, **Doris**, on the occasion of their 28th wedding anniversary. The big day was celebrated on May 30.

## EASTERN FLASHES

Royal Dist.-Cinncy really went all out for the recently held OMAA state convention in Columbus. First off, the distrib hosted a suite of seven booths (as opposed to four last year) with a good assortment of current and new equipment on display, enhanced by the presence of four young beauties from the Royal staff — **Lori, Kim, Jan and Connie** — all members of the distrib's Royal's Rookies softball team and attired in their bright red "shortie" uniforms. The gals passed out bumper stickers reading "Pinball players score more often" — as a special pingame promo, of course. On hand to autograph the stickers was Cincinnati Bengals' football star **Ross Browner**. Needless to say, Royal's display attracted throngs of visitors. Company president **Joe Westerhaus, Jr.**, along with sales manager **Jack Schielcher**, controller **Linda Singer** and manager **Claudia Wilson** were on hand to man the exhibit. And hats off to **Wilson** for arranging this year's promotion program.

SPOKE WITH **Tony Yula** of Mondial-Springfield, where activity continues to focus on video games. Current best sellers include Gremlin's "Astro Blaster" and the recently debuted "Zarzon" from Taito America in the standard upright version. However, there's an upcoming pin that's been garnering "fantastic" results on test and its name is "Mars god of war." Yula was all raves about this "great new Gottlieb machine," which should definitely be a big winner for the factory. As we went to press, Mondial was prepping for the arrival of Gremlin's field service rep **Larry Tabler**, who was scheduled to conduct a factory service school in the Springfield showroom . . . **Cash Box** felicitations to **Anthony Yula, Jr.** and his bride, the former **Lynn Henneberry**, who were married on May 16 and are currently honeymooning. The groom is Tony's son, who is chief technician at Mondial.

## 'Gorf' Manual Available From Midway

(continued from page 38)

Throughout the process the player is constantly taunted by such phrases from the Gorf leader as "Prepare yourself for annihilation" . . . "Survival is impossible" . . . and others.

As a further means of generating full involvement in the entire game concept, players are invited to join the ISDF Pilots Association and qualify for membership cards.

The cover price of the manual is \$1.95 and it is available through Midway's distributor network. Further details may be obtained by contacting factory distributors or the Midway command headquarters at 10750 W. Grand Ave., Franklin Park, Ill. 60131

Kathy Novak of Midway's marketing services department has already received several inquiries resulting from a mid-May distributor mailing. Samples of the manual are being included in the cash boxes of all Gorf's currently in production.



# CLASSIFIEDS

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THE CHRISTIAN WAY — Artist/writer/producer Chris Christian recently entered a songwriter pact with ASCAP. Christian will release debut product in August on Boardwalk. Pictured are (l-r): Christian; Hal David, ASCAP president; Michael Gorfaine, west coast regional director, ASCAP; and Todd Brabec, west coast regional director, ASCAP.

## NAIRD Awards Up For Grabs

(continued from page 12)

(Billboard) and Fred Goodman (Cash Box).

Following is a complete list of the 1980 Indie Awards finalists:

**Best Packaging** — "Living Chicago Blues Vol. 4 (5&6)," Alligator; "Autumn," George Winston, Windham Hill; and "Pianomelt, Ian Whitcomb, Sierra Briar.

**Best Re-issue** — Live At The Apollo," James Brown, Solid Smoke; "Mandolin Virtuoso," Dave Apollon, Yazoo; and "Best Of Love," Rhino.

**Best Rock** — "Tiddlywinks," NRBQ, Rounder; "Big Twist & the Mellow Fellows," Flying Fish; "Disconnected," Stiv Bators, Bomp.

**Best Jazz** — "An Audience With Betty Carter," Betty Carter, BetCar; "Solo," Vinny Golia, Nine Winds; and "Daybreak," Chet Baker Trio, SteepleChase.

**Best Blues** — "Living Chicago Blues Vol. 4 (5&6)," Alligator; "Blues Deluxe," Alligator; and "Crawfish Fiesta," Professor Longhair, Alligator.

**Best Instrumental** — "Tim Ware Group," Kaleidoscope, "Mar West," Tony Rice Unit, Rounder; and "Autumn," George Winston, Windham Hill.

**Best Folk** — "Longtime Gone," John Starling, Sugar Hill; "Meeting In the Air," Jim Watson, Mike Craver, & Tommy Thompson of the Red Clay Ramblers, Flying Fish; and "Mist Covered Mountain," DeDaanan, Shanachie.

**Most Innovative** — "Dementia Royale," Dr. Dimento, Rhino; "Voobaha," Barnes & Barnes, Rhino; and "Kilimanjaro," Philo.

## Capitol Signs Two

LOS ANGELES — EMI Records has signed both Northern Ireland pop rockers The Undertones and British Blitz band Duran Duran to exclusive worldwide recording agreements.

The Undertones' "Positive Touch" LP and Duran Duran's self-titled debut album, which will be issued by the Harvest label and distributed by Capitol in the U.S., will be available domestically June 8.

