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July 11, 1981

NEWSPAPER

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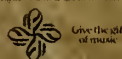
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CASH BOX

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EDITORIAL A Logical Choice

As costs continually increase everywhere, it is clear that situations that cause unnecessary waste should be immediately rectified. If something can be found to save money and improve efficiency, it would be foolish to ignore it.

But such has been the case with bar coding. Already a fact of life in a host of retail industries, the bar coding process has proven itself under fire in the areas of cost cutting and inventory control.

The beauty of the system is that it helps manufacturers and retailers — it can save significant amounts of money for both. As promoted by the National Assn. of Recording Merchandisers

(NARM), the system offers the possibility of totally centralized inventory control, plus more efficient and accurate methodologies for the day-to-day operation of retail stores.

With the chance to save "millions of dollars," (according to some estimates) relatively painlessly, the industry should seriously examine across the board adoption of bar coding. If all manufacturers participate, the system will work for everyone. In a time of inflation and recession, it doesn't make sense to delay on something as potentially rewarding as bar coding.

NEWS HIGHLIGHTS

- NARM retailers committee seeks closer ties with manufacturers (page 5).
- New Meat Loaf and Rickie Lee Jones LPs highlight summer label releases (page 5).
- Goody prosecution replies to defense motions for dismissal of verdicts (page 5).
- Labels step up implementation of bar coding (page 5).
- "Fire And Ice" by Pat Benatar and Robbie Patton's "Don't Give It Up" (new and developing artist) are the top **Cash Box** Singles Picks (page 13).
- "Precious Time" by Pat Benatar and the Village People's "Renaissance" are the top **Cash Box** Album Picks (page 15).

TOP POP DEBUTS

SINGLES	74	DON'T GIVE IT UP — Robbie Patton — Liberty
ALBUMS	18	SHARE YOUR LOVE — Kenny Rogers — Liberty

POP SINGLE

BETTE DAVIS EYES
Kim Carnes
EMI America

B/C SINGLE

DOUBLE DUTCH BUS
Frankie Smith
WMOT

COUNTRY SINGLE

FEELS SO RIGHT
Alabama
RCA

JAZZ

THE CLARKE/DUKE PROJECT
Stanley Clarke/George Duke
Epic

NUMBER ONES



Kim Carnes

POP ALBUM

MISTAKEN IDENTITY
Kim Carnes
EMI America

B/C ALBUM

STREET SONGS
Rick James
Goody/Motown

COUNTRY ALBUM

FEELS SO RIGHT
Alabama
RCA

GOSPEL

THE LORD WILL MAKE A WAY
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

July 11, 1981

	Weeks On	Chart		Weeks On	Chart		Weeks On	Chart
	6/4	Chart		6/4	Chart		6/4	Chart
1 BETTE DAVIS EYES KIM CARNES (EMI-America 8077)	1	16	34 STRONGER THAN BEFORE CAROLE BAYER SAGER (Boardwalk WS8 02054)	36	9	66 YOU ARE FOREVER SMOKEY ROBINSON (Tamla/Motown T54327F)	66	4
2 THE ONE THAT YOU LOVE AIR SUPPLY (Arista AS 0604)	4	9	35 A LIFE OF ILLUSION JOE WALSH (Asylum E-47144)	35	8	67 THE KID IS HOT TONITE LOVERBOY (Columbia 11-02068)	73	4
3 STARS ON 45 — MEDLEY STARS ON 45 (Radio Records/Atlantic RR 3810)	2	14	36 LADY (YOU BRING ME UP) COMMODORES (Motown M1514F)	46	4	68 YOU'RE MY GIRL FRANKE & THE KNOCKOUTS (Millennium JH-11808)	83	2
4 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	5	10	37 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND (Beserkley/Elektra B-47149)	42	8	69 THE REAL THING THE BROTHERS JOHNSON (A&M 2343)	69	4
5 JESSIE'S GIRL RICK SPRINGFIELD (RCA JH12201)	6	16	38 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	41	7	70 SOME CHANGES ARE FOR GOOD DIONNE WARWICK (Arista AS 0602)	70	4
6 THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47147)	8	9	39 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PB-12264)	49	3	71 NICOLE POINT BLANK (MCA-51132)	75	3
7 ALL THOSE YEARS AGO GEORGE HARRISON (Dark Horse/Werner Bros. DRC 49725)	3	8	40 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 7197 F1)	44	8	72 SOMEDAY, SOMEDAY ROBERT GORDON (RCA PB-12239)	79	3
8 YOU MAKE MY DREAMS DARYL HALL & JOHN OATES (RCA PB-12217)	9	11	41 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T54321)	26	21	73 NIGHTWALKER GINO VANNELLI (Arista AS 0613)	81	3
9 I DON'T NEED YOU KENNY ROGERS (Liberty 1415)	11	5	42 ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN (Epic/Cleveland Int'l. AE7 1232)	47	7	74 DON'T GIVE IT UP ROBBIE PATTON (Liberty P-A1420)	—	1
10 THIS LITTLE GIRL GARY U.S. BONDS (EMI-America 8079)	7	12	43 ANGEL OF THE MORNING JUICE NEWTON (Capitol 4976)	31	21	75 REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)	86	2
11 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)	10	19	44 IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)	50	7	76 WALK RIGHT NOW THE JACKSONS (Epic 19-02132)	78	3
12 SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)	20	7	45 TWO HEARTS STEPHANIE MILLS (20th Century-Fox/RCA TC-2492)	45	10	77 DON'T LET GO THE COAT THE WHO (Warner Bros. WBS 49743)	77	3
13 BOY FROM NEW YORK CITY MANHATTAN TRANSFER (Atlantic 3816)	19	8	46 TAKE IT ON THE RUN REO SPEEDWAGON (Epic 19-01054)	32	17	78 TOO MUCH TIME ON MY HANDS STYX (A&M 2323)	54	17
14 AMERICA NEIL DIAMOND (Capitol P-4994)	12	12	47 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	71	2	79 FLY AWAY BLACKFOOT (Atco/Atlantic 7331)	87	3
15 WINNING SANTANA (Columbia 11-01050)	16	14	48 URGENT FOREIGNER (Atlantic 3831)	63	2	80 IT HURTS TO BE IN LOVE DAN HARTMAN (Blue Sky/CBS ZS6 02115)	80	3
16 HEARTS MARTY BALIN (EMI-America 8084)	18	8	49 DON'T WANT TO WAIT ANYMORE TUBES (Capitol P-A5007)	58	4	81 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)	53	22
17 IS IT YOU LEE RITENOUR (Elektra E-47124)	17	13	50 IT DIDN'T TAKE LONG SPIDER (Dreemland/RSO DL 111)	55	7	82 WATCHING THE WHEELS JOHN LENNON (Geffen GEF 49695)	59	16
18 I LOVE YOU CLIMAX BLUES BAND (Werner Bros. WBS 49669)	13	22	51 JONES VS. JONES KOOL & THE GANG (De-Lite/PolyGram DE 813)	40	8	83 NOTHING EVER GOES AS PLANNED STYX (A&M 2348)	—	1
19 MODERN GIRL SHEENA EASTON (EMI-America 8080)	22	10	52 LIVING INSIDE MYSELF GINO VANNELLI (Arista AS 0588)	34	17	84 BREAKING AWAY BALANCE (Portrait/CBS 24-02177)	—	1
20 THE WAITING TOM PETTY & THE HEARTBREAKERS (Beckstreet/MCA BSR-51100)	14	11	53 LOVE ON A TWO WAY STREET STACY LATTISAW (Columbia Atlantic 46015)	60	4	85 JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)	64	23
21 GEMINI DREAM THE MOODY BLUES (Threshold/PolyGram TR601)	25	6	54 PROMISES BARBRA STREISAND (Columbia 11-02065)	48	8	86 UNDER THE COVERS JANIS IAN (Columbia 18-02176)	—	1
22 SEVEN YEAR ACHE ROSANNE CASH (Columbia 11-11426)	24	14	55 SHADDUP YOU FACE JOE DOLCE (MCA-51053)	51	12	87 STRANGER JEFFERSON STARSHIP (Grunt/RCA JB-12275)	—	1
23 FOOL IN LOVE WITH YOU JIM PHOTOGLO (20th Century-Fox/RCA TC-2487)	23	14	56 FEELS SO RIGHT ALABAMA (RCA PB-12236)	82	5	88 THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616)	—	1
24 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	30	7	57 COOL LOVE PABLO CRUISE (A&M 2349)	76	2	89 STARS ON 45 — MEDLEY II STARS ON 45 (Radio Records/Atlantic RR 3830)	—	1
25 TIME THE ALAN PARSONS PROJECT (Arista AS 0598)	27	13	58 FANTASY GIRL .38 SPECIAL (A&M 02330)	61	6	90 YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)	—	1
26 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	15	19	59 EVERLASTING LOVE REX SMITH/RACHEL SWEET (Columbia 18-02169)	67	3	91 SAY WHAT JESSE WINCHESTER (Bearsville BSS 49711)	57	13
27 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	29	11	60 STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE (Cesabance/PolyGram NB2332)	39	13	92 I CAN TAKE CARE OF MYSELF BILLY & THE BEATERS (Alfa ALF-7002)	65	12
28 WHAT ARE WE DOIN' IN LOVE DOTTIE WEST (Liberty 1404)	21	6	61 SIGN OF THE GYPSY QUEEN APRIL WINE (Capitol P-5001)	56	8	93 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. WBS 49692)	82	9
29 NOBODY WINS ELTON JOHN (Geffen GEF 49722)	26	10	62 SWEETHEART FRANKE & THE KNOCKOUTS (Millennium JH-11801)	52	19	94 AMERICAN MEMORIES SHAMUS M'COOL (Perspective PR-107)	95	2
30 DON'T LET HIM GO REO SPEEDWAGON (Epic 19-02127)	33	5	63 WHAT SHE DOES TO ME (THE DIANA SONG) THE PRODUCERS (Portrait/CBS 12-02092)	68	5	95 ANOTHER TICKET ERIC CLAPTON AND HIS BAND (RSO/PolyGram RS 1064)	84	5
31 TOUCH ME WHEN WE'RE DANCING CARPENTERS (A&M 2344)	43	4	64 TOM SAWYER RUSH (Mercury/PolyGram 76109)	74	3	96 PULL UP TO THE BUMPER GRACE JONES (Island IS 49697)	98	2
32 THE STROKE BILLY SQUIER (Capitol P-5005)	37	9	65 SUZI RANDY VANWARMER (Bearsville BSS 49752)	72	4	97 HARD TIMES JAMES TAYLOR (Columbia 11-02093)	89	5
33 IN THE AIR TONIGHT PHIL COLLINS (Atlantic 3824)	38	7				98 MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)	88	22
						99 RICH MAN TERRI GIBBS (MCA-51119)	91	4
						100 BROOKLYN GIRLS ROBBIE DURPLE (Elektra E-47145)	85	8

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Life Of Illusion (Rio Ray/Wow & Flutter — ASCAP)	35	Gemini Dream (W.B./MCA — ASCAP)	21	ASCAP)	83	Take It On The Run (Buddy — BMI)	46
A Woman Needs (Raydiola — ASCAP)	11	Give It To Me (Jobete & Stone City — ASCAP)	40	Promises (Stigwood/Unichappell — BMI)	54	That Old Song (Raydiola — ASCAP)	88
All Those Years (Ganga — BMI)	7	Hard Times (Country Road — BMI)	97	Pull Up (Ackee/Grace Jones — ASCAP)	96	The Breakup Song (Rye-Boy — ASCAP)	37
America (Stonebridge — ASCAP)	14	Hearts (Mercury Shoes/Great Pyramid — BMI)	16	Queen Of Hearts (Drunk Monkey — ASCAP)	24	The Kid Is Hot (Blackwood/Deen Of Music — BMI)	67
American Memories (Celtic — BMI)	94	How 'Bout Us (Dana Walden — license pending)	81	Really Wanna (Rondor, Adm. By Almo/High Wave)	75	The One That You (Careers/Bestall Reynolds — BMI)	2
Angel Of The Morning (Blackwood — BMI)	43	I Can Take Care (WB/Vera Cruz — ASCAP)	92	ASCAP)	99	The Real Thing (State Of The Arts/Brojey — ASCAP)	69
Another Ticket (Stigwood/Unichappell — BMI)	95	I Don't Need You (Bootchute — BMI)	9	Rich Man (Song Blz — BMI)	99	The Stroke (Songs Of The Knight — BMI)	32
Being With You (Bertam — ASCAP)	41	I Love You (C.B.B. — ASCAP)	18	Rock And Roll (Neverland/Lost Boys — BMI)	42	The Waiting (Gone Getor — ASCAP)	20
Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI)	1	In The Air (Effectsound Ltd./Pun — ASCAP)	33	Say What (Fourth Floor/Hot Kitchen — ASCAP)	91	Theme From "Greatest American Hero" (In Dispute)	6
Boy From New York (Trio — BMI)	13	Is It You (Rit Of Habeas — ASCAP)	17	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	22	This Little Girl (Bruce Springsteen — ASCAP)	10
Breeding Away (Dakset — BMI)	84	It Didn't Take Long (Jiru/Land Of Dreams — ASCAP)	50	Shaddap You Face (Remix — BMI)	55	Time (Woolfsongs Ltd./Careers (Adm. By Irving) — BMI)	25
Brooklyn Girls (Captain Crystal/Screen Gems-EMI — BMI)	100	It Hurts To Be (Screen Gems/EMI — BMI)	80	Sign Of The Gypsy (Irving — BMI)	61	Tom Sawyer (Core — ASCAP)	64
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP)	57	It's Now Or (Gladys — ASCAP)	44	Slow Hand (Warner-Tamarlane/Flyng Dutchman/Sweet Harmony — BMI)	12	Too Much Time (Stylian (Admin. By Almo) — ASCAP)	78
Don't Give It Up (British Rocket/Adel — ASCAP)	74	Jessie's Girl (Robie Porter — BMI)	5	Some Changes (Prince Street — ASCAP/Unichappell/Begonia — BMI)	70	Touch Me When (Hall-Clement — BMI)	31
Don't Let Go The Coat (Tower Tunes — BMI)	77	Jones vs. (Delightful/Fresh Stert — BMI/Double F — ASCAP)	51	Someday (Belwin/Mills — ASCAP)	72	Two Hearts (Frozen Butterfly — BMI)	45
Don't Let Him Go (Fate — ASCAP)	30	Just The Two (Antisia/Bleunig — ASCAP)	85	Stars On (Various Publishers — BMI/ASCAP)	3	Under The Covers (Mine Int'l — ASCAP)	86
Don't Want To Wait (Pseudo/Irving/Foster Frees/Boone's Tunes — BMI)	49	Lady (Jobete & Commodores — ASCAP)	36	Stars On II (Various Publishers — BMI/ASCAP)	89	Urgent (Somerset/Evensongs — ASCAP)	48
Double Dutch (Wimot/Frason/Supermarket BMI)	38	Living Inside (Black Keys — BMI)	52	Stranger (Alien — BMI)	87	Walk Right Now (Mijec Sigg/Rejneck — BMI)	76
Elvira (Acuff-Rose — BMI)	4	Love On A Two (Gambel — BMI)	53	Stronger Than (Unichappell/Begonia Melodies/Fedore — BMI/Hidden Valley — ASCAP)	34	Watching The Wheels (Lenono — BMI)	82
Endless Love (PGP/Brockman — ASCAP)	47	Modern Girl (Pendulum/Sea Shanty/Unichappell — BMI)	19	Still Right Here (Kentucky Wonder — BMI)	60	What Are We Doin' (Cheppell/Salmaker — ASCAP)	28
Everlasting Love (Rising Sons — BMI)	59	Morning Train (Unichappell — BMI)	98	Sukiya (Beechwood — BMI)	26	What Cha' Gonna (Average (Admin. by Ackee) Longdog — ASCAP)	93
Fantasy Girl (Rocknocker/W.B./Easy Action — ASCAP)	58	Nicole (Hamstein — BMI)	71	Suzi (Terraform/Fourth Floor — ASCAP)	65	What She Does (Huge — BMI)	63
Feels So Right (Maypop — BMI)	56	Nightwalker (Black Keys — BMI)	73	Sweet Baby (Mycenae — ASCAP)	27	Winning (Island — BMI)	15
Fly Away (Bohral — BMI)	79	No Gettin' Over Me (Rick Hell — ASCAP)	39	Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP)	62	You Are Forever (Bertem — ASCAP)	66
Fool In Love (Nearytunes — ASCAP/Fanfara/Nearytunes — BMI)	23	Nobody Wins (Intersong — ASCAP)	29			You Don't Know Me (Rightsong — BMI)	90
		Nothing Ever Goes (Stylian (Admin. By Almo) — ASCAP)	62			You Make My (Hot-Cheer/Six Continents — EMI)	6
						You're My Girl (Big Teeth — BMI/Bright Smile — ASCAP)	68

⊘ = Exceptionally heavy radio activity this week

Ⓢ = Exceptionally heavy sales activity this week



SHAKIN' IT UP — Columbia Records recently held a listening party for Cheryl Lynn. Pictured are (l-r): Walter Yetnikoff, president, CBS Records Group; Eric Kronfeld, Lynn's manager; Lynn; Dick Asher, deputy president and chief operating officer, CBS Records Group and president, CBS Records Division.

Goody Prosecution Replies To Defense Dismissal Moves

by Dan Nooger

NEW YORK — The prosecution in the Sam Goody counterfeit tapes case has filed a reply brief in Brooklyn Federal Court in opposition to the recently filed defense motion for post-trial relief (**Cash Box**, June 27). Defense attorneys filed a joint brief on June 12 asking that the guilty verdicts against Sam Goody Inc. and vice president Sam Stolon for Interstate Transportation of Stolen Property (ITSP) and copyright infringement be set aside, or a new trial ordered.