## MCA Pacts For Custom Pressing With VHD

(continued from page 33)

caught a lot of people off guard, since I have announced on several occasions that we would be pursuing agreements such as this one."

General Electric, JVC, Panasonic, Quasar and Sharp will be among the VHD-affiliated companies to market the videodiscs for "grooveless capacitance" system. VHD Programs, VHD Disc Manufacturing and related companies are part of the joint venture formed by JVC (Victor Co. of Japan), Matsushita Electric Industrial (MEI) Co., General Electric Co. and Thorn-EMI Ltd. of Great Britain.



# Fate Of Black Radio Pondered During Day-Long BMA Forum

(continued from page 19)

Rogers exhorted those present to gain control of black radio by refusing to support products advertised on exploitive stations, many of which she described as outlets that are moving more toward general market or mass appeal programming to gain more listeners and advertising dollars.

"Black radio came about when a few Jewish businessmen decided they wanted to expose cheap products they sold in their ghetto stores," Rogers explained.

## Economic Base In Jeopardy

She said the early advertising supporters of black radio knew that the new gospel and R&B formats had the ear of the black community but that now, given black radio's move away from the clearly identifiable black format, the economic power foundation of black broadcasters is in jeopardy.

She said that many national advertising agencies will be looking more and more toward segmented, specific programming at stations that are targeting specific audience.

On the buying power of the black consumer, Rogers said, "Black people are not poor; we are poor only in that we don't recognize the resources we do have."

The final radio panel, co-chaired by Don Mizell, vice president and general manager at KJLH/Los Angeles and Rod McGrew, president of Unlimited Gold Records, dealt primarily with the relationship between artists and black radio.

Comprised of artists, broadcasters and label representatives, the panelists agreed it was important to know each others' needs and be in a position to provide what is needed.

Mizell said some of the things that have continued to plague black radio are low advertising time buys and poor, often sporadic support from the labels whose records the stations play.

He said the bottom line was that radio was not created to play anybody's records and that, "technically we are here to reach listeners and attract dollars."

But BMA board member Betty Wright said that from personal experience black radio has helped keep an artist's image firm with the public even when the artist has no current product on the market. She said

that a rapport with black radio helps ensure an artist's longevity.

Other members of the panel felt it was important for black radio to continue to support black music because it meant supporting black culture and helped the enterprise of black music stay healthy.

"People should understand that black music represents a black power base," said Don Cornelius, creator, producer and host of the syndicated TV-series *Soul Train*, who added that black radio must be aware of the young black artists' critical need to be heard on the airwaves.

Larkin Arnold, vice president of Columbia Records black music A&R, said that a young black today can start a record company with relatively little capital and that it was important that black radio support such ventures and the artists involved.

Saying he did not believe in the contention that black broadcasters were only in the business for the money, Arnold said, "It's incumbent upon black radio to promote all black music."

# BMA Panel Explores Career Building

(continued from page 8)

heighten an artist's success. As an example he described the \$2 million TV mail order campaign EMIA/Liberty Records backing client Kenny Rogers "Greatest Hits" package. He also discussed the licensing of various products — clothing, belt buckles, buttons, etc. — tagged with Rogers' name. He maintained that it was important to monitor development of all campaigns to ensure quality when a client's name is used to endorse products.

Levy and Kragen agreed that it was important to address the artist's future career by properly investing in it.

"When artists become successes, they usually want to go out and buy a big new car, big house, etc., but rarely do they think of investing in their careers," Levy said.

The starting point for acquiring the means of investment is the basic recording contract. Attorney Sloane stressed that the act should commit its services to a reasonable amount of product and remunerations for services, a fair royalty agreement and have a battery of advisors



**MAKING A LIVING** — MCA recording artist Jimmy Cliff recently took his reggae act to L.A.'s Roxy, where he did eight sold-out nights in a four-day engagement to support his current MCA album, "I Am The Living." Pictured backstage after one performance are (l-r): Don Taylor, Cliff's manager; Santo Russo, vice president of product development, MCA; Pat Pipolo, vice president of promotion, MCA; Cliff; Bob Siner, president, MCA Records; and Denny Rosencrantz, vice president of A&R, MCA.

who can properly market to interested labels.

Sloane noted that labels usually have the upper hand in new artists' contracts, but that during the end of the contract it is advantageous for the artist to operate as a free agent in order to survey his worth among other record companies.

He noted that the common areas of renegotiation were more money and royalty points and ownership of the masters. "If artists own their own masters, it gives them greater control over how their product is used."

Building for future security after initial success was handled by Weinberg, who said that trust fund investments, income-producing real estate, farmlands and oil and gas land remain viable sources and alternatives to pure stock investments. Weinberg also said that overseas investment of assets was a wise move to insure

against a potential severe breakdown in the U.S. economy.

He said that the business, tax and real estate worlds move too fast for those not working in them as a career, so it was best to employ an advisor with the expertise to insure proper handling of such matters. Weinberg added that the artist should be removed from the daily chores of business management.

Gibson, commenting on the use of bank financing to invest in a career move, said such plans should be studied in joint conference with advisors. He said the artist's past credit history, position to repay and reason for wanting the loan are closely reviewed by the bank.