The reply brief, filed by prosecutor John Jacobs of the Justice Department's Organized Crime Strike Force for New York's Eastern District, argued that the defense had disregarded much of the evidence presented by the prosecution during the trial. The defense brief, meanwhile, claimed that no connection was established between allegedly counterfeit product purchased by Stolon and the same titles and quantities of tapes shipped to Pickwick, that the Goody firm had no knowledge that the tapes were counterfeit, that the copyrights of the tapes had not been proven to be valid, that the jury was improperly instructed on copyright validity and that the Racketeer Influenced Corrupt Organization (RICO) charges against the Goody chain and Stolon in the original indictment prejudiced the jury.

In the reply brief, the prosecution argued that government exhibits, including a purchase order from Goody to reputed middleman Horton Verner for 23,000 Grease tapes bearing the notation "All went to

Pickwick," proves the connection between the tapes purchased by Stolon and those shipped to Pickwick.

Sufficient Evidence

The brief also argued that sufficient evidence was presented to prove that officers of the corporation had knowledge that the disputed tapes were illicit, citing the low price paid for the goods and the fact that they were segregated from regular stock in the Goody warehouse.

The brief argued further that the copyrights of the disputed tapes were valid, based on certified copies of the copyright certificates, the testimony of Billy Joel, the stipulations filed by Olivia Newton-John, the Bee Gees and other artists, and the

(continued on page 14)

Labels Move On Bar Coding Implementation

by Dan Nooger

NEW YORK — Major label acceptance of bar coding for album product, which seemed to be slowing down a few months ago (**Cash Box**, April 18), has accelerated following the National Assn. of Recording Merchandisers (NARM) convention in April. A **Cash Box** survey of manufacturers has revealed that several companies that have been delaying implementation of bar coding — including EMI America/Liberty, MCA and possibly Elektra/Asylum — are moving ahead or are currently deciding whether to do so.

Several large retail chains have also indicated that they plan to install point-of-

NARM Retailers Committee To Propose Additional Meet

Will Seek To Develop Closer Ties With Manufacturers

by Fred Goodman

NEW YORK — As a result of its June meeting in Dallas, the retailers advisory committee of the National Assn. of Recording Merchandisers (NARM) will recommend that the full retail segment of the organization meet every six months rather than once a year, beginning with the 1982 convention in March.

Cash Box has also learned that the retailers advisory committee will be meeting again in September and that the West Coast meet will also be attended by members of the manufacturers advisory committee and representatives of the major retail chains. The meeting of the two committees is expected to presage a greater role for the manufacturers in addressing the needs of NARM's membership.

Lou Fogelman, chairman of the retailers advisory committee, said the recommendation to meet twice a year "stems from the fact that there are a lot of things we want to accomplish, and not all of them are accomplishable at one time. We feel that if we meet twice a year, once during the convention and once in September, we could at least keep up our efforts to help the retail end of the industry."

Many Priorities

Fogelman added that by meeting once every six months, the board would be better able to address key goals that could realistically be achieved within the year. "There are many priorities, and all of them can't be handled at once," he said. "This could really help us get focused."

Aside from the recommendation to meet biannually, the retailers advisory commit-

tee is seeking to achieve closer ties with the manufacturing end of the industry. The first step towards this goal will be the inclusion of the manufacturers advisory committee at the next retailers committee meeting.

"There are problems we feel can best be solved on a mutual basis," said Fogelman. "None of the things we're trying to achieve can be accomplished without the help of the manufacturers. So we're trying to get

(continued on page 45)

New Meat Loaf, Rickie Lee LPs In Summer Release

LOS ANGELES — More than 370 new albums have been tentatively scheduled for release during the third quarter of 1981, highlighted by LPs from such superstar acts as Foreigner, Journey, Barry Manilow, the Rolling Stones, Pat Benatar, Olivia Newton-John, Hall & Oates, Smokey Robinson, AC/DC, Kool and The Gang and Kiss. Featured summer releases are also set to include the long-awaited follow-up to Rickie Lee Jones' Grammy Award winning debut LP, as well as debut solo albums from Blondie's Deborah Harry and Fleetwood Mac's Stevie Nicks.

Leading off the list of top releases for the month of July are new albums by The Kinks, the Ailman Brothers Band, Aretha Franklin and the Grateful Dead on Arista; newly-released studio efforts from Pablo Cruise and the Brothers Johnson, as well as a Gino Vannelli greatest hits package on A&M; recently-shipped albums by hard rockers

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STARSHIP GOES GOLD — Grunt/RCA recording group Jefferson Starship recently appeared at the Dr. Pepper Festival and received a gold album for "Modern Times" following the show. Pictured are (l-r): Bill Thompson, Starship manager; Pete Sears and Craig Chaquico of the group; "Modern Times" cover model Monica Clemans; Paul Kantner and (kneeling) David Freiberg of the band; Robert Summer, president, RCA Records; and Grace Slick, Mickey Thomas and Aynsley Dunbar of the band.

purchase scanning equipment, and some big rack jobbers have begun to use or will introduce bar coded price tickets on their product. In addition, at the recent NARM convention (**Cash Box**, April 25), the retailers advisory committee and the rack jobbers advisory committee expressed strong support for wider use of bar code; and NARM itself, which for the past four years has been urging manufacturers to adopt bar coding, reaffirmed its support at the convention, stressing the potential cost savings to retailers in inventory and ordering and to manufacturers in directing shipments and processing returns.

Currently CBS, RCA, A&M, Chrysalis and Warner Bros. are using bar code on all album releases; while Capitol and MCA are using bar code on selected releases. Atlantic, Elektra/Asylum, PolyGram and Motown are not currently using bar coding.

More Bar Coding

Capitol and MCA, which so far have only used bar code on a limited number of releases, are moving towards wider use on both new product and catalog. Dan Westbrook, vice president of manufacturing for MCA, noted, "We took steps toward using bar code in January of this year, but then, because of indications that it wasn't what our customers wanted, we backed away. At the convention (in April), NARM stressed that it was behind it and our customers have indicated they want it, so we're going to move ahead."

According to Grant Thompson, director, national purchasing, Capitol, bar coding is now being used on all new Capitol popular product and will probably be used on EMI America and Liberty releases "within the next two months." In addition, Capitol has re-released a substantial amount of back

catalog product with new record numbers, and these albums are bar coded. The code symbols are not being used on classical releases because of "resistance from creative people and management," but Thompson notes that steps are being taken towards developing ways of incorporating the code onto those albums. Thompson cited encouragement from NARM and the Recording Industry Assn. of America (RIAA), as well as indications from retailers that they would be using point-of-purchase scanners "within a year" as reasons for going ahead with bar coding.

Jack Reinstein, senior vice president and treasurer of Elektra/Asylum and chairman of the board of the WEA bar coding committee, said "a decision on bar coding is being made," noting that it is "likely the WEA labels not already using the code will adopt it because NARM has reaffirmed that it is useful, and many of our customers have indicated that they want it."

Retail Support

On the retail front, the Lieberman Enterprises and Western Merchandisers rack operations are utilizing bar coded tear-away price tickets on their product. Pickwick has also indicated that it will convert to bar coded price tickets and will further install point-of-purchase scanners in about 30 stores as a test. The Tower and Camelot chains have also indicated strong support for using bar code.

NARM has been the driving force in urging manufacturers to adopt the bar coding system for the past four years. Two years ago, NARM created UPC bar code manuals, *What UPC Means To The Recording Industry*, for retailers and rack jobbers; and,

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U.S. Labels Look To Rebound From Soft First Half Overseas

by Michael Glynn

LOS ANGELES — Despite the surging strength of the dollar overseas and the continuing growth and expansion in the Latin American markets, there were few real bright spots in the international picture for recorded music during the first six months of 1981. Due principally to sagging economies in Europe, particularly in the U.K., executives from the international divisions of nearly every major U.S. record label reported sales to be flat, at best, during the first half of the year.

While such traditionally strong European markets for U.S.-originated product as France, Germany, and The Netherlands again led the way in sales, business was comparatively soft on the continent as a whole. And although sales in Canada and Japan were reported to be stable to good, the Australasian countries (Australia and New Zealand) proved to be more commercially potent territories than ever before for the exploitation of both U.S. and U.K. product. At the same time, such homegrown acts as Split Enz, Joe Dolce, Little River Band, Cold Chisel and AC/DC all had international hits.

As the labels shook off the doldrums of the first half of 1981, international division executives surveyed by **Cash Box** indicated that they were looking forward to a stronger second half, beginning during the latter half

EMI Music Confab Draws 79 Reps From 32 Countries

LOS ANGELES — Some 79 representatives from 32 countries attended the One World Of EMI Music Conference, hosted this year by the Capitol/EMIA/Liberty Records Group here, June 13. Managing directors from EMI's 30 worldwide companies, the regional directors representing the United Kingdom, Ireland, Southeast Asia, the Middle East, Scandinavia, Southern and Central Europe and the central staffs of EMI Music's dual London and Hollywood headquarters were also on hand for the six-day confab.

The conference centered around various seminars focusing on the company's A&R, marketing and promotion, manufacturing and distribution, personnel, finance and planning, business affairs and publishing operations. The seminars were followed by open forum discussions chaired by Bhaskar Menon, chief executive officer of EMI Music Worldwide.

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of August and early September. The bulk of major international releases will be spread throughout the fall and into the early part of the winter, paralleling the domestic pre-Christmas campaign thrusts. The following is a rundown of international activity during the first half of the year, major plans for the remainder of 1981 and reaction and analysis from executives in the international divisions of the major labels.

WEA International

Elektra/Asylum Records maintained an "extremely aggressive profile in all categories of music . . . especially with new artists," during the first half, according to George Steele III, vice president and director of international operations. In particular, Steele cited Queen's soundtrack LP to the motion picture *Flash Gordon* as a "huge success" in Canada, Japan, Australia and New Zealand, while the label spread its domestically successful crossover campaign for Grover Washington, Jr.'s "Winelight" LP and the single, "Just The Two Of Us," to a number of overseas markets.

While a number of labels cut back on costly international promotion tours, E/A sent such artists as Patrice Rushen, Tom Waits and Warren Zevon on European promo visits to plug current product. As part of a continuing program to heighten the presence of new artists on an international level, the label put John O'Banion on a four-city promo tour of Japan June 23, while Roger Taylor was slated to do a major promotional tour of Canada.

"Within the next couple of months we've planned a number of summer campaigns," stated Steele. "We'll have a major campaign on Doors catalog product throughout Europe and the U.K., which will include box sets and other items. However, our most intensive efforts will be on behalf of breaking product by such new acts as Joe Vitale, David Lindley, John O'Banion and Lee Ritenour, as well as pushing forthcoming product from The Kings and the newly signed Rockets."

Steele also indicated that E/A was in the process of developing such international

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ASCAP, CBS Finalize TV License Agreement

NEW YORK — ASCAP has concluded a new \$51 million license agreement with CBS for its television network. Under the terms of the agreement CBS will pay ASCAP \$8 million for 1981; \$8.5 million for 1982; \$9 million for 1983; \$9.5 million for 1984; and \$9.8 million for 1985. For the

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Publishing Houses Take Mechanicals Increase In Stride

by Marc Cetner

LOS ANGELES — While the nation's leading publishing houses are for the most part pleased with the Federal Court's decision to support the Copyright Royalty Tribunal (CRT) by allowing the new mechanical royalty rate to go into effect as scheduled on July 1 (**Cash Box**, July 4), the majority are treating the news with a "business as usual attitude."

The hike from 2.75 cents a song to four cents a song is being viewed as more of a cost of living increase than anything else, and while it is a victory for publishers and songwriters, its monetary effect on major publishers won't be felt for at least another nine months.

Long overdue in the minds of most publishers, the increase will be split equally between the companies and the writers. And although it is being welcomed by publishing houses, the hike's impact is expected to be subtle.

"It's certainly not a windfall," says Screen Gems/Colegems/EMI president Lester Sill, "but we are happy now that we know it's coming. For the most part, it helps out people get on with the business of living."

Sill also says that Screen Gems would feel no immediate effect, and, like the majority of his colleagues, maintains that business will continue as usual.

Also taking the increase in stride is Roger Gordon, president of Chappell Music. "It's really going to have no drastic effect on our game plan at Chappell," explains Gordon. "It'll allow a lot more writers to make a little more money, but there'll be no change in our method of operation."

Arista-Interworld Music's president, Billy Meshel, looks at the increase from more of a long range perspective, and maintains that the royalty hike gives his company more of an ability to plan for the future.

Meshel says that it will be two years before the hike to four cents means anything substantial, but since it represents meaningful monies, it allows for planning and budgeting and enables the company to speculate a little more.

Concern For The Future

Both Warner Music president Mel Bly and Jobete head Jay Lowy feel that the new price institution is the first step in the right direction toward proper compensation, but like the majority of their contemporaries, remain concerned with the mechanical royalty rate's future.

"I hope the new rate is just the beginning," says Bly, "but the increase is still not

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CASH BOX



Five years ago, the Oak Ridge Boys were one of the hottest gospel groups around. Today, the Boys are one of the hottest country groups in the United States, boasting six consecutive gold albums and an impressive string of #1 country hits, including the most recent, "Elvira," in addition to "Ya'll Come Back Saloon," "You're The One," "I'll Be True To You," "Cryin' Again," "Come On In," "Sail Away," "Dream On" and "Leaving Louisiana."

The Oak Ridge Boys' ever increasing popularity has included a successful — if unintentional — maneuver into the pop realm with "Elvira," which has cracked the Top Five of the **Cash Box** Pop Chart, landing this week at #4 bullet. The group's crossover potential doesn't end with radio, however. In concert the Oaks consistently draw SRO crowds to their country/rock/gospel/pop shows. And to top it off, the group is backed by one of the best bands in the business — Skip Mitchell, Don Breland, Ron Fairchild, Pete Cummings and Fred Satterfield.

Bill Golden has been a member of the Oaks the longest. While still a high school student in Brewton, Ala., he saw the Oak Ridge Boys (then a gospel act) perform. One look was all it took, and Golden soon joined the group. Soon after, he met Duane Allen, a young singer from Taylortown, Texas, who was working with a quartet called the Prophets. One year later, Allen joined the Oaks.

About two years later, they met Richard Sterban from Camden, N.J., who once sang with the Stampe Quartet backing Elvis Presley. Eight years later, Sterban and Joe Bonsall, a tenor who was a regular on Dick Clark's *American Bandstand* while in junior high in Philadelphia, joined Golden and Allen, to form the Oaks' current configuration.

The Oak Ridge Boys are a consummate unit, striving for the best in all they do. Group member Bonsall was once quoted as saying, "We're not just a bunch of kids with a couple hit records under our belts. We've been around for a while, and we know what the business is all about. We want this to be a longevity thing. We want to be a force, to keep the momentum rolling."

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EMI MUSIC CONFERENCE — The One World of EMI Music Conference was recently hosted by the Los Angeles-based Capitol/EMIA/Liberty Records Group. Representatives from 32 countries were on hand for the six-day event. Pictured during breaks in the confab's schedule are (l-r): Brian Jeffrey, EMI Music London; Bhaskar Menon, chairman of the board and chief executive officer,



EMI Music Worldwide; Helmut Fest, vice president of international operations, Capitol/EMIA/Liberty Records Group; Nick Hampton, EMI Music London; Peter Leister, managing director, Thorn EMI England; Brian Dockery, EMI Music Japan; Tony Todman, finance director, EMI Music Europe & International and Don Zimmermann, president, Capitol/EMIA/Liberty Records Group.



Produced by Al Nalli and Henry Weck for Al Nalli Productions, Inc.

ON TOUR:

July 2	Philadelphia, PA	Spectrum
July 3	Baltimore, MD	Civic Center
July 5	Buffalo, NY	Memorial Auditorium
July 8	Hartford, CT	Stage West
July 9	Utica, NY	Stanley Theatre
July 10	East Rutherford, NJ	Meadowlands/Byrne Arena
July 11	Detroit, MI	Royal Oak Theatre
July 12	Youngstown, OH	The Agora
July 15	Charleston, WV	Civic Center
July 17	Nashville, TN	Municipal Auditorium
July 19	Norfolk, VA	Portsmouth Stadium
July 21	Memphis, TN	Mid-South Coliseum
July 23	Dothan, AL	Dothan Civic



BLACKFOOT

MARAUDER

ON ATCO RECORDS AND TAPES
FEATURING THE HIT SINGLE, "FLY AWAY!"

July 24	Atlanta, GA	The Fox
July 25	Augusta, GA	Richmond County Coliseum
July 26	Montgomery, AL	Sandy Creek Outdoors
July 28	Miami, FL	Sunrise Theatre
July 29	Fort Myers, FL	Lee County Arena
July 30	Fort Pierce, FL	Saint Lucie Civic Arena
July 31	Savannah, GA	Municipal Auditorium Arena
August 1	Fayetteville, NC	Cumberland County Memorial
August 2	Asheville, NC	Asheville Civic Center
August 4	Columbus, GA	Municipal Auditorium
August 5	Charleston, SC	Gaillard Auditorium
August 6	Myrtle Beach, SC	Convention Center Arena
August 7	Greenville, SC	Memorial Auditorium
August 8	Johnson City, TN	Freedom Hall
August 9	Columbia, SC	Township Auditorium

NEW FACES TO WATCH



Holly & The Italians

Holly Vincent, the Holly of Holly and the Italians, giggles gleefully as she tells how her three-piece group played last year's Heatwave in Toronto armed with one small guitar amplifier, a standard bass amp and drums.

"There were all these bands with loads of equipment, and we come out, looking like poverty cases, and started making all this noise!" she reports with relish.

Indeed the surprising power and fullness exhibited on the group's Virgin/Epic debut LP, "The Right to Be Italian," conjures visions of hours spent in the studio painstakingly layering and overdubbing to get that Phil Spector-esque thickness. But no, says Holly, that wasn't the case at all.

The secret, she reveals, is that "I played really, really loud in the studio. It was so loud that the people trying to lay down their vocal track in the next studio had to wait until I was done because the sound kept leaking through the wall to the next room."

"She kept blowing up amps," adds bassist Mark Sidgwick, the only current Italian, as the group is in the process of auditioning new drummers prior to touring here this summer.

The Holly and the Italians story began a couple of years ago in Los Angeles, where Holly, an Ohio native and ex-drummer in an all-female group, had put together a band to play songs she had written on guitar. The group came to the attention of the manager of one of Britain's top acts, who offered to bring them to England and get them a deal.

Instead of a deal, says Holly, "he brought us to England and left us there." Fortunately, the group found help in the form of Charlie Gillet, noted rock authority and head of Oval Records, who offered the group a deal to do a single. In an 8-track studio, the trio — Holly and drummer Steve Young from L.A., plus Sidgwick, who had been recruited in London — recorded "Tell That Girl to Shut Up" for Oval, and when the press jumped on the group's bandwagon, it began to climb the British charts. An album deal with Virgin followed closely on the heels of the single's success.

The group's first tour was an unfortunate one, though, pitting it as the middle band between two ska-type outfits, Selector and the Bodysnatchers. "We liked the bands, but the audiences were only there for the ska experience, so we didn't really get a fair hearing," relates Holly. Nevertheless, the tour yielded the title for their debut album.

"You get a bit silly after a while if you spend any time on the road with a reggae band," she says. "We came up with the phrase 'The right to be Italian' as a retaliation to the silliness that was going on around us."

With the release of the LP — recorded at the Record Plant in New York with Richard Gottschler producing — Holly and the Italians have turned their attentions to America once again. The group recently signed to an American manager, Gary Kurfirst, and has been in New York with an eye on relocating before the summer tour begins.

Perhaps Holly's reasons for wanting to move back here are best summed up in "I Wanna Go Home," the kick-off track on the album, inspired, she says, by ex-Italian Steve Young's bout of homesickness while on the road in England.



Iron Maiden

That hideous, hatchet-wielding zombie on the cover of the first two Iron Maiden albums looks like an outcast from George Romero's classic horror film, *Night Of The Living Dead*, but Iron Maiden's drummer, Clive Burr, feels that the skeletal nightmare, nicknamed Eddie, is also a good visual metaphor for his band's sound.

"When we saw Eddie in a book featuring new graphic artists, we knew he was perfect for our image and sound," said Burr, "because he kind of jumps out at you, just like our music."

Iron Maiden's sound does indeed "jump out at you," being at the vanguard of England's neo-heavy metal movement, which features such bands as Def Leppard, Saxon, Motorhead and Ozzy Osbourne. But Iron Maiden's ability to update and streamline the thunderous idioms that bands like Black Sabbath and Deep Purple defined has succeeded in a place other than the British Isles, too.

The band's second LP, "Killers," has shot to #102 bullet on the *Cash Box* Pop Album chart and shows no signs of slowing in its sixth week in release. Its uncompromising, head banging sound doesn't just come from the will to capitalize on a trend though.

"I think the kids got fed up with punk and wanted the same volume and energy, but with better songs and musicianship," said Burr, "so we came along at just the right time."

The fivesome, which named itself for the medieval torture device, first began practicing its unique brand of metallurgy in June of 1977, almost in contempt of the new wave/punk movement. And, as might be expected, the band had trouble finding work in a club scene that was ravenous for the Sex Pistols and Clash.

But as time wore on, the band began developing a following via its many gigs at the Soundhouse in London, which stood as the last outpost of original British heavy metal in the late-'70s. And in mid-'79, Iron Maiden released an independent EP, "The Soundhouse Tapes," on its own Rock Hard Records.

In November of 1979, the band signed with Capitol and, just prior to recording its self-titled debut album ("Metal For Muthas" in England), arrived at a final line-up. Consisting of Paul Di'anno (vocals), Dave Murray (guitar), Adrian Smith (guitar, vocals), Steve Harris (bass, vocals) and Burr (drums), Iron Maiden had an impressive first year. The group's maiden voyage jumped straight onto the British charts at #4, and it scored big in-concert points by opening for Kiss on its 1980 European tour and staging its own SRO tour of Britain.

In November of 1980, the Iron men returned to the studio for a second LP under the guidance of Martin "Headmaster" Birch. The famed British producer, who was responsible for metal masterpieces by Deep Purple, Black Sabbath and Rainbow, brought out the true fury of the band, according to Burr.

"We dubbed him the 'Headmaster' because he really took control in the studio, and we also respected him because he's produced most of our favorite albums," said Burr. "We became cohesive on 'Killers,' partly because we'd worked together as a band for awhile and partly because of Martin."

Losk And Petrone Are Promoted In Reshuffle Of PolyGram Marketing Unit

NEW YORK — PolyGram Records, Inc., has revised the structure of its marketing department, with Harry Losk being promoted to senior vice president, marketing, and Emiel Petrone becoming vice president, marketing, West Coast. Under the new marketing structure, Petrone and Jim Lewis, vice president, marketing for special projects, will report directly to Losk.

Lou Simon, senior vice president, marketing, and Jules Abramson, vice president, marketing/product development, have left the company.

"The molding together of our two organizations — PolyGram Records and PolyGram Distribution — and the changes in the way we market and sell our music have necessitated these changes in our marketing department," commented Bob Sherwood, executive vice president and general manager, PolyGram Records. "Obviously, the placing of people who have extensive marketing and sales backgrounds in these key posts will cause a far greater interaction of these heretofore separate areas and enable us to function more effectively and creatively as one."

More Changes

As part of the change, Bill Haywood, vice president, black music marketing; Bill

RCA, CPI Form International Vid Marketing Venture

LOS ANGELES — RCA Corp. and Columbia Pictures Industries, Inc. (CPI) have formed a joint marketing venture for home video entertainment programs in all territories throughout the world excluding the U.S. and Canada. The worldwide organization, under the new arrangement, will market both existing and future theatrical and TV programming, as well as original productions created specifically for

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Kirshner's Rock Concert Celebrates 10th Year

LOS ANGELES — Don Kirshner's Rock Concert is set to celebrate its 10th anniversary during August as the most prominent TV showcase for recording industry talent on television.

"He (Don Kirshner) was the first major television producer to give meaningful national exposure to some of the strongest new talents, biggest acts and personalities of the past decade," commented Len Koch, executive vice president of Syndicast Services, which distributes the Kirshner shows.

The 90-minute show is produced and taped in Los Angeles and airs in all major markets on late night television.

Levy, vice president, creative services; and Len Eppard, vice president, press and artist relations, will report directly to Sherwood. Haywood's department will now play an even stronger role in the career development of the artists under his aegis.

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Glancy Sets P&D Deal With CBS

NEW YORK — Ken Glancy, former president and U.K. managing director for RCA Records, has formed a new jazz-oriented label, Finesse Records, and has finalized a pressing and distribution deal for it with CBS Records.

The New York-based label is already heavily into production and is expected to release its first three records sometime in August. The label's debut will consist of "At Marty's in New York" by Mel Torme and Friends, which includes collaborations with Janis Ian, Gerry Mulligan, Cy Coleman and Jonathan Schwartz; "Paul Desmond with the Modern Jazz Quartet;" and "Through A Looking Glass" by Bob Brookmeyer. Scheduled for later release are productions with Ruth Brown, John Lewis, the Mel Lewis Jazz Orchestra and more from Torme.

"For want of a better phrase, the term 'good music' best describes our intentions," said Glancy. "The artists and composers we will sign will be articulate, talented, creative and dedicated to expanding a too-often neglected American art form."

"We plan to work very closely with them in developing all aspects of their careers," he added. "The time has passed when record companies can simply concern themselves with 'the product.' Recordings are only one of the conduits through which artists demonstrate their talents and abilities."

"Finesse will be involved in areas such as publishing and print, i.e., stage band arrangements and portfolios, and these will be tied into the records we produce," he explained. "Our extensive promotion activities on campus will also be a major exposure factor, and we believe very strongly that the future lies in the hands of the young adults who are serious about music."

Production Services

Glancy has secured the services of a production company headed by Norman Schwartz, former head of the Gryphon label, which will supervise all production for the label. "We are not only interested in developing individual performers," Schwartz said, "but in involving composers and arrangers as well. We're not interested in making 'commercial' records. Our emphasis will be toward composition and the existence of jazz as a form that can be concertized."

"We're interested in developing the Mel

(continued on page 31)



THE ORIGINAL — MCA recording artist Jerry Jeff Walker recently appeared at the Greek Theatre in Los Angeles, where friends and label execs came out to greet him. Pictured are (l-r): Pat Martine, Los Angeles promotion director, MCA; Bob Siner, MCA Records president; Bob Osbourne, national album promotion, MCA; Walker; Lorine Mendell, director of trade relations, MCA; and Arnold Sloane, vice president of administration, MCA.

NARM 1981 VIDEO RETAILERS CONVENTION

"THE TIME IS NOW!"



AUGUST 10-13, 1981 ■ GRAND HYATT HOTEL ■ NEW YORK CITY

Video software retailers will meet at the first annual NARM Video Retailers Convention to share ideas, plan for opportunities and develop lines of communication and avenues of understanding with video software manufacturers and wholesalers. Yes, THE TIME IS NOW for a national meeting that focuses on the needs of the video dealer.

THE TIME IS NOW! GENERAL BUSINESS SESSIONS feature leading merchandisers as keynote speakers; special guest speakers; taped consumer interviews; a Presidents panel, and an opportunity to find out how your rental or exchange program stacks up against those of other key dealers.

THE TIME IS NOW! ADVERTISING AND MERCHANDISING PANELS discuss new and proven ways to display and advertise video software, including a critical look at the role of the manufacturer.

THE TIME IS NOW! PRODUCT PRESENTATIONS high-

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

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

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

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

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

DETACH AND RETURN

ROOM RATES—GRAND HYATT NEW YORK

Single—\$75 Double—\$90 Suites—single or double occupancy: Parlor & one bedroom \$220, \$400, \$500 Parlor & two bedrooms \$320, \$470, \$600

Authorized Signature _____ Company _____

Address _____ Phone _____ Area Code _____ Number _____

City _____ State _____ Zip Code _____

Arrival Date _____ A.M. _____ P.M. **REGISTRATION FEE (payable in advance)**
 Departure Date _____ A.M. _____ P.M. Member \$250 Non-Member \$300
 Spouse \$150 Spouse \$150

name position first name for badge room rate registration fee

1. _____ \$ _____

2. _____ \$ _____

TOTAL REGISTRATION FEES \$ _____

(PLEASE CHECK ONE)
 Enclosed please find a check to cover total fees.
 Please charge total fees to:

VISA Account No. _____

Expiration Date _____

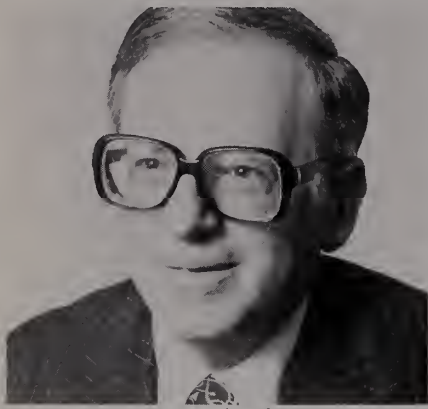
Master Card Account No. _____

Expiration Date _____

Card in the Name of _____

THOSE DESIRING TO ATTEND THE CONVENTION MUST PAY A REGISTRATION FEE, WHETHER OR NOT THEY REQUIRE ROOM RESERVATIONS. — A check made payable to NARM, or credit card information must accompany this form. RESERVATIONS CLOSE JULY 27, 1981. No refunds will be made on cancellations after closing date.

Return to: **NARM** INC. ■ 1060 Kings Highway North, Suite 200 ■ Cherry Hill, NJ 08034 ■ (609) 795-5555



Lou Cook

Cook Appointed President, MCA Int'l Division

LOS ANGELES — Lou Cook was recently appointed president of the MCA Records international division.

Cook, who is based at MCA's Universal City headquarters in Los Angeles, will continue to serve as vice president of MCA Records in charge of business affairs, in addition to his new assignment.

Froelich, commenting on the appointment, said that the move would provide a forward momentum to the label's international business.

UBAC Bows Music Business Course

NEW YORK — The Harlem-based Urban Business Assistance Corp. (UBAC) has launched a small business management course with a concentration on the music industry. The program will be held Wednesday evenings from 7-9:30 p.m. at the Harlem State Office Building, 163 West 125th Street.

The course is being offered in collaboration with Harlem Talent Assoc., which currently conducts seminars with guest speakers from the recording industry on Thursday evenings from 7-9:30 p.m. at the Harlem State Office Building and a music industry legal clinic instructed by Leonard Baster, director of legal services, Volunteer Lawyers for the Arts.

Further information can be obtained from Harlem Talent Assoc. at (212) 289-8300, or UBAC's Christine Valez at (212) 235-6090.

Masterpiece Cos. Bow

NEW YORK — Masterpiece Record, Tapes and Video and Masterpiece Distributors have been formed by the JEN Entertainment Corp. Each division will be handled as a separate company.

A. Nick Holiday will serve as executive director liaison for Masterpiece Distributors, Pittsburgh, while Johnny Worlds, president of JEN Entertainment, will serve as executive director and producer of Masterpiece Records in New York.

Richard Moore will be vice president of special products for the two divisions. J.J. Jackson, Otto Gomez and Eddie Curtis will handle A&R for the record division. Skip Green will serve as video consultant for special projects.

The company plans to release 15 albums and six singles in its initial release schedule. Artists include Michel Ripoché, Jimmy Jones, Father Goose, Chemistry and Herman Foster and Sharon Fisher. The firm's address is 250 West 57th St., New York, NY 10019. The telephone number is (212) 586-0909.

Good Music Moves

LOS ANGELES — The Good Music Agency of Minneapolis recently moved its offices to P.O. Box 9, Excelsior, Minn. 55331. The new telephone number is (612) 474-2581. The company also has offices in Missoula, Mont.

Stiff America Debuts Offshoot Baby Stiffs Label

NEW YORK — Stiff Records America has launched a new offshoot label, Baby Stiffs, which will concentrate primarily on 7" singles and 12" EP releases. The label's marketing and promotion will be geared towards college radio, dance rock clubs, fanzines and specialist retail stores.

Distribution will be handled exclusively by Stiff's own Stiff-Tees operation, the merchandising wing of the label specializing in selling T-shirts and import records direct to retail.

The first Baby Stiffs releases are scheduled for July 13 and will include Department S's "Is Vic There?", Men Without Hats' "Folk of the 80s," The Puppies' "Mechanical Beat;" and Scars' "Author! Author!" All four releases reflect the label's policy of matching one domestic release for each international artist on the label.

Baby Stiff's releases will be promoted to dance rock clubs by Laura Gilsig. Lauren Manduke and Wendy Price of Stiff's college media department will also promote Baby Stiffs releases.

No LP product is anticipated on the label at this stage.

Champion Entertainment Bows New Film Division

NEW YORK — Champion Entertainment Organization Inc., the music management firm headed by Tommy Mottola, has pacted with The Ladd Company to produce feature films. Champion's initial project will be an action drama, as yet untitled, about an urban priest. The original script, written by Eric Roth, who wrote *Airport*, will be directed by Stuart Rosenberg, who directed *Brubaker* and *The Amityville Horror*.

Mottola noted that he had developed the project in partnership with Rosenberg, whose earlier successful association with Alan Ladd of The Ladd Company was instrumental in leading to the association between Champion and Ladd. Rosenberg will be involved in developing a number of other projects as Champion builds up its film division.

"We have seen the increasing importance of the combination of music and film with the success of the movie soundtrack and the interplay of actors recording albums while musicians act in films," said Mottola. "However we do not intend to be limited to films about music."

Champion represents Hall & Oates, Kid Creole & The Coconuts, Split Enz and G.E. Smith. Mottola noted that both Kid Creole leader August Darnell and Daryl Hall and John Oates have been developing ideas for future film projects. The company will also be working with a variety of other writers in developing films, musicals and eventually films for cable television.

Tembo Films Formed

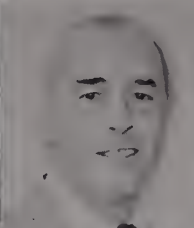
LOS ANGELES — RCA recording artist Roger Whittaker and public relations consultant Skip Heinecke recently formed Tembo Films, a production firm for television and films, and have already completed production on two one-hour television specials.

The specials include *Whittaker's New World*, which was taped on location in Toronto, Montreal, Niagara Falls, San Francisco and Atlanta. The show, co-produced by Whittaker and Heinecke, was sold to the Canadian Broadcasting Co.

Roger Whittaker — *Live* was taped during the artist's sellout performance at Detroit's Cobo Arena last May and has been sold to the city's ON-TV outlet. Heinecke served as executive producer on the project, while Whittaker served as creative consultant for Tembo Films.



Fine



Cosgrave



Kidd



Watson

Casey Appointed At RCA — The appointment of John L. Casey as staff vice president of editorial services, RCA Corporation has been announced. He joined RCA in January 1980 as director of editorial services. He was previously director of corporate communications at Con Edison where he managed the utility's advertising, employee communications, publications and customer communications.