Summing up the philosophy of music career management, Levy said, "Today it's so expensive to start from scratch in development of a new artist's career, there's little room to make mistakes. It can hurt the artist and the manager."

# ON JAZZ

(continued from page 32)

compositions on the LP are based on the calls of different sea mammals and employ recordings of the animals as part of the music. . . . A wealth of music awaits the listener willing to track down some of those smaller, hard-to-find labels. A good place to look for them is JCOA/NMBS at 500 Broadway, whose recent titles include Chicago trumpeter **Leo Smith's** "Ahkreation" on his own Kahell label. Other new titles include violinist **Billy Bang's** "Changing Seasons" on the Bellows label; and pianist **Connie Crutcher's** "Solo" on the Jazz label. Reed man **Bill Cole's** "The First Cycle" is the first release on the Music From Dartmouth label and features saxophonist **Sam Rivers** and drummer **Warren Smith**; "Live at Leon" by **Beaver Harris** and the **360 Degree Music Experience** features **Grachan Moncur**, **Ken McIntyre**, **Rhan Burton** and **Cameron Brown** on the Cadence label. Swiss/American Hat-Hut has four new releases available through JCOA/NMDS: "Jump up/What to do About it" is a duo by drummer **Sunny Murray** and saxophonist **Jimmy Lyons**; "Performance 9/1/79" is by reed master **Anthony Braxton**; "In the Brewing Luminous" is by pianist **Cecil Taylor** and his unit featuring **Ramsey Ameen**, **Jerome Cooper**, **Sunny Murray** and **Jimmy Lyons**; and "Mit" is by the German free jazz group **Knotn**. More obscurity is yours for the asking at Daybreak Express Records in Brooklyn. They specialize in Imports, exports, wholesale and mail order. Among their new titles are: "Russell Jacquet with the **Town Hall Jazz Festival All Stars**" featuring **Gerry Mulligan**, **James Moody**, **Art Farmer**, **Kenny Burrell**, **Roy Haynes** and others; singer **Anita O'Day's** "Angel Eyes" on Emily Records; bassist **Slrone's** "Live at the Public Theater" with drummer **Dennis Charles** and saxophonist **Claude Lawrence** on the Serious Music label; and vocalist **Allcia Sherman's** "I'm A Sucker, Too" and Silver Tone Records. The German-based Moers Music label returns with three new titles: "Afro-Algonquin" featuring **Rick** and **Lee Rozie** with **Rashid All**; "This This This This," by the **Rova Saxophone Quartet**; and "Nasty," by drummer **Ronald Shannon Jackson** and the **Decoding Society**.

**JAZZ SCHOLARSHIPS** — The **Errol Garner Memorial Foundation** is offering three scholarships of \$1,500 each to instrumental jazz students. Awards will be based on talent, need, amateur standing and the desire to continue education. Applicants must be from the United States or Canada and may obtain applications by writing to the Foundation at 521 Fifth Ave., New York, N.Y. 10017. . . . In other scholarship news, the Monterey Jazz Festival recently awarded \$36,200 in grants to benefit music education. The funds came from the proceeds of the festival.

fred goodman



**NEW AMPHITHEATRE** — Now under construction is a \$6 million outdoor facility in Irvine, Calif., to be named **Irvine Meadows Amphitheatre**, which will open in mid-August. About 35 concert events are planned for the Amphitheatre's debut season. Pictured are (l-r): **Bob Goddes**, managing partner in the venture; **Larry Hoffman**, executive director; and **Terry Bassett**, talent and production consultant.