PolyGram Promotes Fine — Stu Fine has been promoted to senior director of national A&R, PolyGram Records, Inc. Prior to this he was director of east coast A&R and then, director of A&R for Polydor and PolyGram Records, Inc. He has been with PolyGram Records since November, 1977, when he joined as an A&R consultant.

Cosgrave Named At MCA — Vince Cosgrave has been named director of catalog development/marketing for MCA Records. He first joined MCA in 1970 as national field sales and promotion coordinator, followed by positions as vice president of sales and vice president of promotion, from 1972 through 1977. He then moved to Capitol Records as director of country A&R/marketing.

PolyGram Names Kidd — Michael Kidd has joined the staff of PolyGram Records, Inc. as director of field promotion, black music marketing. Prior to his current appointment, he served as a regional promotion man at MCA Records, which he joined from a stint as a local promotion man at Atlantic Records.

Friedland Named At ATI — ATI Equities has named Cynthia Friedland to vice president in charge of programming and acquisition, ATI Video. She has been associated with Franklin for more than ten years in various capacities.

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

Watson Named — MCA Records has announced the appointment of Stuart Watson as managing director of MCA Records Ltd. Watson, formerly general manager, marketing and sales, has been with the company since 1976 when he joined from EMI.

Bider Joins WB — Leslie E. Bider has been appointed chief financial officer and treasurer of Warner Bros. Music. Prior to joining Warner Bros. Music, he was engaged in the private practice of accounting as the managing partner of the firm of Bider & Montgomery.

UA Appoints Lowe — Leslie Lowe has been appointed professional manager of United Artists Music Ltd. in London. He was most recently an executive of Bourne Music Ltd. and has in the past served with other major music companies.



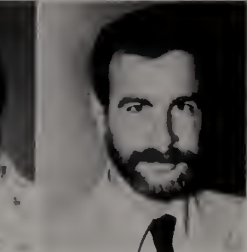
Berk



Poling



Seeman



Annechino

Berk Appointed At Columbia — Jane Berk has been appointed as associate director, tour publicity, east coast, Columbia Records. In 1978 she joined the Columbia publicity department as tour publicist, east coast and in 1980 she was promoted to manager, tour publicity, east coast, Columbia Records.

Poling Named — The Country Music Foundation has announced the appointment of Sharon Poling as head of press relations and advertising. Prior to her work with the Country Music Foundation, she was employed by Opryland U.S.A. and the Opry complex, and Governor Lamar Alexander.

Broudy Promoted To Art Director — Pete Senoff, director of marketing for Mobile Fidelity Sound Lab, has announced the promotion of Eileen Broudy to the newly created position of Art Director. In Broudy's new position, she will oversee graphic production of current product and the design of new products. She previously served as National Advertising and Merchandising Manager. Broudy joined Mobile Fidelity Sound Lab one year ago. Prior to that she was in the merchandising department at ABC, and the production department at CRP (Columbia Record Production) at CBS Records.

Seemann Appointed — The Country Music Foundation has announced the appointment of Charlie Seemann as its curator of collections at the Country Music Hall of Fame and Museum. He comes to Nashville from San Francisco, where he worked as a folklorist for the National Park Services. He was director of the Western Regional Folk Festival and other folklore festivals in the San Francisco area.

Magnetic Video Names Annechino — Joe Annechino has joined Magnetic Video Corporation as eastern regional manager. Prior to joining Magnetic Video, he was eastern regional sales manager for James B. Lansing Sound Inc. in Northridge, CA.

Joy Appointed — Sara Joy has been named general manager, Carl Fischer of Los Angeles. She succeeds Morty Baumgart who has resigned to pursue other interests. Sara joined the Fischer organization on the west coast in 1970 as band & orchestra manager. She has since served as office manager, controller, and, most recently, assistant general manager.

Abramson Named — Roger Abramson has been named general manager of Carole Powers Gordon Associates. He was recently affiliated with the Savoy in the capacity of general manager.

Henschel To Kramer/Rocklen — Steve Henschel has joined the staff of Kramer/Rocklen Studios as a producer, writer and director. His previous credits include two years as creative affairs director for Paramount's communications division.

(continued on page 45)

Publishers Don't Expect Drastic Effects From July 1 Mechanicals Increase

(continued from page 6)

equitable when compared with the world market. They're making 70 cents an album in Europe and now we're only up to about 40 cents."

Bly continued by saying that he hopes the CRT's next efforts will be directed toward establishing the ruling that annual revisions of the mechanical royalty fee would take place.

"We want to see the escalation clause in the CRT ruling come into being," says Bly. "The hike has somewhat rectified the terrible inequity publishing faces when compared with ever-rising record company pricing. We don't want to be stuck with a statutory rate any longer."

Other executives are concerned about the repercussions of the increase throughout the music industry. Both Arista's Meshel and Harold Seider, president of United Artists Music, are especially eager to see the labels' reaction to the July 1 increase.

"I hope that record companies will not reduce the number of selections on LPs to avoid having to pay these additional increases," says Seider.

Arista's Meshel has misgivings about the labels trying to circumvent the increase by deluging the business with control composition clauses on artists and writers. Almo/Irving president Lance Freed, however, is a bit more optimistic than his competitors. "I hope that record companies will become more of an ally now and accept the new rate graciously."

More Cooperation

"I think that the new rate just might increase the likelihood of cooperation between publishers and companies," he adds. "I look upon the business as a symbiotic partnership — we all want hits and good writers — and maybe the increase will help everyone realize we're all in the same business. If record companies will allow the dust to settle a little, they'll get more cooperation from publishers in the key areas."

And while the impact of the new mechanical royalty rate on the publishing

Reggae Sunsplash Set

NEW YORK — The fourth annual Jamaican international music festival Reggae Sunsplash has been set for Aug. 4-8 at Jarrett Park, Montego Bay. The festival, which will be dedicated to the late Bob Marley, will feature such top reggae artists as Jimmy Cliff, Dennis Brown, Toots & The Maytals, Gregory Isaacs, Culture, Mighty Diamonds, Augustus Fablo, Black Uhura, Judy Mowatt, Sly Dunbar & Robbie Shakespeare, Leroy Sibbles of the Heptones and Carlene Davis.

Negotiations are under way for film, video and live recording rights for the event. The festival will be staged by the Jamaican Cultural Development Commission (JCDC) under license from Synergy Prod. Desnoes and Geddes, bottlers of Jamaica's Red Stripe beer, will serve as sponsors.

Jamaica's Independence Week Celebrations, a three-day event that will feature artwork and performances by local talent, will directly precede the Sunsplash festival. The independence celebration, to be held in Kingston, will culminate the annual Festival of the Arts, a nationwide series of arts competitions that JCDC has promoted throughout Jamaica. Proceeds from the festival will be used to fund a legal and commercial division within JCDC designed to protect the rights and creative efforts of Jamaican artists.

Tour packages out of New York for Reggae Sunsplash are being offered by Sunburst Holidays, 4779 Broadway, (212) 942-7500; Aiken Tours, 1661 Nostrand Avenue, Brooklyn, (212) 856-7711; and Lotus Tours, 44 Madison Avenue, (212) 892-7830.

community's revenue and the industry as a whole remains to be seen, Eddie Lambert, vice president of creative services for 20th Century Music, probably best expressed

the feelings of his fellow publishers.

"In the long run, the hike allows us to take a few more shots," Lambert contends. "It will allow publishers to go about their

business that much more comfortably. We've been struggling along for years at 2.75 cents, and we're happy that the July 1 date has finally arrived."

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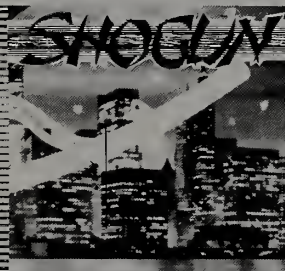


Janice, they say
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Ain't that the truth!!



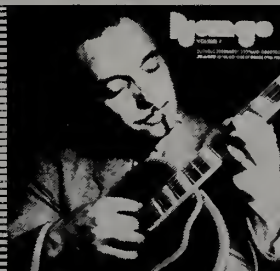
NEW RELEASES



John Kaizan Neptune
Shogun IC 6078

A smash hit in Japan, *Shogun* features John Kaizan Neptune playing the *shakuhachi* (Japanese bamboo flute). Exciting jazz-rock is the result of this unique East-West fusion.

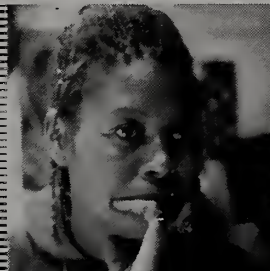
NEW RELEASES



Django Reinhardt
Solos—Duets—Trios IC 1105

The second release in our highly-acclaimed Django Reinhardt collection. Featuring Django in solos, duets and trios—an intimate glimpse of a revolutionary artist!

NEW RELEASES



Abbey Lincoln
Golden Lady IC 1117

A newly-recorded lp by a singer the *New York Times* calls "the Billie Holiday of our era." Stunning vocals and stellar accompaniment from Archie Shepp and Hilton Ruiz.

U.S. Labels Look To Rebound From Soft First Half Overseas

(continued from page 6)
markets as the Asian Pacific region, including Thailand, Hong Kong and the Philippines.

"There are still a great deal of unexplored opportunities in terms of growth in those regions," Steele pointed out. "We're planning on making it a new promo circuit for our artists."

Other international highlights for E/A in the first half included the signing of Solar Records for worldwide distribution, which "met with tremendous response," according to Steele; the organization of WEA Records in Mexico, which now gives E/A a base in that market; and the introduction of Nonesuch's Silver series and expansion of the Explorer line.

Steele also noted that while initial attempts to market foreign language recordings of hits by U.S. acts outside the country, such as Robbie Dupree's Spanish-language re-recording of "Steal Away,"

Civil Complaints Filed In 'ModSoun' Case

NEW YORK — MCA Records, CBS Records, Atlantic Records, Capitol Records and RSO Records each filed separate civil complaints against operations allegedly dealing in counterfeit product June 24 in U.S. District Court, Greensboro, N.C., charging 78 copyright infringements related to the December 1978 raids resulting from the FBI "ModSoun" undercover operation.

A motion to consolidate the cases was filed simultaneously with the filing of the individual complaints against H&W Supply, D.G. Houston, Randall W. Bryant, Joanne J. Bryant, Owen T. Horton, Sr. and Owen T. Horton, Jr.

H&W Supply, a warehouse operation, was one of more than 20 locations in five East Coast states hit in coordinated FBI raids that culminated in a two-year-long undercover "sting" operation conducted from a Westbury, N.Y. storefront (Modular Sounds).

Each plaintiff's complaint seeks damages for past infringements and an injunction against future infringements by the defendants of each record company's individual sound recording copyrights.

The CBS complaint charges defendants with 37 counts of willful civil copyright infringement under the U.S. Copyright Act; RCA and Atlantic, 12 counts each; Capitol, 11 counts; and RSO, six counts.

Under Federal Copyright law, the plaintiff record companies are entitled to damages of up to \$50,000 per count, or a total of \$3.9 million for the 78 counts filed against the defendants.

were "probably not so successful in terms of sales," he did say that the label "learned a tremendous amount about those markets where we released such records."

The big news for Atlantic in the first six months of 1981 has been the worldwide success of Australia's hard rock outfit, AC/DC. According to label vice president and international manager Cheryl Mitchell, the band's entire catalog "generally comprises our top-selling LPs every single month." Another bright spot for Atlantic has been the widespread international acceptance of Phil Collins' debut LP, "Face Value," and the single, "In The Air Tonight." According to a WEA International spokesperson, the album went Top 5 on the charts in approximately 13 countries and has been #1 in a number of those markets, including the U.K.

Atlantic's Mitchell also noted that the soundtrack to the *Blues Brothers* movie continued to sell well in both France and The Netherlands. However, Mitchell, like many other international executives, stressed that soft market conditions in Europe accounted for significant cuts in sales, in addition to making it more difficult to break newer acts.

"We've even been forced to treat touring a lot more selectively than before, due to the fact that it's a lot harder to sell out a hall in Europe," said Mitchell. "There have been exceptions, such as the Manhattan Transfer, which just came back from a successful tour, and the upcoming Foreigner tour should also do well. As far as promotional tours go, our policy is, if there's a buzz in a certain market on an act, we'll send that act there . . . if we can get the proper television exposure."

Mitchell further stated that television exposure was a key element in such countries as Italy, The Netherlands and "especially Germany" in building awareness and sales.

As for the second half of the year, Mitchell said that Atlantic was "in the planning process now for releases," but anticipated an overall improvement with forthcoming LPs from Foreigner, Blackfoot and other acts in the Atlantic family.

For Warner Bros., carryover sales from 1980 releases, such as the debut LP by Christopher Cross and John Lennon and Yoko Ono's Geffen LP, "Double Fantasy," gave the label a strong start internationally in 1981. However, a label spokesperson indicated that acceptance in Europe, and particularly the U.K., of such relatively new artists as Prince and Randy Crawford was one of the most promising aspects of the company's early performance this year.

Crawford scored in the U.K. with a Top 5 single and successful LP, while concerts in

(continued on page 38)

EAST COASTINGS

HERE NOW THE SHMOOZ — Chuck E. Weiss, the real-life protagonist of Rickle Lee Jones' "Chuck E.'s In Love," will debut his own talents via a seven-song EP on Select Records this August. The disc features Dr. John on keyboards and a female background vocalist. Select's Joseph Fleury also reports that the label's Swinglin' Madisons has been asked to appear on the *Mike Douglas Show* in August. The group will be recording an album at that time as well. . . . **Squeeze** finally seems to be achieving the popularity it richly deserves. The group recently broke house records at two suburban New York venues, the Fountain Casino in Aberdeen, N.J., where 1,500 fans had to be turned away; and the spacious Paramount in Staten Island, where a similar scene took place. An in-store at J&R Music in Manhattan brought over 1,000 Squeezites out.



CBS LAUNCHES NEW NIGERIAN VENTURE — CBS Records International (CRI) has signed a joint venture agreement that formally establishes CBS Records in Nigeria. The agreement joins CBS with Nigerian partners Chief E.O. Okunowo and Chris O. Okunowo. Pictured at the signing are (l-r): Peter Bond, regional vice president, Africa, CRI; C.O. Okunowo; and E.O. Okunowo.

in August . . . Soul writer/producer/singer **Swamp Dogg** has signed with Takoma . . . The new **Manhattans** LP is due in late July, with **Leo Graham** and **James Mack** producing again . . . **Bill Nelson**, he of **Be-Bop Deluxe** fame, will play one New York date at Youthanasia on July 24. Nelson's current 12" is titled "Youth of Nations," and it has apparently sparked quite a few inquiries at the club by habitués who wondered why Nelson kept saying the name of the club in his song.

DOC'S BASH — Famed songwriter **Doc Pomus'** birthday party June 26 was a jam-packed microcosm of past and present music business, with such guests as **Big Joe Turner**, **Otis Blackwell**, filmmaker **Bruce Last Of The Blue Devils Ricker** and **Southside Johnny**, who spent much of the evening behind the bar mixing drinks . . . **Kid Creole & The Coconuts'** "Fresh Fruit" Ritz extravaganza was further proof that breakthrough time for **August Darnell** and company is imminent. With over a dozen musicians and singers (love those Coconuts!) fronted by the one-two punch of Darnell and Sugar Coated **Andy Hernandez**, the show fulfilled every promise made by the "Fresh Fruit In Foreign Places" LP and was captured for posterity (and future release) on videotape.

TAKIN' IT BENEATH THE STREETS — Singer/songwriter **Seth Greenky**, who says he's managed and produced **Screamin' Jay Hawkins**, among others, has put out a record of his own called "The Commuter," a "latter day version of 'The Man Who Never Returned.'" Having already sent copies to city and state elected officials and gotten some area airplay, he took to handing out free copies to commuters in Penn Station at the height of the evening rush hour recently . . .

POLICE STAKEOUT — A&M recording group **The Police** is recording its next LP in Montserrat until July 25 and will finish up the sessions in Montreal Aug. 1-15. **Ian Copeland** says the group will play two major summer dates "east of the Mississippi sometime before Labor Day." Meanwhile, the band is set to play Venezuela July 29-30 . . . **Patti LaBelle's** next LP will include a version of "Somewhere Over The Rainbow" . . . Upcoming releases from **George Clinton's** Uncle Jam label include LPs by **Roger Troutman** and **Jessica Cleaves** (ex-Friends of Distinction) . . . The **Murray The K** benefit concert originally scheduled for July 13 at Madison Square Garden has been cancelled due to the deterioration of Murray's health to the point where he would not have been able to participate.

RASTA MAN CROSSOVER — Becket recording artist **Denroy Morgan**, the wonderful West Indian voice behind "I'll Do Anything for You," last week's **Cash Box** Dance Music chart topper, recently stopped by the office for a chat, accompanied by his producer, **Bert Reid**, a former member of **Crown Heights Affair**. The Jamaican-born Morgan, who has lived in Brooklyn since 1965, got his start singing interpretations of soul classics by **James Brown**, **Wilson Pickett** and **Otis Redding** during the late-'60s in local bands. In 1972, he was inspired to start a group to perform his original material. By that time, Morgan, a rastafarian, had shifted styles and was writing and performing reggae. The 10-piece group, the **Black Eagles**, did college and club dates and released a few reggae singles, all of which sold less than 1,000 copies. Eventually he crossed paths with Reid, American-born but of Jamaican parents, who lived on the same block and was then playing sax in Crown Heights Affair. "Bert came by and I happened to be singing some American music at the time. He said the way my voice sounded with the music it could be a smash." The duo then recorded Denroy's "Sweet Tender Love," a tune in the same R&B-cum-reggae-vocal style as "I'll Do Anything . . ." but could not get it released. Reid then wrote the current record and, he said, "I put all my talents into making it a hit record; one that would so good the radio stations would just have to play it. A commercialized West Indian sound had never been done and being American-born of Jamaican parents, I knew I could do it." Morgan spoke of his determination "to carry on the work of brother **Bob (Marley)** as Jah's messenger, trying to unite all black people" and feels that it may take crossover efforts like his to get American blacks to listen to



DOCKSIDE MANNERS — Pictured backstage at the opening night of the Dr. Pepper Music Festival at Pier 84 are (l-r): promoter Ron Delsener, New York City Comptroller Harrison Goldin, Mayor Ed Koch and Harry Chapin.



MILLENNIUM PACTS CHILLIWACK — Millennium Records has signed Chilliwack. The group's Millennium debut album, "Wanna Be A Star," is slated for late July release. Pictured at the signing are (l-r): Ab Bryant, Brian Macleod and Bill Henderson of the group; Jimmy Jenner, president, Millennium Records; and Neil Dixon, Dixon-Propas Prod., Chilliwack's management.

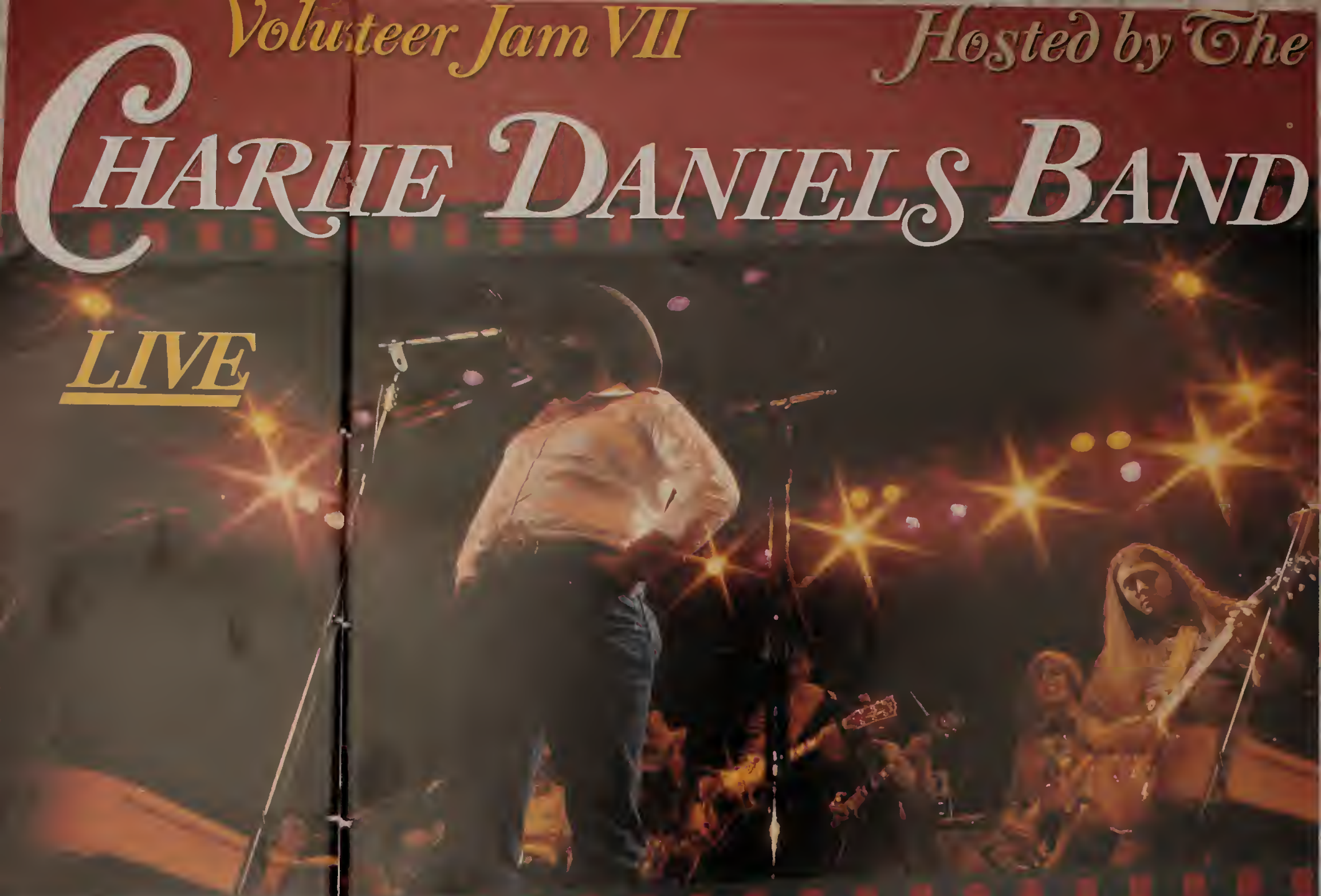
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Volunteer Jam VII

Hosted by The

CHARLIE DANIELS BAND

LIVE



*With Special Guests & Friends TED NUGENT,
CRYSTAL GAYLE, MOLLY HATCHET,
JIMMY HALL, DELBERT McCLINTON,
BOBBY BARE & DOBIE GRAY. Recorded
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ALREADY JAMMING MAJOR FREQUENCIES:

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
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Lead tracks: “Mississippi Queen,”
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Higher” and “Around And Around.”

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Give the gift
of music

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS


ROBBIE PATTON (Liberty 1420)
Don't Give It Up (3:48) (British Rocket Music Publishing Co./Adel Music — ASCAP) (Producers: C. McVie, K. Caillat, R. Patton)

After a very brief stint with Backstreet, Patton resurfaces on Liberty with Fleetwood Mac's Christine McVie and Mac co-producer Ken Caillat helping out behind the board. The result... a pop single with a hook big enough to bring in virtually every Top 40 station and listener. Bright mass appeal material, but not bubblegummy.




SILVER CONDOR (Columbia 18-02268)
You Could Take My Heart Away (2:54) (Grey Hare Music — ASCAP) (J. Corey) (Producer: M. Flicker)

Axe axeman Earl Slick tones down the flash leads for more subtle, melodic fills, while Condor lead vocalist Joe Cerisano steps into the spotlight on the sleeper single of the week. A perfect mix of bright harmonies, lush keyboards and soft but solid drumming, courtesy of Mike Flicker's tight production, surround Cerisano's shimmering pop vocal. An unreserved pop smash.



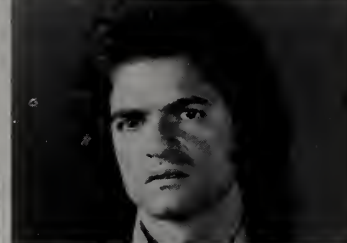
SAD CAFE (Swan Song SS 72002)
La-Di-Da (3:48) (Man-Ken Music Ltd. — BMI) (Young, Stimpson) (Producer: E. Stewart)

After five years and several LPs for A&M, England's Sad Cafe has labored in the obscurity of the outer reaches of AOR far too long. With 10cc's Eric Stewart directing its first effort for Swan Song, the band, always known for its sophisticated lyrics, has come up with a Rolling Stonesish melody to match. This has both humor and a pop swagger.




JOE VITALE (Asylum E-47169)
Never Gonna Leave You Alone (3:59) (Marinara Music Co. — BMI) (J. Vitale) (Producer: B. Szymczyk)

Percussionist extraordinaire Joe Vitale's sidework with the likes of Joe Walsh pays off, in more ways than one, on this debut single from the "Plantation Harbor" LP. The tune itself is reminiscent of Walsh's best rock shuffles, bluesy but refined, with boardman Bill Szymczyk (Eagles, Walsh, etc) adding just the right finish




LISA DAL BELLO (Capitol 5025)
Never Get To Heaven (3:00) (Nevebianca Productions, Inc./Irving Music, Inc./Adams Communications, Inc. — CAPAC/BMI/PROCAN) (L. & Y. Dal Bello, B. Adams) (Producer: B. Esty)

At her rockiest, as on the second single from the "Drastic Measures" LP, Canada's Dal Bello can belt it out with the best of 'em while avoiding the shrill spots that can mar some female rock vocals.




TIERRA (Boardwalk NB7 11-112)
Gonna Find Her (3:15) (Marvin Gardens Music — ASCAP) (R. Salas, S. Salas) (Producer: R. Salas)

Tucked inside the strong, warm bass and stroked by Tierra's excellent horn section, the inviting, Latin-flavored vocals of the Salas brothers beckon. And it's hard to resist to this summer R&B ballad.




L.A. (Radio RR 3838)
The Reaper (3:09) (Lego Music — ASCAP) (S. Wittmack) (Producer: S. Wittmack)

Cleveland's Love Affair has shortened its name to L. A. and honed its hard rock into a ball of catchy, dynamic breaks, a la Pat Benatar's "Heartbreaker." This is hardly mainline pop, though. To the contrary, the vocals move from fast yet tuneful harmonies into snarling leads. This is more than likely on AOR turf, with some pop possibilities.



APACHE (Emerald City EC 7332)
Please Don't Stop The Music (4:09) (The Greene-Stone Music Group/Greene & Stone Music — ASCAP) (J. Messina, G. Tacktikos, S. Ress) (Producers: A. Etregun, C. Greene, B. Stone)

One of the more unusual American rock tracks of the year, there's a chorus of children merged with a buzzing lead guitar and rough-hewn vocals.



FEATURE PICKS

HITS OUT OF THE BOX

NINA KAHLE (Lifesong LS 45088)
Deep Down And Real (3:20) (Blendingwell Music, Inc. — ASCAP) (N. Kahle) (Producers: T. Cashman, T. West)

Kahle's vocal style hints an intriguing mix of influences, incorporating the purity of Judy Collins, the playful sexiness of Carly Simon and the jazzy-folky charm of Joni Mitchell (with a little Laura Nyro tossed in just for good measure).

SUZU Q. (Atlantic/RFC 3837)
Get On Up Do It Again (3:18) (J.C. Music/Larry Spier, Inc. — ASCAP) (S. Panzera, G. D'Orazio, J. Cucuzzella) (Producer: J. Cucuzzella)

ENGELBERT HUMPERDINCK (Epic 14-022045)
Maybe This Time (3:18) (Songs of Manhattan Island Music Co., a division of Whitehaven Pub. Corp./Gary Klein Music, Inc. — BMI) (H. Gaffney) (Producers: G. Klein, N. De Caro)

What can you expect from Engelbert at this point? Certainly not punk rock. From the ever-present strings down to the placid acoustic guitar strains, this is unadulterated MOR, targeted at older females. Expect A/C play.

PAT BENATAR (Chrysalis CHS 2529)
Fire And Ice (3:20) (Rare Blue Music, Inc./Big Tooth Music Co./Discott Music/Denise Barry Music — ASCAP) (Kelly, Sheets, Benatar) (Producers: K. Olsen, N. Geraldo)

STARS ON 45 (Radio RR 3830)
Medley II: Stars on 45 - Good Day Sunshine-My Sweet Lord-Here Comes The Sun-While My Guitar Gently Weeps-Tax Man-A Hard Day's Night-Please Please Me-From Me To You-I Wanna Hold Your Hand-Stars On 45* (5:11) (all publishing BMI except *ASCAP) (Producer: J. Eggermont)

Already a major club number in the Northeast, and with a melody vaguely reminiscent of "Don't Stop The Music" and Suzu cooing out lines like "You're so sleazy/When you tease me," it's not hard to see why.

JOHN KLEMMER (Elektra E-47170)
Let's Make Love (3:54) (Remohj Music — BMI/David Batteau Music — ASCAP) (J. Klemmer, D. Batteau) (Producer: J. Klemmer)

The ever-romantic saxophonist offers lush, tropical arrangements and a straightforward vocal performance (a rarity) on this track from the "Hush" LP. Across the board appeal for jazz, A/C and B/C formats.

JANIE FRICKE (Columbia 18-02197)
I'll Need Someone To Hold Me (When I Cry) (2:47) (Hail-Clement Publications, c/o Welk Music Group, Inc. — ASCAP) (B. McDill, W. Holyfield) (Producer: J.E. Norman)

"Elvira" notwithstanding, light, midtempo country ballads seem to have an easier time crossing over. That should hold true for this rendition by Fricke of a tears-in-the-beer tune from Bob McDill and Wayland Holyfield.

TOM PETTY and the HEARTBREAKERS (Backstreet/MCA BSR 51136)
A Woman In Love (It's Not Me) (4:21) (Gone Gator Music/Wild Gator Music — ASCAP) (T. Petty, M. Campbell) (Producers: T. Petty, J. Iovine)

THE DAZZ BAND (Mowtown M 1515F)
Knock! Knock! (3:44) (Jazzy Autumn Music Co./Three Go Music — ASCAP) (B. Harris, E. Fearman) (Producers: R. Andrews, The Dazz Band)

Seamless harmonies, together with a full bass sound and caressing keyboards, recall the slick Chicago R&B ballads of years past on this Dazz Band number. A potent B/C package, with crossover potential.

AL JARREAU (Warner Bros. WBS 49746)
We're In This Love Together (3:43) (Blackwood Music, Inc./Magic Castle Music, Inc. — BMI) (R. Murrah, K. Stegall) (Producer: J. Graydon)

Whether taking off on improvised jazz scatting or beating out more commercially oriented but no less upbeat pop, such as on this track, Jarreau never gives a less than quality vocal performance. Bouyant and bubbly, this is a crossover ticket.

RAY PARKER JR. & RAYDIO (Arista AS 0616)
That Old Song (3:54) (Raydiola Music Co. — ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)

THE STYLISTICS (TSOP ZS5 02195)
What's Your Name? (3:40) (Assorted Music — BMI) (D. Wansel, C. Biggs) (Producer: D. Wansel)

While other artists have sought to recapture the charmingly innocent soul ballad sound of the Stylistics' early hits, the vocal group has mined a more dance-oriented vein under Dexter Wansel's guidance. For club and B/C play.

THE GREAT MUPPET CAPER Soundtrack (Atlantic 3829)
The First Time It Happens (3:28) (Welbeck Music Corp. — ASCAP) (J. Raposo) (Producer: J. Raposo)

Kermit and Miss Piggy light a few sparks, as well as a chuckle or two, on this duet from the original soundtrack to *The Great Muppet Caper*. Like "Rainbow Connection," this should be a hot sales item, especially with the picture sleeve.

JEFFERSON STARSHIP (Grunt/RCA FB-12275)
Stranger (3:59) (Alien Music — BMI) (P. Sears, J. Sears) (Producer: R. Nevison)

STEVE WINWOOD (Island IS 49773)
Night Train (4:15) (Island Music/Irving Music/Blue Sky Rider Music — BMI) (S. Winwood, W. Jennings) (Producer: S. Winwood)

PIR Management Holding Back On Depte Successor

by Dave Schulps

NEW YORK — Following the resignation last week of Philadelphia International Records' president Larry Depte, who left to start his own label, a PIR spokesman said the company has no firm plans at the moment in regard to any upper-level reorganization or the naming of Depte's successor.

"In terms of filling Larry Depte's position, we'll let the dust settle before we make any moves," stated Phil Asbury, director of business affairs for PIR. "For the time being we're planning on leaving the position of president unfilled."

Asbury dismissed as "substantially inaccurate" reports published elsewhere that executive vice president Harry Coombs would be assuming Depte's duties, with or without his title. He also flatly denied that Kenny Gamble, label co-founder with Leon Huff, would move into a strictly production capacity, with Huff actually running the company, as well as the report that the label would be trimming its roster to three primary acts, each of which would be given a heavily orchestrated push toward superstardom.

Asbury also reported that Depte, who has issued no announcement yet as to the name or roster of his forthcoming label, is currently in the process of trademarking his company's name and would make a statement when the name is made official. He said that Depte had been "in Boston signing an act this week" and that he had also "had discussions with a couple of major distributors regarding his label."

Asbury also confirmed that PIR would be bowing its gospel label, Salvation Records, "in the next 30 to 45 days, with a number of signings and a major splash."

Warners, Atari To Push Kraftwerk LP

LOS ANGELES — An extensive promotional campaign featuring a retail display contest offering Atari video product as prizes has been launched by Warner Bros. in support of "Computer World," Kraftwerk's debut album for the label.

The Warner Bros./WEA "Computer World" display contest will run until Aug. 31 and prizes for the best retail display in each of 20 markets will be Atari VCS video game cartridges. The four WEA marketing coordinators responsible for the best overall market coverage will be awarded A-400 Home Computers Systems.

Radio promotions behind the new album and Kraftwerk's upcoming concert tour of the States will also be tied in with Warners' WCI affiliate Atari. The A-400 Home Computers will also be given as grand prizes in special radio promotions. Contest drawings will be held in Toronto, Detroit, Chicago, Cleveland, Philadelphia, Washington, D.C., New York and Los Angeles.

Aside from A-400 computer grand prizes, the drawings, held at local retail outlets, will offer Atari VCS videos as a first prize and concert ticket and "Computer World" LPs as second and third prizes.

Lee Management Firm Relocates Vegas Office

NASHVILLE — The Las Vegas branch of the Buddy Lee Attractions, Inc. management company has moved to a new location. Coinciding with the switch, Stephanie Nielson was named manager of the new office.

The agency's new address is Buddy Lee Attractions, Inc., 3305 West Spring Mountain Road, Suite 60, Las Vegas, Nev. 89102



Arnie Orleans

Orleans' Destiny Label To Focus On Black Music

LOS ANGELES — Destiny Records, a new label that will initially be oriented primarily to the black music market, has been formed by Arnie Orleans. Orleans, a 24-year veteran of the recording industry who most recently served as division vice president of sales and distribution for RCA Records, will serve as president and chief executive officer for the company.