# CASH BOX TOP 100 ALBUMS

June 6, 1981

		8.98	Weeks On 5/30 Chart
1	<b>HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 36844)	8.98	1 26
2	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	8.98	2 19
3	<b>DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	8.98	3 8
4	<b>MISTAKEN IDENTITY</b> KIM CARNES (EMI-America SO-17052)	8.98	6 6
5	<b>ARC OF A DIVER</b> STEVE WINWOOD (Island ILPS 8576)	8.98	4 21
6	<b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra GE-305)	8.98	5 30
7	<b>GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	8.98	7 34
8	<b>HARD PROMISES</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	11 3
9	<b>FAIR WARNING</b> VAN HALEN (Warner Bros. HS 3540)	8.98	14 2
10	<b>MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-14013)	8.98	8 15
11	<b>DOUBLE FANTASY</b> JOHN LENNON and YOKO ONO (Geffen GHS 2001)	8.98	9 27
12	<b>BEING WITH YOU</b> SMOKEY ROBINSON (Tama/Motown T8-375M1)	8.98	10 14
13	<b>FACE VALUE</b> PHIL COLLINS (Atlantic SD 16029)	8.98	13 13
14	<b>ZEBOPI!</b> SANTANA (Columbia FC 37158)	8.98	16 8
15	<b>FACE DANCES</b> THE WHO (Warner Bros. HS 3516)	8.98	12 15
16	<b>A WOMAN NEEDS LOVE</b> RAY PARKER, JR. & RAYDIO (Arista AL 9543)	8.98	18 8
17	<b>CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	8.98	22 71
18	<b>WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	8.98	19 6
19	<b>BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	8.98	17 41
20	<b>THERE GOES THE NEIGHBORHOOD</b> JOE WALSH (Asylum SE-523)	8.98	23 3
21	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	8.98	15 10
22	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	9.98	20 25
23	<b>WILD-EYED SOUTHERN BOYS</b> .38 SPECIAL (A&M SP-4535)	7.98	24 17
24	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	8.98	28 7
25	<b>DAD LOVES HIS WORK</b> JAMES TAYLOR (Columbia TC 37009)	8.98	21 12
26	<b>STARS ON LONG PLAY</b> (Radio Records/Atlantic RR 16044)	8.98	32 4
27	<b>LOVERBOY</b> (Columbia JC 36762)	8.98	28 20
28	<b>NIGHTWALKER</b> GINO VANNELLI (Arista AL 9539)	8.98	29 9
29	<b>CRIMES OF PASSION</b> PAT BENATAR (Chrysalis CHE 1275)	8.98	27 42
30	<b>MODERN TIMES</b> JEFFERSON STARSHIP (Grant/RCA BZL 1-3848)	8.98	25 8
31	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	8.98	35 8
32	<b>STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	38 4
33	<b>GUILTY</b> BARBRA STREISAND (Columbia FC 36750)	8.98	33 35
34	<b>VOICES</b> DARYL HALL & JOHN OATES (RCA AOL 1-3646)	8.98	31 43
35	<b>DEDICATION</b> GARY U.S. BONDS (EMI-America SO-17051)	8.98	36 6

		8.98	Weeks On 5/30 Chart
36	<b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	8.98	43 6
37	<b>THE NATURE OF THE BEAST</b> APRIL WINE (Capitol SOO-12125)	8.98	37 19
38	<b>GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM-1-4003)	8.98	39 24
39	<b>THE FOX</b> ELTON JOHN (Geffen GHS 2002)	8.98	— 1
40	<b>SHEENA EASTON</b> (EMI-America ST-17049)	8.98	30 14
41	<b>MIRACLES</b> CHANGE (RCA/Atlantic SD 19301)	8.98	46 8
42	<b>ANOTHER TICKET</b> ERIC CLAPTON (RSO RX-13095)	8.98	34 12
43	<b>VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	8.98	45 8
44	<b>WHERE DO YOU GO TO DREAM</b> ANNE MURRAY (Capitol SOO-12144)	8.98	51 6
45	<b>EXTENDED PLAY</b> PRETENDERS (Gire MINI 3563)	5.98	40 8
46	<b>DANCERSIZE</b> CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	48 16
47	<b>SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC 36965)	8.98	52 12
48	<b>THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	8.98	41 21
49	<b>ZENYATTA MONDATTA</b> THE POLICE (A&M SP-4631)	8.98	42 33
50	<b>KINGS OF THE WILD FRONTIER</b> ADAM AND THE ANTS (Epic NJE 37033)	5.98	50 16
51	<b>FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	8.98	49 13
52	<b>WAIATA</b> SPLIT ENZ (A&M SP-4848)	8.98	59 4
53	<b>DEDICATED</b> THE MARSHALL TUCKER BAND (Warner Bros. HS 3525)	8.98	61 3
54	<b>SOMEWHERE OVER THE RAINBOW</b> WILLIE NELSON (Columbia FC 36883)	8.98	53 12
55	<b>TWICE AS SWEET</b> A TASTE OF HONEY (Capitol ST-12089)	8.98	56 12
56	<b>LONG DISTANCE VOYAGER</b> THE MOODY BLUES (Threshold/PolyGram TRL-1-2961)	8.98	— 1
57	<b>RADIANT</b> ATLANTIC STARR (A&M SP-4833)	7.98	54 14
58	<b>NOTHIN' MATTERS AND WHAT IF IT DID</b> JOHN COUGAR (Riva/PolyGram RVL 7403)	8.98	44 36
59	<b>POINT OF ENTRY</b> JUDAS PRIEST (Columbia FC 37052)	8.98	47 10
60	<b>NIGHTCLUBBING</b> GRACE JONES (Island ILPS 9624)	8.98	76 3
61	<b>FRANKE &amp; THE KNOCKOUTS</b> (Millennium/RCA BXL 1-7755)	8.98	63 11
62	<b>BAD FOR GOOD</b> JIM STEINMAN (Cleveland Int'l./CBS FE 35531)	8.98	68 4
63	<b>TWANGIN'</b> DAVE EDMUNDS (Swan Song/Atlantic SS 16034)	8.98	65 4
64	<b>"RIT"</b> LEE RITENOUR (Elektra GE-331)	8.98	70 5
65	<b>CAPTURED</b> JOURNEY (Columbia KC2 37016)	13.98	60 16
66	<b>JUICE</b> JUICE NEWTON (Capitol ST-12136)	8.98	57 14
67	<b>AUTOAMERICAN</b> BLONDIE (Chrysalis CHE 1280)	8.98	55 27
68	<b>MY MELODY</b> DENIECE WILLIAMS (ARC/Columbia FC 37048)	8.98	62 10