As for the label's emphasis on black music, Orleans indicated that he chose to concentrate on that particular market "simply because it has proven to be the most viable segment of our industry, along with country music." Orleans added that product plans for Destiny will be announced "in the very near future," with initial releases tentatively targeted for the fall. He also said that it is his intention to keep the label small "because the economics right now demand that."

"This will be the most public company in the world because it will be financed through an over-the-counter public stock issue, which will be offered over the next two months," said Orleans. "That in itself is very unique in the record industry. Underwriters will be selected within the next one to two weeks."

"There are basically two things we want to accomplish with this company, and that's be successful while remaining small," stated Orleans. "We're envisioning a 10-12 person staff for the label, which will be announced shortly. As far as distribution is concerned, we're still evaluating what is available in that most vital area and what avenue would be best suited to this company."

Prosecutor Attacks Goody's Dismissal Move

(continued from page 5)

copies themselves of such tapes of Grease and Joel's "The Stranger."

In addition, the reply brief argued that Judge Thomas C. Platt's charge to the jury that the certificate of registration made before or within five years of publication was evidence of copyright validity was proper, and that the defense did not make clear what they objected to in the charge. Further, Jacobs noted that the "erroneous charge argument" was "not a proper subject" for a motion to dismiss the verdicts.

Finally, the brief noted that the RICO charge had been properly applied, citing a U.S. Supreme Court decision which referred to "organized criminals who have flooded the market with cheap reproductions of hit records and affixed counterfeit popular labels" as a proper use for a RICO charge.

Defense attorneys can file a reply brief to the prosecution's brief by July 14. Oral arguments on the motions are set for July 16 or 17, according to Judge Platt's office.

REGGAE ROOTERS — Island Records, which has announced that it will come with its first One Plus One cassette release in the shape of a Mango label reggae compilation LP, is also deep into the making of a documentary film on the life of the legendary **Bob Marley**. The movie will feature rare concert footage, recently shot film of Marley's funeral in Jamaica and interviews with people close to the reggae superstar. "We're taking great pains to make sure that the Jamaican people are involved in the film," said Island president **Ron Goldstein**. **Joe Mannell** is directing the project, which will be done in a 60-minute version for cable and a 90-minute edition for commercial release (video cassette and disc). . . . While on the subject of Island, we had a quick chat with Mango prexy **Lister Hewan-Lowe**, who's busy with several projects. First off, he's working the fine new **Black Uhuru** album, "Red," which East Coast AOR has warmly embraced. But, in the meantime, the soft-spoken label chief also recently signed top Jamaican DJ (Toaster) **The Lone Ranger** to record a dub/rap record at the famous Channel One studios, and he's also picked up Miami-based reggae thrus **June Lodge**. Lodge has just done a reggae remake of **Charley Pride's** "Someone Real Loves You Honey." An album will be forthcoming. And finally, reggaeophiles should note that **The Paragons'** album will "soon come" (two weeks) as a Mango release.

TIDBITS — **Billy Joel's** new "Songs In The Attic" LP will be a digital. The collection captures live performances from eight gigs across the U.S. and features material from earlier Joel outings "Piano Man," "Streetlife Serenade" and "Cold Spring Harbor." . . . **Devo's** next LP is entitled "Superthing" . . . **Eric Clapton** producer **Rob Fraboni** will produce **Bonnie Raitt's** next . . . **Funnyman Steve Martin's** upcoming comedy album not to be confused with his Hollywood musical spoof album with **Bernadette Peters** (*Pennies From Heaven*), is called "The Steve Martin Brothers" as a resort to all the "Bros." acts these days . . . The first single from **Stevie Nicks'** solo "Bella Donna" LP is called "Draggin' My Heart." It's a duet featuring **Tom Petty**, who is returning the favor of her singing on his inspired ballad, "The Insider." The Nicks single ships July 6.



SQUIER STROKES VENTURA — *Capitol recording artist Billy Squier brought his brand of bruising rock 'n' roll to the Ventura County Fairgrounds Festival in Ventura, Calif. June 7. He will be hooking up with Pat Benatar for a summer tour shortly.*

both **B People** and **Human Hands**, two of L.A.'s most interesting new rockers . . . **Anne Murray** is the second act signed to appear at the new Irvine Meadows Amphitheatre in Irvine, Calif. She will play the arena Sept. 6. Looks like the venue is holding true to its policy of booking adult pop acts . . . The production team of **Dan Phillips** and **David Scott** (remember **The Ventures'** "Surfin' & Spyin'") have just finished recording a new **Frankie Avalon/Annette Funicello** record for Port Claridge Music. It marks the famous Beach Party duo's first recording in many a moon and, appropriately enough, is a Yuletide single entitled "A Merry Christmas."

ENTRANCES AND EXITS — **Lou Simon**, senior vice president, marketing director for PolyGram Records Inc., and **Jules Abramson**, vice president marketing, production, have left the label. They have announced no future plans at this time. . . . **Bob Osborn**, national album promotion director for MCA for the past eight years, has left that position at the company. Osborn has been replaced by former Casablanca staffer **Don Wasley**.

VISITORS: EAST AND WEST — **New England** and **George Winston**, two acts that couldn't be farther apart in the musical spectrum, dropped by to talk at the **Cash Box** offices recently. Many might remember Boston-based New England, which had a hit a few years back on the defunct Infinity label with "Don't Ever Wanna Lose You." The group showed a lot of promise with its melodic heavy metal style, but lost much of its audience when the label went belly up. "Audiences are fickle, and we spent a year of renegotiating a contract and subsequently losing the cult fandom we had built," said guitarist **John Fannon**. But the foursome persevered, and after last year's strong but unrecognized "Explorer Suite" LP, the boys are back with "Walking Wild." The album produced by wizard and true star **Todd Rundgren**, is the perfect blend of metal and '80s techno rock, and, wonder of wonders, it's one of the few Rundgren-produced albums that doesn't sound like The Runt. "Todd maintains that New England is the classic example of a 1981 psychedelic-melodic rock band," according to guitarist Fannon. More mainstream and solid than the band's first two outings, Northeast AOR has already warmly embraced the LP. "It's hard for a local band to break out of Boston," said Fannon. "The Cars were an exception, but it took bands like **J. Geils** and **Aerosmith** years before they captured a national following, but I think we're finally getting one with 'Walking Wild'." . . . Pianist **George Winston** is completely on the other side of the musical spectrum from corporate rockers New England though. The shy but affable acoustic piano player is one of the success stories of the year, with his all-instrumental album, "Autumn," selling 40,000 units with no promotion and airplay limited to the West Coast. We immediately took to Winston's almost folkishly simple jazz styling when we heard the lovely "Colors/Dance" medley from the "Autumn" album on KKGO/Los Angeles last winter. The success story behind the album is almost as intriguing as Winston's liltily flowing piano work. A multi-instrumentalist who plays acoustic guitar and harmonica in addition to piano, Winston had all but abandoned the keyboard for eight years while he lived in Los Angeles. But, upon moving up to Santa Cruz last year, he set about composing the songs for his seasonal ode. **William Ackerman**, a friend of Winston's and owner of the tiny, homemade Menlo Park, Calif. label, Windham Hill, ended up with "Autumn," and the record has been a "word of mouth story" since then. Currently at #36 on the **Cash Box** Jazz chart, the record has been selling consistently since last November. The album would be a gold mine for most jazz labels, but for Windham Hill, Winston says, "It's more like a copper mine." Winston is about to release a jazz single in support of the present album and will most likely record a "Winter" album before the year is out.

marc cetner

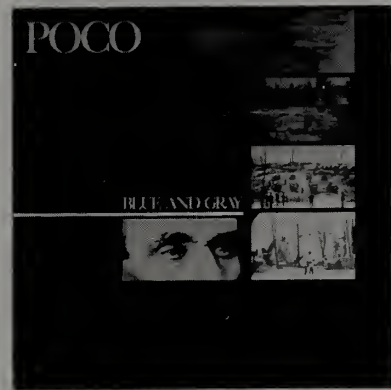
PRECIOUS TIME — Pat Benatar — Chrysalis CHR 1346 — Producers: Kelth Olsen and Nell Geraldo — List: 8.98 — Bar Coded

Benatar became the First Lady Of AOR last year with her dynamic "Crimes Of Passion" album and the smash single, "Hit Me With Your Best Shot." No question that the lady rocks with abandon, but she gets a little more diverse on her third outing, "Precious Time." Featuring longish rock tracks that are more reflective and thought out, the album is much more a group effort than "Crimes." And Geraldo and Benatar's lyrics are a lot more probing and meaningful than on the album's predecessors. Make no mistake, the hot riffs, great hooks and gutsy vocals are still present — they just take a little longer getting there.



4 — Foreigner — Atlantic SD 16999 — Producers: Robert John "Mutt" Lang and Mick Jones — List: 8.98

Critics can call Foreigner formula rockers and AOR opportunists until they are blue in the face, but in reality it is simply a class rock band. The band may borrow on Free and Bad Company idioms, but its infectious, hook-filled rockers and Lou Gramm's powerful vocals are some of the most ingratiating around. The foursome has a knack for making the kind of song that causes thousands of car radio listeners to stop and listen. The band doesn't stray too far from the style it laid down on the first three LPs, save a few state of the art studio effect additions, but songs like "Urgent," "I'm Gonna Win" and "Luanne" are instant FM rock classics.



BLUE AND GRAY — Poco — MCA MCA 5227 — Producer: Mike Flicker — List: 8.98

It's amazing that through all its personnel changes and years in the business, Poco has managed to hang on to the original sound and essence it had when it was first formed. Paul Cotton and Rusty Young remain the band's heart and soul, with the former's distinct Southwest vocals and the latter's superb guitar and pedal steel work highlighting the act as they have for the past several years. And while the group, now a fivesome, retains that country rock, high harmony sound, this album is more hard rocking due to the direction of Heart producer Mike Flicker. Best tracks are "Glorybound," "Please Wait For Me" and "The Land Of Glory."



ESPECIALLY FOR YOU — Don Williams — MCA MCA-5210 — Producers: Don Williams and Garth Fundis — List: 8.98

For pure easy-listening pleasure, few artists can equal Don Williams' style and finesse. The acoustic sheen and understated melodic texture of his music has an uncanny calming effect on the soul — probably a side effect of the positive lyric content. Country music fans long ago recognized the quality in a Don Williams recording. In the last few years, his music has reached an even broader section of the populace, and this album should continue expanding the borders. It's suited for both country and A/C formats. Choice cuts include "Miracles," "Fairweather Friends" and "If I Needed You."

FEATURE PICKS

GIRLS TO CHAT & BOYS TO BOUNCE — Foghat — Bearsville BRK 3578 — Producer: Nick Jameson — List: 8.98 — Bar Coded

Hard boogieing, hard touring Foghat has gone the route of journeyman rock brethren REO in that it's given its sound a pop rock gloss. Of course, the calling card slide guitar and boogie all night feel are still in evidence, but "Girls To Chat & Boys To Bounce" is decidedly slicker than past Foghat efforts. Lonesome Dave's signature vocals are rendered in a new production setting and there are even harmonies on the choruses.



MICK FLEETWOOD
THE VISITOR

THE VISITOR — Mick Fleetwood — RCA AFL1-4080 — Producers: Richard Dhasut and Mick Fleetwood — List: 8.98 — Bar Coded

Drummer and patriarch of Fleetwood Mac, Mick Fleetwood journeyed to Ghana in Africa early this year for a musical and cultural shot in the arm, and he certainly got it. Fleetwood employs African rhythms and folk musics in a basic rock frame on this subtly beautiful album. Heavily influenced by Ghanaian musicians and arrangements, the simple rock songs take on a whole new emotion and energy.

SHOULD I DO IT — Tanya Tucker — MCA MCA-5228 — Producer: Gary Klein — List: 8.98

The independent Tucker has been performing for almost half of her 22 years. When she splashed onto the music scene at the age of 13, she was dubbed country's little darlin'. Today, her audience is a bit more broad-based, thanks to the rock feel of the "TNT" and "Tear Me Apart" albums. This newest release is more akin to its most recent predecessor, "Dreamlover," with its pop/country/AOR feel.



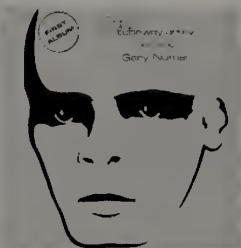
The Brothers Johnson

WINNERS — Brothers Johnson — A&M SP-3724 — Producers: Brothers Johnson — List: 8.98

This is the Brothers Johnson's first vinyl outing without the production guidance of Quincy Jones, but that indelible super slick progressive R&B sound is in fine fettle. George and Louis keep the sound funky, sophisticated and full of surprises, showing major growth as producers and songwriters in the process. The duo assemble some of L.A.'s finest sessioners to pull off such supercharged numbers as the LP's first single, "The Real Thing," "Caught Up," "Teaser" and "In The Way."

FIRST ALBUM — Tubeway Army featuring Gary Numan — ATCO SD 32-106 — Producer: Gary Numan — List: 8.98

When a gaunt, heavily made up young man named Gary Numan delivered this first album in 1978 as the leader of Tubeway Army, he set Britain on its ear with his darkly futuristic synth rock style. Those who are used to Numan's minimal, rhythmic keyboard songs by now will find this early work a bit more rocking than "Replicas," "The Pleasure Principle" or "Mekon," but it's also an inventive, engaging work. Influenced by Bowie, Eno and the early synthesizer bands, Numan invented an original and timely sound.



NEW AND DEVELOPING ARTISTS

RENAISSANCE — Village People — RCA AFL1 4105 — Producer: Jacques Morali — List: 8.98 — Bar Coded

What's happening here? The darlings of the disco world have traded in their macho men outfits for the style and image of Britain's refreshing new romantic scene. Led by guiding light Morali, The Renaissance rouged sextet sashays it way through a dance-oriented album that is aimed at the "blitz" club scene. It's probably best termed new disco, and while there is nothing as flamboyant as "Macho Man" or "YMCA," songs like "Big Mac" and "Food Fight" are pretty trendy.

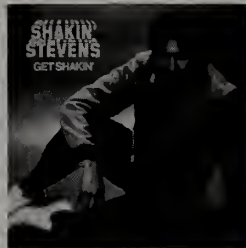


THE RIGHT TO BE ITALIAN — Holly And The Italians — Virgin/Epic NFE 37359 — Producer: Richard Gotterher — List: None — Bar Coded

Imagine what would happen if Phil and Ronnie Spector met head on with The Ramones in an abandoned New York subway station. That's the sound of Holly and the Italians, or at least a fairly close description. Ms. Vincent and her boys favor a hard rocking, wail of sound, and '60s girl group vocals, and Gotterher behind the board gets sounds that come off like Spector 1981.

GET SHAKIN' — Shakin' Stevens — Epic FE 37415 — Producers: Various — List: None — Bar Coded

In case you haven't noticed, rockabilly has taken England and Europe by storm, and at the forefront of the movement is a young ducktail cropped hip shaker called Shakin' Stevens. His slickly produced rockabilly sound features the old style slap echo, and '50s guitar style. "This Ole House" was a #1 record in England, and his wonderfully nostalgic style should catch on in America, too. It may be a bit too frantic for mainstream tastes, but this kind of music just might bring back white buck shoes.



SEIZE THE BEAT — Various Artists — ZE/Island IL9667 — Producers: Various — List: 8.98 — Bar Coded

Left field record company ZE Records has been one of the leading proponents of post-disco dance music, and albums by James White And The Blacks and Kid Creole And The Coconuts have proven that. Various samplings, six to be exact, of the New York art/dance music can be heard here. It's strange eclectic music for the most part, but irresistible dance floor fare. Most of the material comes from the August Darnell brain trust, but songs by Material and Was (Not Was) are also top flight.

FRANK JOHNSON'S FAVORITES — Various Artists — Ralph Records — RR-8110 — Producers: Various — List: 8.98

You probably won't ever hear these songs on the radio. Many people won't even want to. Avant garde, minimalistic, often atonal, hauntingly rhythmic music doesn't exactly get mainstream rockers off. But a brave and eccentric little record company in San Francisco is home of some of the most adventurous and ingenious bands in existence these days. A compilation for new music neurotics.



'Exposed' Sampler's Success Spurs More CBS Projects

by Fred Goodman

NEW YORK — CBS Records is currently planning a number of sampler LPs as a result of the success of its "Exposed" album, a two-record rock sampler with a list price of \$2.98. Although careful to indicate that most projects are still in the discussion stage, CBS executives contacted by **Cash Box** said that the low-cost, retail merchandising approach used on the recently released, 22-song rock 'n' roll collection would be a feature of future projects.

"I think the low price has really been the key to 'Exposed,'" said Vernon Slaughter, vice president of promotion, black music and jazz, Columbia. A jazz sampler featuring Miles Davis, James "Blood" Ulmer, McCoy Tyner and Arthur Blythe is slated for September release and will also feature a low price. "I think we would obviously try to present it the same way as 'Exposed,' in order to get the same benefit," Slaughter added. "I don't know if it will do as well, because that was rock and this is jazz. But the whole point is exposing new artists, and the key is to get the record in the hands of jazz fans and to recruit new ones. The attractive price has to be there."

Columbia product manager Greg Hamilton, largely responsible for the "Exposed" album, feels that the response to the collection has been encouraging enough to generate more projects of a similar nature.

More On The Way

"We have another project like 'Exposed' on the drawing board," said Hamilton. "While I'd like to do one in the future on country music and black music, it's more likely that it will be rock. I don't see why we couldn't do them, but it wouldn't be totally true to say there are definitive plans. We've got to take each one as it comes."

Careful examination of a similar project

for black music was also reported by Larkin Arnold, vice president and general manager, A&R, black music, CBS.

"There's been talk about doing a retail sampler," said Arnold, "and I assume that we will be doing something like that in the future. It's still in the discussion stage, but we've been watching the success of it in the pop area, and it's definitely something we're looking into."

Since its spring release, "Exposed" has been generating impressive sales for retailers around the country (**Cash Box**, June 20). Billed as "A Cheap Peek at Today's Provocative New Rock," the album features Columbia and Epic/Portrait/Associated acts Loverboy, Judas Priest, Ellen Foley, Adam and the Ants, Steve Forbert, Ian Gomm, Rosanne Cash, The Romantics, Garland Jeffreys, Sorrows and The Boomtown Rats. Retailers have had no difficulty selling the album at its full list price, but CBS' Hamilton attributes much of the up-in-the-air status of similar projects to the difficulty of measuring the album's impact on subsequent sales by featured artists.

"It's really difficult to say: 'yes, we're seeing it,' because the sales are spread over 20 branches and 11 acts," said Hamilton. "At this point, the impact is still too small."

While samplers are nothing new, supplying retailers with a low-priced, quick sale item like "Exposed" is a new twist. Rock samplers like A&M's "Propoganda," I.R.S.' "Greatest Hits, Volumes 2 & 3" and Polydor's "Made In Britain" were made available at prices closer to the market standard, while the Warner Bros. "loss leader" samplers of the '70s were available through direct mail only. Spokesmen for those companies said they knew of no plans to market samplers with "Exposed"-type campaigns.

Multi-Faceted Merch Campaign Helps EMIA Create Identity For Kittyhawk

by Michael Martinez

LOS ANGELES — The launch of Kittyhawk's EMI America self-titled debut LP into the marketplace last year was powered by an intense advertising and touring campaign, backed by strong in-store merchandising during the first two months of release.

The initial campaign built the L.A.-based, jazz-oriented pop band's name beyond its Southern California base, eventually netting the group more than 30,000 unit sales.

After the first six weeks in release, the current LP, "Race For The Oasis," #25 on the **Cash Box** Jazz Albums chart, has surpassed last year's sales figures. The initial spark on this album's sales is largely due to an identity campaign built through jazz, R&B and MOR radio airplay.

Promotion emphasis on the current project is being shifted to encompass television exposure, although the EMIA marketing staff will still employ in-store and radio airplay to expand the Kittyhawk audience.

The current campaign reflects the reasoning behind Kittyhawk being signed by the label. "Kittyhawk's live show is a strong point, and it made sense to present them in their best light," explained Gary Gersh, director of A&R management at EMIA/Liberty.

Gersh added that Kittyhawk's unique instrumentation and the multi-faceted sound the group creates influenced the label signing.

Using the electronic Chapman sticks,

Kittyhawk built a reputation as an instrumental fusion act with influences as varied as rock, jazz, R&B and plain old pop balladry. The current album, though, has included vocals to broaden the group's radio exposure and diversity.

Joe Petrone, vice president of marketing for EMIA/Liberty, agreed that the band's unique properties were appealing, but added that it was initially important to build the band's identity.

"We knew we had to get Kittyhawk's name in front of everyone because they had no track record," said Petrone, adding that during the first 30 to 60 days the company waged an intense consumer advertising campaign covering most major markets. The push included college press, most jazz stations and eventually some R&B and MOR stations that began playing tracks from the LP.

When it was apparent that Kittyhawk's strength was centered on the West Coast between L.A. and Seattle, Petrone said the label bought time in the targeted market on all but Top 40 radio.

The band hopes to penetrate the Top 40 curtain with release of a single from "Race For The Oasis," titled "Wind, Sand and Stars."

While Kittyhawk was forging an identity through the airwaves, the quartet also hit the road, covering many college venues and opening for labelmate Ronnie Laws in some markets.

With an aggressive merchandising campaign, including a display contest in most

(continued of page 45)

SINGLE BREAKOUT OF THE WEEK

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

Breaking out of: Radio Doctors — Milwaukee, Record Theatre — Cleveland, Peaches — Columbus, Turtles — Atlanta, P.B. One Stop — St. Louis, Waxie Maxie — Washington, Wherehouse — Los Angeles, Lieberman — Portland, Pickwick — Midwest, Poplar Tunes — Memphis, Tower — San Diego, National Record Mart — Pittsburgh.

SINGLES BREAKOUTS

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

Breaking out of: Tape City — New Orleans, Alta — Phoenix, Record Theatre — Cincinnati, Father's & Sun's — Indianapolis, Oz — Atlanta, P.B. One Stop — St. Louis, Waxie Maxie — Washington, Lieberman — Portland, Pickwick — Midwest

ENDLESS LOVE • DIANA ROSS AND LIONEL RICHIE • MOTOWN M1519F

Breaking out of: Harmony Hut — Washington, King Karol — New York, Charts — Phoenix, Pickwick — Midwest, Waxie Maxie — Washington, Father's & Sun's — Indianapolis, Peaches — Columbus, Wherehouse — Los Angeles

URGENT • FOREIGNER • ATLANTIC 3831

Breaking out of: Wherehouse — Los Angeles, Peaches — Columbus, P.B. One Stop — St. Louis, Waxie Maxie — Washington, Father's & Sun's — Indianapolis, Pickwick — Midwest, Alta — Phoenix, Great American Music — Minneapolis

LADY (YOU BRING ME UP) • COMMODORES • MOTOWN M1514F

Breaking out of: Lieberman — Portland, Oz — Atlanta, Tower — San Francisco, Record Theatre — Cincinnati, Peaches — Columbus, Waxie Maxie — Washington, Father's & Sun's — Indianapolis, Pickwick — Midwest

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

Breaking out of: Great American Music — Minneapolis, Alta — Phoenix, Tower — Sacramento, Radio Doctors — Milwaukee, Tower — San Francisco, Waxie Maxie — Washington, Father's & Sun's — Indianapolis

EVERLASTING LOVE • REX SMITH/RACHEL SWEET • COLUMBIA 18-02169

Breaking out of: Tower — Seattle, Alta — Phoenix, Tower — Sacramento, Record Theatre — Cleveland, Turtles — Atlanta, Peaches — Columbus, Record Theatre — Cincinnati

FASTEST MOVING MIDLINES

- (S) AC/DC • Let There Be Rock • Atco SD 19132
- (S) Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033
- (S) Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020
- (S) Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- (S) Jeff Beck • Blow By Blow • Epic PE 33409
- (S) Devo • Live • Warner Bros. MINI 3548
- (S) Doors • The Doors • Elektra EKS 74007
- (S) Exposed/A Cheap Peek At Today's Provocative New Rock • Various Artists • CBS X2 37124
- (S) Holly And The Italians • The Right To Be Italians • Epic NFE 37359
- (S) Billy Joel • Piano Man • Columbia PC 32455
- (S) Carole King • Tapestry • Columbia PE 34946
- (S) Don McClean • American Pie • United Artists LN 10037
- (S) Pretenders • Extended Play • Sire MINI 3563
- (S) Psychedelic Furs • Talk Talk Talk • Columbia NF 37339
- (S) Secret Policeman's Ball — The Music • Various Artists • Island IL 9630
- (S) Sinceros • Pet Rock • Columbia NFC 37349
- (S) Who • Meaty, Beaty, Big & Bouncy • MCA 37001

COMPILED FROM: Musicland Group — National, National Record Mart — Pittsburgh, Gary's — Virginia, Lieberman — Denver, Sounds Unlimited — Chicago, Tower — San Diego, D.J.'s One Stop — Seattle, Peaches — Cleveland, Sound Warehouse — San Antonio, Musicland — St. Louis

TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaner 70300
- (S) Discwasher DW Record Care Kit
- Discwasher D-4 Fluid Re-Fill 1 1/4 oz.
- Discwasher SC-2 Stylus Care Kit
- Le-Bo Cassette Carrying Case TA 300
- Le-Bo Outer LP Covers
- Maxell Video Cassette HG T-120
- Maxell UD C-90
- (S) Maxell UDXL II C-90
- Maxell UDXL II C-90 2 Pack
- Maxell UDXL I C-90
- Memorex MRX2 C-90 3 Pack
- Memorex MRX1 C-90
- Memorex Cassette Head Cleaner 300
- Savoy Cassette Carrying Case Z130
- Scotch Highlander C-90 3 Pack
- (S) TDK SA C-90
- TDK SA C-90 2 Pack

COMPILED FROM: Musicland Group — National, National Record Mart — Pittsburgh, Gary's — Virginia, Lieberman — Denver, Sounds Unlimited — Chicago, Tower — San Diego, D.J.'s One Stop — Seattle, Peaches — Cleveland, Sound Warehouse — San Antonio, Musicland — St. Louis

* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



IN THE POCKET • COMMODORES • MOTOWN M8-955M1

Breaking out of: Record Bar — National, Sound Unlimited — National, National Record Mart — Pittsburgh, Harmony Hut — East Coast, Spec's — South Florida, Disc — Texas, Turtles — Atlanta, Tape City — New Orleans, Boatners — New Orleans, Sound Warehouse — San Antonio, Cactus — Houston, Poplar Tunes — Memphis, Port O' Call — Nashville, Rose Records — Chicago, Flipside — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis, Musicland — St. Louis, Win One Stop — New York, Webb's — Philadelphia, Record & Tape Collector — Baltimore.
MERCHANDISING AIDS: Album Flats, Poster

ALBUM BREAKOUTS

FIRE OF UNKNOWN ORIGIN • BLUE OYSTER CULT • COLUMBIA FC 37389

Breaking out of: Record Bar — National, Sound Unlimited — National, Everybody's — Northwest, Radio Doctors — Milwaukee, Flipside — Chicago, Streetside — St. Louis, Father's & Sun's — Indianapolis, Record Theatre — Cincinnati, Turtles — Atlanta, Sound Warehouse — San Antonio, Big Apple — Denver, Mile High — Denver, Independent — Denver, Wherehouse — Los Angeles, Licorice Pizza — Los Angeles, Ali Record Service — Oakland, Tower — Campbell/Sacramento/Seattle, Win One Stop — New York, Sam Goody — New York, Harvard Coop — Boston, Cutler's — New Haven, Richman Bros. — Philadelphia, Record & Tape Collector — Baltimore, Waxie Maxie — Washington, Cavages — Buffalo.
MERCHANDISING AIDS: Back Catalog Album Flats, 3-D Logos, Cover Blowups, Die Cut Header Cards.

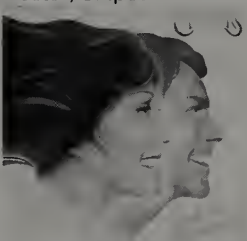


SOME DAYS ARE DIAMONDS • JOHN DENVER • RCA AFL 1-4055

Breaking out of: Camelot — National, Harmony Hut — East Coast, Radio Doctors — Milwaukee, Turtles — Atlanta, Oz — Atlanta, Port O' Call — Nashville, Everybody's — Northwest, Lieberman — Portland, Licorice Pizza — Los Angeles, Tower — Sacramento, Big Apple — Denver.
MERCHANDISING AIDS: 36" Poster Blowup of Album Cover, Streamers.

I'VE GOT THE ROCK 'N' ROLLS AGAIN • THE JOE PERRY PROJECT • COLUMBIA FC 37364

Breaking out of: Sound Unlimited — National, Flipside — Chicago, Radio Doctors — Milwaukee, Father's & Sun's — Indianapolis, Harmony House — Detroit, Tower — Campbell, Everybody's — Northwest, Mile High — Denver, Wherehouse — Los Angeles, Licorice Pizza — Los Angeles, Mile High — Denver, Turtles — Atlanta, Sound Warehouse — San Antonio, Wilcox — Oklahoma City, Disc 'O' Mat — New York, Harvard Coop — Boston, Record & Tape Collector — Baltimore, Waxie Maxie — Washington.
MERCHANDISING AIDS: Album Flats, Oversize Artist Poster, Snipes.



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

Breaking out of: Record Bar — National, National Record Mart — Pittsburgh, Father's & Sun's — Indianapolis, Musicland — St. Louis, Tape City — New Orleans, Oz — Atlanta, Disc 'O' Mat — New York, Sam Goody — New York, Waxie Maxie — Washington, Wherehouse — Los Angeles, Tower — Sacramento.
MERCHANDISING AIDS: Album Flats, 24 X 36 Poster, Singles Browser.

THE GREAT MUPPET CAPER • ORIGINAL SOUNDTRACK • ATLANTIC SD 16047

Breaking out of: National Record Mart — Pittsburgh, Flipside — Chicago, Radio Doctors — Milwaukee, Musicland — St. Louis, Turtles — Atlanta, Disc — Texas, Tape City — New Orleans, Disc-O-Mat — New York, Cavages — Buffalo, Mile High — Denver.
MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats, Poster, Streamer, Movie Poster, Movie Mobile.



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

Breaking out of: Camelot — National, Record Bar — National, Disc-O-Mat — New York, Waxie Maxie — Washington, Disc — Texas, Wilcox — Oklahoma City, City One Stop — Los Angeles, Tower — Sacramento, Great American Music — Minneapolis.
MERCHANDISING AIDS: Album Flats, Movie Poster.



IN THE NIGHT • CHERYL LYNN • COLUMBIA FC 37034

Breaking out of: Sam Goody — New York, Soul Shack — Washington, Waxie Maxie — Washington, Rose Records — Chicago, Streetside — St. Louis, Turtles — Atlanta, Wherehouse — Los Angeles, Mile High — Denver, Independent — Denver, Record & Tape Collector — Baltimore.
MERCHANDISING AIDS: Album Flats, Artist Poster.

WHAT'S IN-STORE

D.C. DOINGS — The Washington/Philadelphia branch office of Capitol Records has begun distributing a four-page monthly newsletter to retail outlets, rack jobbers and one-stops. Dubbed *The Capitol/Liberty/EMI Informer*, district manager **Ron Hughbanks** described the publication as a way for the branch office to have a one-on-one approach with individual retailers and to reinforce relationships with one-stops. The publication, presently offering in-depth profiles of Capitol/Liberty/EMI artists and giving notice of impending releases, will soon devote space to a monthly merchandising competition for the best displays in support of the labels' acts. Originally an in-house tip sheet for the branch, the expanded *Informer* began public distribution in May. Describing the publication as "a luxury," Hughbanks added that while still in the experimental stage, "the response has just been overwhelming," and plans are already under way to expand the format to include articles on creative merchandising by editor **Bill Baker**. "It's a costly project, but well worth it," said Hughbanks, who also said that area retailers interested in receiving *The Informer* should call the branch office. Stores in Pennsylvania and Virginia should call (800) 638-4021, while those in Maryland, South New Jersey and Washington, D.C. should call (301) 428-0790. . . In another Washington, D.C. item, **Records and Tapes, Ltd.** recently opened its third shop in what was formerly a **Discount Records** outlet on DuPont Circle. The opening sale was ushered in with an impressive print campaign that included a three-page spread in the Sunday edition of the *Washington Post*. The print buy featured contributions from smaller independents, as well as major labels, and particularly noteworthy was the support the shop received from Shannachie Records through area distributor **Richman Brothers**, which arranged to have reggae singer **Max Romeo** drop by during the opening festivities. Romeo is really out stumping for his "Holding Out My Love To You" album. While in New York for a July 4 appearance at the Ritz, Romeo also stopped by **The Record Factory** on 8th Street for an autograph session.

AND SPEAKING OF IN-STORE APPEARANCES — The warm weather really seems to bring out the artists. We've received an unparalleled number of items about in-store appearances in the last few days. Columbia's **Psychedelic Furs** recently dropped by the Cherry Hill, N.J. **Sound Odyssey** store before a concert appearance at Emerald City. . . Recent **Record Bar** in-stores have included a visit to the Knoxville, Tenn. outlet by **Loverboy**, and **U-2** and **Human Sexual Response** both did autograph sessions in the Atlanta, Ga. stores. . . The **Camelot** chain has recently played host to a number of artists, including **Englebert Humperdinck**, at its North Hills Mall store in Fort Worth, Texas; **Head East** at the Upper Valley Mall Store in Springfield, Ohio; **B.B. King** at the Greenville, S.C. outlet; and **Alabama** at the Fort Myers, Fla. store. . . In New York, in-stores by **A&M's Squeeze** and RCA recording artist **Rick Springfield** each drew over 2,000 autograph seekers. The turnout was something of an off day for Springfield, who, when not recording for RCA, appears on the television soap opera *General Hospital* as Dr. Noah Drake. Apparently the dual career has worked well for Springfield: a recent appearance at Washington, D.C.'s **Variety Records** drew so many people that the Tyson's Corner Mall (where the store is located) was forced to close. Later in the week, an hour-long autograph session at the Camelot store in Cleveland's Westgate Mall drew over 5,000 people. Our curiosity aroused, we called Westgate store manager **Tom Aureden** to find out first hand what the tenor of the appearance had been. "It was just nuts," Aureden told us. "A week before the appearance, we had people calling us from as far away as Youngstown." The beleaguered store manager found himself frantically calling people he knew to come down and help out and eventually wound up pulling his help off the street. "I looked out the back door of the store, and I couldn't believe what was going on in the parking lot. We had to get Springfield in and out of the store through a freight elevator." Despite the pandemonium, Aureden assessed the results as "great" and added that aside from an initial tie-in with radio station WGCL, the in-store got a lot of coverage in the *Cleveland Plain Dealer* and *The Cleveland Press*. Asked if he was willing to go through it again, Aureden nonchalantly told us that he would like to try and get **Linda Ronstadt** to drop by the store. The man has guts.