		8.98	Weeks On 5/30 Chart
69	<b>TINSEL TOWN REBELLION</b> FRANK ZAPPA (Barking Pumpkin/CBS PW2 37336)	11.98	81 2
70	<b>ROCKIHNROLL</b> GREG KIHN BAND (Besarkley/Elektra BZ-10069)	8.98	72 10
71	<b>GRAND SLAM</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	8.98	58 13
72	<b>DON'T SAY NO</b> BILLY SQUIER (Capitol ST 12146)	8.98	85 5
73	<b>CELEBRATE</b> KOOL & THE GANG (De-Lite/PolyGram DE-9518)	8.98	66 34
74	<b>SUPER TROUPER</b> ABBA (Atlantic SD 16023)	8.98	71 26
75	<b>HOW 'BOUT US</b> CHAMPAIGN (Columbia JC 37008)	8.98	69 12
76	<b>ESCAPE ARTIST</b> GARLAND JEFFREYS (Epic JE 36983)	8.98	51 13
77	<b>KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	8.98	— 1
78	<b>SOMETHING IN THE NIGHT</b> PURE PRAIRIE LEAGUE (Casablanca/PolyGram NBLP 7255)	8.98	84 6
79	<b>CALL IT WHAT YOU WANT</b> BILL SUMMERS and SUMMERS HEAT (MCA 5176)	8.98	83 13
80	<b>TARANTELLA</b> CHUCK MANGIONE (A&M SP-6513)	13.98	88 3
81	<b>RECKONING</b> GRATEFUL DEAD (Arista A2L 8604)	13.98	67 8
82	<b>HOTTER THAN JULY</b> STEVIE WONDER (Tama/Motown T8-373M1)	8.98	75 30
83	<b>VERY SPECIAL</b> DEBRA LAWS (Elektra GE-300)	8.98	93 11
84	<b>HORIZON</b> EDDIE HABBITT (Elektra GE-276)	8.98	78 14
85	<b>GAUCHO</b> STEELY DAN (MCA-6102)	9.98	73 26
86	<b>REACH UP AND TOUCH THE SKY</b> SOUTHSIDE JOHNNY and THE ASBURY JUKES (Mercury/PolyGram SRM 2-8602)	9.98	90 5
87	<b>WILD WEST</b> DOTTIE WEST (Liberty LT-1062)	8.98	91 15
88	<b>B.L.T.</b> ROBIN TROWER with JACK BRUCE and BILL LORDAN (Chrysalis CHE 1324)	8.98	77 12
89	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	8.98	86 37
90	<b>KEEP ON IT</b> STARPOINT (Chocolate City/PolyGram CCLP 2018)	8.98	92 10
91	<b>MAGIC MAN</b> ROBERT WINTERS & FALL (Buddah/Arista BDS 5732)	7.98	94 9
92	<b>WORKING CLASS DOG</b> RICK SPRINGFIELD (RCA AFL 1-5697)	8.98	106 11
93	<b>FAME</b> ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	95 53
94	<b>GREATEST HITS</b> THE DOORS (Elektra 5F-515)	8.98	97 32
95	<b>I LOVE 'EM ALL</b> T.G. SHEPPARD (Warner/Curb BSK 3528)	8.98	104 7
96	<b>GALAXIAN</b> THE JEFF LORBER FUSION (Arista AL 9545)	8.98	80 8
97	<b>OUT WHERE THE BRIGHT LIGHTS ARE GLOWING</b> RONNIE MILSAP (RCA AL1-3932)	8.98	98 7
98	<b>LIVE</b> DEVO (Warner Bros. MINI 3548)	5.98	79 8
99	<b>CONCERTS FOR THE PEOPLE OF KAMPUCHEA</b> VARIOUS ARTISTS (Atlantic SD 2-700)	13.98	74 8
100	<b>IMAGINATION</b> THE WHISPERS (Solar/RCA BZL 1-3578)	8.98	87 21

# Cash Box Top Albums/101 to 200

June 6, 1981

	Weeks On	Chart		Weeks On	Chart		Weeks On	Chart
	5/30			5/30			5/30	
<b>101 FANTASTIC VOYAGE</b> LAKESIDE (Soler/RCA BXL 1-3720)	8.98	96	<b>134 ONE DAY IN YOUR LIFE</b> MICHAEL JACKSON (Motown M8-956M1)	8.98	139	<b>169 M.V.P.</b> HARVEY MASON (Arista AB 4283)	8.98	171
<b>102 THE SECRET POLICEMAN'S BALL — THE MUSIC</b> VARIOUS ARTISTS (Island IL 9830)	5.99	113	<b>135 BALIN</b> MARTY BALIN (EMI America SO-17054)	8.98	162	<b>170 COMPUTER WORLD</b> KRAFTWERK (Werner Bros. HS 3549)	8.98	—
<b>103 9 TO 5 AND ODD JOBS</b> DOLLY PARTON (RCA AAL 3852)	8.98	99	<b>136 PARTY 'TIL YOU'RE BROKE</b> RUFUS (MCA-5159)	8.98	119	<b>171 DARLIN'</b> TOM JONES (Mercury/PolyGram SRM-1-4010)	8.98	177
<b>104 RADIO ACTIVE</b> PAT TRAVERS (Polydor/PolyGram PD-1-6313)	8.98	89	<b>137 UNSUNG HEROES</b> THE DREGS (Arista AL 9548)	8.98	115	<b>172 THE PRODUCERS</b> (Portrait/CBS NJR 37097)	8.98	173
<b>105 FLYING THE FLAG</b> CLIMAX BLUES BAND (Werner Bros. BSK 3493)	8.98	116	<b>138 LIVE</b> STEPHANE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	8.98	151	<b>173 STREET CORNER HEROES</b> ROBBIE DUPREE (Elektra 6E-344)	8.98	—
<b>106 FUN IN SPACE</b> ROGER TAYLOR (Elektra 5E-522)	8.98	109	<b>139 SOMETIMES LATE AT NIGHT</b> CAROLE BAYER SAGER (Boardwalk AS 942)	8.98	149	<b>174 PORTRAITS</b> SIDE EFFECT (Elektra 6E-335)	8.98	180
<b>107 THE TURN OF A FRIENDLY CARD</b> THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	107	<b>140 THE MUSIC OF COSMOS</b> VARIOUS ARTISTS (RCA ABL 1-4003)	8.98	144	<b>175 MY OWN STORY</b> LUCIANO PAVAROTTI (London PAV 2007)	17.98	179
<b>108 EAST SIDE STORY</b> SQUEEZE (A&M SP 4854)	8.98	122	<b>141 BOY</b> U2 (Island ILPS 9646)	8.98	127	<b>176 FUNLAND</b> BRAM TCHAIKOVSKY (Arista AR 4292)	8.98	178
<b>109 EL RAYO-X</b> DAVID LINDLEY (Asylum 5E-524)	8.98	114	<b>142 FROM BRANCH TO BRANCH</b> LEON REDBONE (Emerata City/Atlantic EC 38-136)	8.98	147	<b>177 SOLID GOLD</b> GANG OF FOUR (Werner Bros. BSK 3565)	8.98	190
<b>110 HOUSE OF MUSIC</b> T.S. MONK (Mirage/Atlantic WTG 19291)	8.98	108	<b>143 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3277)	8.98	123	<b>178 KILLERS</b> IRON MAIDEN (Hervest/Cepitol ST 12141)	8.98	—
<b>111 MAGIC</b> TOM BROWNE (GRP/Arista 5503)	8.98	105	<b>144 BILLY &amp; THE BEATERS</b> (Alfa AAA-10001)	8.98	150	<b>179 GILBERT &amp; SULLIVAN'S THE PIRATES OF PENZANCE</b> ORIGINAL BROADWAY CAST (Elektra VE-601)	20.98	181
<b>112 THE COMPLETION BACKWARD PRINCIPLE</b> TUBES (Capitol SOO-12151)	8.98	131	<b>145 STONE JAM</b> SLAVE (Cotillion/Atlantic SD 5224)	8.98	134	<b>180 RESUME</b> BRUCE COCKBURN (Millennium/RCA BXL 1-7757)	8.98	182
<b>113 LICENSE TO DREAM</b> KLEENER (Atlantic SD 19288)	8.98	101	<b>146 HUSH</b> JOHN KLEMMER (Elektra 5E-527)	8.98	—	<b>181 COME AN' GET IT</b> WHITESNAKE (Mirage/Atlantic WTG 18043)	8.98	185
<b>114 HIGHWAY TO HELL</b> AC/DC (Atlantic SD 12944)	8.98	118	<b>147 LEATHER AND LACE</b> WAYLON & JESSI (RCA AAL 1-3931)	8.98	112	<b>182 GREATEST HITS</b> THE OAK RIDGE BOYS (MCA-5150)	8.98	167
<b>115 SUCKING IN THE SEVENTIES</b> THE ROLLING STONES (Rolling Stones/Atlantic COC 16028)	8.98	82	<b>148 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36588)	8.98	152	<b>183 JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE</b> (DJM/PolyGram 501)	8.98	—
<b>116 CLOSER</b> GINO SOCCIO (Atlantic SD 18042)	8.98	126	<b>149 TELL ME WHERE IT HURTS</b> WALTER JACKSON (Columbia FC 37132)	8.98	155	<b>184 NEVER GONNA BE ANOTHER ONE</b> THELMA HOUSTON (RCA AFL-1-3842)	8.98	196
<b>117 CHAIN LIGHTNING</b> DON McLEAN (Millennium/RCA BXL 1-7756)	8.98	111	<b>150 WASN'T THAT A PARTY</b> THE ROVERS (Cleveland Int'l./CBS JE 37107)	8.98	154	<b>185 LET ME BE THE ONE</b> WEBSTER LEWIS (Epic FE 36878)	8.98	188
<b>118 TO LOVE AGAIN</b> DIANA ROSS (Motown M8-951M1)	8.98	100	<b>151 'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	7.98	121	<b>186 LOVE IS... ONE WAY</b> ONE WAY (MCA-5163)	8.98	193
<b>119 FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	8.98	—	<b>152 WELCOME BACK</b> BLUE MAGIC (Capitol ST-12143)	8.98	160	<b>187 AGAINST THE WIND</b> BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	8.98	166
<b>120 EVANGELINE</b> EMMYLOU HARRIS (Warner Bros. BSK 3598)	8.98	102	<b>153 ROCK AWAY</b> PHOEBE SNOW (Mirage/Atlantic WTG 19297)	8.98	136	<b>188 EAST</b> COLD CHISEL (Elektra 6E-336)	8.98	191
<b>121 TURN UP THE MUSIC</b> MASS PRODUCTION (Cotillion/Atlantic SD 5268)	8.98	124	<b>154 AMERICAN EXCESS</b> POINT BLANK (MCA-5189)	8.98	161	<b>189 BEYOND THE VALLEY OF 1984</b> PLASMATICS (Stiff America WOW II)	7.98	—
<b>122 HIGH VOLTAGE</b> AC/DC (Atco SD 36142)	8.98	128	<b>155 STILL FEELS GOOD</b> TCM JOHNSTON (Warner Bros. BSK 3527)	8.98	158	<b>190 HONEYSUCKLE ROSE</b> ORIGINAL SOUNDTRACK (Columbia S2 36752)	15.98	145
<b>123 LOST IN LOVE</b> AIR SUPPLY (Arista AL 9530)	8.98	117	<b>156 THIEF</b> ORIGINAL SOUNDTRACK MUSIC BY TANGERINE DREAM (Elektra 5E-521)	8.98	159	<b>191 MICKEY MOUSE DISCO</b> (Disneyland 2504)	4.98	176
<b>124 URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL-1-4027)	8.98	137	<b>157 UPRISING</b> BOB MARLEY and the WAILERS (Island ILPS 9596)	8.98	—	<b>192 GOLDEN DOWN</b> WILLIE NILE (Arista AB 4284)	8.98	156
<b>125 IN OUR LIFETIME</b> MARVIN GAYE (Temla/Motown T8-374M1)	8.98	129	<b>158 MOUNTAIN DANCE</b> DAVE GRUSIN (Arista/GRP 5010)	7.98	140	<b>193 TURN THE HANDS OF TIME</b> PEABO BRYSON (Capitol ST-12138)	8.98	168
<b>126 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	8.98	120	<b>159 DRIFTER</b> SYLVIA (RCA AHL 1-3986)	8.98	163	<b>194 THE GAME</b> QUEEN (Elektra 5E-513)	8.98	148
<b>127 TASTY JAM</b> FATBACK (Spring/PolyGram SP-1-8731)	8.98	—	<b>160 JERMAINE</b> JERMAINE JACKSON (Motown M8-1499F)	8.98	125	<b>195 LOVE LIFE</b> BRENDA RUSSELL (A&M SP-4811)	7.98	146
<b>128 IRON AGE</b> MOTHER'S FINEST (Atlantic SD 19302)	8.98	132	<b>161 SEND YOUR LOVE</b> AURRA (Salsoul/RCA SA 8538)	8.98	169	<b>196 SOMEBODY'S KNOCKIN'</b> TERRI GIBBS (MCA 5173)	8.98	170
<b>129 THE TWO OF US</b> YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	8.98	103	<b>162 COCONUT TELEGRAPH</b> JIMMY BUFFETT (MCA-5189)	8.98	165	<b>197 ALL MY REASONS</b> NOEL POINTER (Liberty LT-1094)	8.98	157
<b>130 SECRET COMBINATION</b> RANDY CRAWFORD (Warner Bros. BSK 3541)	8.98	141	<b>163 GLASS HOUSES</b> BILLY JOEL (Columbia FC 36384)	8.98	143	<b>198 THIS IS ELVIS</b> ORIGINAL SOUNDTRACK (RCA CPL2-4031)	14.98	110
<b>131 DIRTY MIND</b> PRINCE (Warner Bros. BSK 3478)	8.98	133	<b>164 ARE YOU GONNA BE THE ONE</b> ROBERT GORDON (RCA AFL 1-3773)	8.98	130	<b>199 ROWDY</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-3300)	8.98	164
<b>132 STARDUST</b> WILLIE NELSON (Columbia JC 36598)	8.98	135	<b>165 ROUND TWO</b> JOHNNY VAN ZANT BAND (Polydor/PolyGram PD-1-6322)	8.98	—	<b>200 HEY JOE/HEY MOE</b> MOE BANDY & JOE STAMPLEY (Columbia FC 37003)	8.98	138
<b>133 FRIDAY NIGHT IN SAN FRANCISCO</b> AL DIMEOLA, JOHN McLAUGHLIN, PACO DeLUCIA (Columbia FC 37152)	8.98	—	<b>166 THE FLOWERS OF ROMANCE</b> PUBLIC IMAGE LTD. (Warner Bros. BSK 3538)	8.98	174			
			<b>167 SUN: FORCE OF NATURE</b> SUN (Capitol ST-12142)	8.98	142			
			<b>168 VAN HALEN</b> (Warner Bros. BSK 3075)	8.98	175			

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Taste Of Honey	55	Cross, Christopher	17	Joel, Billy	163	Monk, T.S.	110	Ross, Diana	118	Tchaikovsky, Bram	176
ABBA	74	Devo	98	John, Elton	39	Moody Blues	56	Rovers	150	.38 Special	23
AC/DC	3,19,114,122	Diamond, Neil	22	Johnston, Tom	155	Mother's Finest	128	Rufus	136	Travers, Pat	104
Adam And The Ants	50	Dimeola, Al	133	Jones, Grace	60	Murray, Anne	44,89	Rush	10	Trower, Robin	88
Air Supply	123	Doors	94	Jones, George	148	Nelson, Willie	54,132	Russell, Brenda	195	Tubes	112
Alabama	51	Dregs	137	Jones, Quincy	21	Newton, Juice	66	Sager, Carole Bayer	139	U2	141
April Wine	37	Dupree, Robbie	173	Jones, Tom	171	Nile, Willie	192	Sanborn, David	43	Van Halen	9,168
Atlantic Starr	57	Easton, Sheena	40	Journey	65	Oak Ridge Boys	119,182	Santana	14	Van Zant	165
Aurra	161	Edmunds, Dave	63	Judas Priest	59	One Way	186	Secret Policeman's Ball	102	Vannelli, Gino	28
Balin, Marty	135	Fatback	127	Kampuchea	99	Osbourne, Ozzy	31	Segor, Bob	187	Walsh, Joe	20
Bandy & Stampley	200	Franke & The Knockouts	61	Khan, Chaka	18	Parsons, Alan	107	Shalamar	48	Washington, Grover Jr.	6
Benatar, Pat	29	Gang Of Four	177	Kihn, Greg	70	Parton, Dolly	103	Sheppard, T.G.	95	Watson, Johnny "Guitar"	183
Billy & The Beaters	144	Gap Band	38	Kleener	113	Pavarotti, Luciano	175	Side Effect	174	Waylon & Jessi	147
Blondie	67	Gayle, Marvin	125	Klemmer, John	148	Petty, Tom	8	Slave	145	West, Dottie	87
Blue Magic	152	Gibbs, Terri	196	Kool & The Gang	73	Plasmatics	189	Snow, Phoebe	73	Whispers	100
Bonds, Gary U.S.	35	Gordon, Robert	164	Kraftwerk	170	Point Blank	154	Soccio, Gino	116	Whitesnake	181
Browne, Tom	111	Grapelli/Grisman	138	Lakeside	101	Pointer, Noel	197	Southside Johnny	86	Who	15
Bryson, Peabo	193	Grateful Dead	81	Laws, Dobra	83	Police	49	Split Enz	52	Williams, Deniece	68
Buffett, Jimmy	162	Grusin, Dave	158	Lennon, John And Yoko Ono	11	Pretenders	45	Springfield, Rick	92	Williams, Hank Jr.	199
Cameo	77	Hell & Oates	34	Lewis, Webster	185	Prince	131	Squeeze	108	Winters, Robert	91
Carnes, Kim	4	Harris, Emmylou	120	Lindley, David	109	Producers	172	Squier, Billy	72	Winwood, Steve	5
Cash, Rosanne	47	Hensel, Carol	46	Lorber, Jeff	96	Public Image, Ltd.	166	Starpoint	90	Wonder, Stevie	82
Champaign	75	Houston, TheLma	184	Loverboy	27	Pure Prairie League	78	Stars On Long Play	26	Wright, Bernard	151
Change	41	Iron Maiden	178	Mangione, Chuck	80	Queen	194	Steady Dan	85	Yarbrough & Peoples	129
Chipmunks	124	Isley Bros.	71	Marley, Bob	157	Rabbitt, Eddle	84	Steinman, Jim	82	Zappa, Frank	89
Clapton, Eric	42	Jackson, Jermaine	160	Marshall Tucker Band	53	Raydio	16	Streisand, Barbra	33	<b>SOUNDTRACKS</b>	
Clarke/Duke	36	Jackson, Michael	134	Mason, Harvey	199	Redbone, Leon	142	Styx	2	Cosmos	140
Climax Blues Band	105	Jackson, Walter	149	Mass Production	121	REO Speedwagon	1	Summers, Bill	79	Fame	93
Cockburn, Bruce	180	James, Rick	24	McLean, Don	117	Ritenour, Lee	64	Sun	167	Honeysuckle Rose	190
Cold Chisel	188	Jefferson Starship	30	Mickey Mouse Disco	191	Robinson, Smokey	12	Sylvia	159	Pirates Of Penzance	179
Collins, Phil	13	Jeffreys, Garland	76	Mills, Stephanie	32	Rogers, Kenny	7	Taylor, James	25	Thief	156
Cougar, John	58	Jennings, Weylon	126	Milsap, Ronnie	97,143	Rolling Stones	115	Taylor, Roger	106	This Is Elvis	198



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