RCA RED SEAL SPECIAL — The trend towards the strong support of catalog items continues with the news that RCA is offering a special summer buy-in program on its 50 best selling Red Seal catalog titles. **Irwin Katz**, director of merchandising for Red Seal, said the program will offer special discounts and 30 days extra dating. Katz added that the titles on special "have proved to be the warhorse best sellers of the Red Seal catalog." Among the items included are albums by **James Galway**, **Tomita**, **Van Cliburn**, **Vladimir Horowitz**, **Jean-Pierre Rampal** and **Andres Segovia**. Also included are the Broadway cast albums of *Sophisticated Ladies*, *42nd Street*, *Sweeney Todd* and *Ain't Misbehavin'*. The program begins July 6 and runs through July 17.

A TASTY PROMOTION — Congratulations to the staff at Camelot's Mellett Mall store in Canton, Ohio. The store recently won first prize in an Atlantic Records "Turn On the Heat" point-of-purchase promotion in support of black product on the label. The store was decorated as a diner, the cashier was dressed as a waitress, and Atlantic's black artists were served up as a soul food feast. Store manager **Yvonne Tymcio** won a pair of tickets to the Bahamas for her troubles.

fred goodman



DEEP KARMA — Erect Records group the Deep River Band recently stopped in at one of the Karma Records stores while in Indianapolis to play the Warehouse Lounge in support of its album, "Deep River Band Rocks." Pictured are (l-r): **Doug Jonas** and **Mike Burdett** of the group; **Laurie Anderson**, store manager; **Don Simpson**, buyer for Father's & Sun's (Karma); and **Ray Edmaiston** of the group.

Record Buy



JULY
 Brothers Johnson
 Neville Brothers
 Y&T
 Gino Vannelli
 Pablo Cruise
 Oingo Boingo

AUGUST
 Herb Alpert
 Joe Jackson
 Tim Curry
 Rockle Robbins
 Halloween Horrors
 Bryan Adams
Urg! A Music War (Soundtrack)
 MPG
 The Tubes
 Payolas

SEPTEMBER
 Rita Coolidge
 Toronto
 The Cure



JULY
 Foreigner
 Blackfoot
 Thunder
 Tubeway Army featuring Gary Numan
 Herbie Mann
 Riff Raff
 Stacy Lattisaw
 Lonnie Youngblood
 Max Werner
 Margo Michaels and Nitelite
 Sad Cafe
 Meral Guneyman
The Night The Lights Went Out In Georgia (Soundtrack)

AUGUST
 Stevie Nicks
 Chlc
 John Entwistle
 Buddy Miles
 Touch
 Passport
 Rolling Stones
 Gwen McRae
 Baby Brother Band
 The Generators

SEPTEMBER
 Genesis
 Slave
 Amy Kantor
 McGuffey Lane
 Henry Paul Band
 Dan Seals
 Mink DeVille
 Splnners
 Rose Tattoo
 AC/DC
 Jim Carroll Band



JULY
 Invisible Man's Band

AUGUST
 Curtis Mayfield
 Chris Christian

SEPTEMBER
 Harry Chapin
 Tierra



JULY
 Little River Band
 Red Rider
 Deserters
 Eric Mercury
 B.B. & Q. Band
 Rene & Angela

AUGUST
 The Knack
 Carole King
 Eletrics
Honky Tonk Freeway (Soundtrack)
 Tavares
 A Taste Of Honey
 Sheree Brown
 Charles Veal
 Bonnie Bramlett (M.S.S.)
 Eberhardt Schoener (Harvest)
 John Miles (Harvest)



Chrysalis

JULY
 Deborah Harry
 Pat Benatar

AUGUST
 Ian Hunter
 Craig Leon

SEPTEMBER
 Ultravox
 Michael Schenker Group
 Charlie Dore
 Babys
 Brian Beverly
Babylon (Soundtrack)



JULY
 Miles Davis
 Lacy J. Dalton
 Paquito d'Rivera
 Roberto Carlos
 Gladys Knight and the Pips
 Journey
 Richard Clayderman
 Manhattans
 Tim Goodman
 Rachel Sweet
 Frank Marino

Withward/St. Colms
 Larry John McNally
 Afterbach
 McCoy Tyner
 Tyrone Davis

AUGUST
 Emotions
 Rodney Franklin
 Rex Smith
 James "Blood" Ulmer
 Art Garfunkel
 Billy Burnette
 Arthur Blythe
 Jo Jo Zep
 Hitmen
 Johnny Duncan
 David Allan Coe
 Larry Gatlin
 Ron Wood
 Crystal Gayle

SEPTEMBER
 Tommy Tutone



JULY
 Sonny Curtis
 Lee Oskar
 Midnight Star (Solar)
 Rockets
 Dynasty (Solar)
Heavy Metal (Soundtrack)
 Klymaxx (Solar)
 Eddie Rabbitt

AUGUST
 Donald Byrd
 Shadow
 Sylvers
 Mickey Thomas
 Stanley Turrentine
 Hank Williams, Jr.
 The Beds
 Linda Ronstadt
 Johnny Lee
 Tompall and the Glaser Bros.



JULY
 Doug Kershaw
 Hit 45s of the '70s, Vol. 1-2
 Shakin' Stevens
 Woods Empire
 Shooting Star
 Kelly Marie
 Lene Lovich
 England Rocks/Anglo Files
 Ronnie McDowell
 Sly Stone
 Louise Mandrell
 Jean Carn
 Love Unlimited Orchestra with Webster
 Lewis
 Susan Lynch
 Slim Whitman
 S.O.S. Band
 Dan Fogelberg

Stylistics
 Ralph MacDonald
 Mickey Gilley
 Electric Light Orchestra
 Orchestral Manoeuvres

AUGUST
 Brick
 American Bands, Vol. 1-3
 Dan Hill
 Gary Myrick and the Figures
 Teddy Pendergrass
 Cleveland Rocks
 Meat Loaf
 Luther Van Dross
 Patti LaBelle
 Billy Thorpe
 Boston
 Lou Rawls

SEPTEMBER
 Alda Noda
 KC and the Sunshine Band
 Michael Smotherman



JULY
 Michael Stanley Band
 Michael Johnson
 Dirt Band
 Robbie Patton

AUGUST
 Ronnie Laws
 Powder Blues
 Kin Vasey
 Earl Klugh
 Curves

SEPTEMBER
 Cristy Lane
 Kwick
 John Hall Band
 Cliff Richard
 Rocky Burnette
 Melba Moore
 Our Daughter's Wedding
 Susie Allanson

MCA RECORDS

JULY
 Bad Manners
Legend of the Lone Ranger
 (Soundtrack)
 Poco
 Tanya Tucker
 Don Williams
 Shaun Nielson
 Merle Haggard
 John Conlee
 Thrasher Brothers
 Jerry Clower

AUGUST
 Rossington Collins Band
 Spyro Gyra
 Neil Diamond
 Jimmy Cliff
 Tygers of Pan Tang

1981 Third Q

er's Guide



Give the gift
of music.

Fair Warning
Jump Street Band
Bobby Bland
Loretta Lynn
Barbara Mandrell
Arty McCall and Fireworks (Songbird)

SEPTEMBER

Olivia Newton-John
Bernadette Peters
Donnie Iris
Rufus and Chaka Khan
Tim Weisberg
Iron City Houserockers
War
Matchbox
Amy Wooley
Bill Anderson
Brenda Lee
Merle Haggard (Songbird)
The Archers (Songbird)
Worship (Songbird)

**SEPTEMBER
MERCURY**

Con Funk Shun
Yarborough and Peoples
The Teardrop Explodes
Motorhead
Dickie Lee
The Kendalls

Kool and the Gang — De-Lite
Kiss — Casablanca
Benny Mardones — Polydor
John Cougar — Riva
Bobby Caldwell — Label unassigned
Steve Woods and The Slingshots — Label unassigned

SEPTEMBER

Bob Welch
Daryl Hall
Jack Green
Perry Como
Rick Springfield
Straight Eight
The Chipmunks
Artie Shaw
Michael Wycoff
Chocolate Milk
Dream Machine
Charley Pride
Ray Stevens
Steve Wariner
Louise Mandrell/R.C. Bannon
Instant Funk (Salsoul)
Joe Bataan (Salsoul)
Skyy (Salsoul)
Bruce Sudano (Millennium)

History of the World, Part I (Soundtrack)
Foghat (Bearsville)
Echo and the Bunnymen (Sire)
Rockats (Island)
Was (Not Was) (Island)
Larry Graham
ZZ Top
The B-52's
Shankar (ECM)
Keith Jarrett (ECM)
Ramones (Sire)
Pretenders (Sire)

AUGUST

Rickie Lee Jones
Little Feat
Force 10
Al Jarreau
Alice Cooper
Arthur (Soundtrack)
Rainer Brauninghaus (ECM)
Jame Knapp (ECM)
Meridith Monk (ECM)



JULY

Billy Preston and Syreeta

AUGUST

The Temptations
Jermaine Jackson
Jose Feliciano
Lovesmith

SEPTEMBER

Smokey Robinson
Switch



JULY

Madeleine Marks
Duke Ellington
Larry Eigart
Dottie West
Inner Life (Salsoul)
Logg (Salsoul)
Oscar Peterson (Pablo)

AUGUST

Triumph
Hall and Oates
Polyrock
Roger Whittaker
Bow Wow Wow
Wax
Main Ingredient
Eddy Arnold
Jim Reeves
Ronnie Milsap
Floyd Cramer
Chilliwack (Millennium)



AUGUST

The Chi-Lites
The Staple Singers

SEPTEMBER

Barry White
Leon Haywood
The Dells



JULY

Jaco Pastorius
Chick Corea
Sue Ann
Bobby King
YellowJackets

SEPTEMBER

Steve Martin
Ashford and Simpson
Tom Verlaine
Larsen/Feiten Band
Mike Mainieri
Rodney Crowell
Exile
Pia Zadora
Carly Simon
Roger
Devo
Emmylou Harris
Rex Allen, Jr. and Margo Smith
Moondogs (Sire)
Robert Palmer (Island)
Patti Austin (Qwest)

Manufactured and Marketed by TM
PolyGram Records

POLYGRAM

JULY

Roy Ayers — Polydor
Jon and Vangelis — Polydor
Carolyne Mas — Mercury
Millie Jackson — Spring
Visage — Polydor

AUGUST

CASABLANCA

Suzanne Fellini
Dr. Hook
Lipps, Inc.
Mac Davis
The Four Tops
Nick Gilder

MERCURY

Nighthawks
Mickey Newbury
Scorpions
Reba McEntire

POLYDOR

Isaac Hayes
Novo Combo
LaToya Jackson
Green Ice (Soundtrack)

Busta Jones — Spring
Coffee — De-Lite

Edwin Hawkins — Label Unassigned

Tear Out and Post

This Schedule is Tentative and Subject to Change

CASHBOX

Quarter Albums

TALENT

Playboy Jazz

HOLLYWOOD BOWL, L.A. — It is certainly arguable that the Playboy Jazz Festival, held for the third time here recently at L.A.'s famed outdoor venue, has become one of the most eclectic jazz fests in the U.S.

The sold-out two-day festival broke another Bowl record by becoming the first two-day event there to sell-out all seats 36 hours prior to the opening act's performance. The event attracted a panathropic quilt of Angelenos — all ages, all colors.

Not only did the Festival reaffirm the presence of a jazz consciousness in Los Angeles, but also the fact that Festival promoter George Wein is able to vary the package enough to attract more diverse audiences each year.

The opening day was a smooth affair, with a consistent texture woven of the most seminal jazz stylings. From the Long Beach State University Jazz Ensemble's spirited opening to The Crusaders' jazz-cum-pop finale, the performances never lacked quality or variety, but offered few peaks and valleys.

Perhaps standing out most during the Saturday show was the set offered by keyboardist Herbie Hancock, sans electronics and accompanied with some familiar and newly discovered swing to bebop talent. Joined by bassist Ron Carter, drummer Tony Williams and 20-year-old trumpet prodigy Wynton Marsalis, Hancock displayed a dialectic understanding of the idiom, with Marsalis keeping the accents hot at every turn.

Although favorites like Count Basie, Joe Williams, Richie Cole with Alto Madness, and Woody Herman and his Thundering Herd played relaxed sets, the groove of the day had worn into their music.

Sunday's proceedings were most certainly highlighted by the overwhelming crowd response to the Weather Report performance. The heavily percussive set featured solos by each member, including an electronic extravaganza by Jaco Pastorius. The group's rendering of its hit, "Birdland," would have raised the roof at other venues.

Except for a provocative set by a group comprised of Dizzy Gillespie, Lalo Schifrin, Ray Brown, Bernard Purdie and Willie Bobo, Sunday's show lapsed into the same homogenous groove of Saturday. While the bill was varied with the likes of George Shearing sharing a set with bassist Brian Torff; Earl Klugh; Art Blakey and the Jazz Messengers; and a finale with Count Basie and his Orchestra, consistent excitement among the players was absent.

Michael Martinez, Len Chodosh

Gary U.S. Bonds Fast Fontaine

COUNTRY CLUB, L.A. — Gary U.S. Bonds' spirited performance at the Country Club marked the triumphant return to Los

Angeles for one of rock and blues' yesteryear stars. But, unlike many of his peers from that early '60s period who occasionally perform to cash in on a revival or nostalgia wave, this show proved to an SRO crowd that Bonds is quite serious about his rejuvenated career. And Bonds did it convincingly and without the anticipated help of a very special friend.

For the many who came to the show expecting The Boss to make a guest appearance for a number or two, Bonds quickly dispelled all rumors after the first song and told the energetic audience that "Bruce Springsteen will not be here tonight, but we're gonna rock and roll anyway."

And, true to his word, nobody went home disappointed, as Bonds and company wailed through pressure-cooking rockers like the opening "Jole Blon;" his current Top 10 single, "This Little Girl Is Mine;" and the title track to his album "Dedication."

Bonds has one of those classic gritty vocal styles that perfectly lends itself to gospel/R&B-flavored ballads as well, as evidenced on the torch-like rendering of "Daddy's Come Home" and the gospel/blues-tinged "Just Like A Child," a song that he noted with great pride as one that his daughter wrote.

Together with the dazzling sax work of Joey Stann; Bill Derby and Joe Martin, guitars; George Ruiz, bass; Mike Micari, drums; and Rusty Cloud on keyboards; Bonds' set was an overall listening pleasure that was highlighted, of course, with a rousing encore of his '60s anthem, "Quarter To Three," a song that by itself clearly revealed some of Springsteen's very own roots.

Opening the show with a mixed bag of rock and funk reminiscent to a degree of Bob Seger and J. Geils, Fast Fontaine delivered an adequate set that was a bit hampered by a muddled sound system. Still, Fontaine, who was formerly Seger's guitarist, more than set the stage for the main event with catchy tunes like "Moderation," "Is Your Heater Hot Tonight" and a revved up version of the Doors' classic, "L.A. Woman." Fast Fontaine is a band with potential, but one that needs a little fine tuning.

Mark Albert

Smokey Robinson

GREEK THEATRE, L.A. — Some things are timeless, like the showmanship employed by Smokey Robinson during his recent performance at the Greek here. Whether performing music from his current repertoire of hit songs or reaching back into his vault of gold and platinum singles, Robinson handled the music with the self-assuredness of a veteran, yet ageless artist.

It could have been easy for the capacity crowd at the open-air venue to be distracted by the warm, breezy summer night, but instead it served as an apt backdrop for Robinson's set of pop R&B love noirs. Such was his command of the audience that during the later portion of the show, the former leader of the Miracles took requests from "those who have made these songs hits."

Robinson opened his show with "Tracks

Of My Tears" and "Can't Find Love" before his voice had warmed to the night air and before breaking into newer material like "You Are Forever," from his current album, "Being With You." It was during Robinson's rendering of the title track from that album that his universal appeal was most evident and, perhaps, most appreciated.

Robinson segued into the song with a story about how he had first taken "Being With You" to Kim Carnes' producer George Tobin for the songstress to record. Tobin listened to it and convinced Smokey to record the song himself.

The Motown legend performed the song at the Greek in English, which delighted many of his new-found fans (most of them not even born when he began his career) and old fans alike. But another segment of the audience marvelled even more at the song as Robinson began to sing "Being With You" in Spanish (a fair portion of the audience sang with him in Spanish).

A command of talent and audience vibe were the cornerstones of Robinson's show, although the fine backing unit, Quiet Storm, provided ample foundation for the balladeer's excursions.

The band rang true as he reeled off hits like "Tears Of A Clown," "My Love," "Ooh, Baby, Baby," "Goin' To A Go-Go," "Cruisin'," "Quiet Storm," "Shop Around" and others from his hit-laden past. Throughout, Robinson showed a consistent penchant for delivering a song with the proper intensity, communicating feelings that transcended the time and place the song was first written or recorded.

When Robinson broke into "Baby Come Close," it was a fitting finale for a show that had encouraged up-close-and-personal encounters of the love kind.

Byron Williams, the co-host of NBC-TV's *Real People*, opened Robinson's concert, showing he must work harder to develop fresh material, but also that he has the skill and timing to deliver the goods.

Michael Martinez

Bill Medley

MEDLEY'S, Fountain Valley, Calif. — Tucked away in the sleepy little Orange County burg of Fountain Valley, in one of those hastily constructed little mini-malls that dot the landscape of Southern California, is Medley's. More than a supper club, Medley's is a museum, in a sense, to the musical achievements of its owner, who happened to be the tall, deeply-voiced half of the Righteous Brothers.

Bill Medley does not dwell on nostalgia for nostalgia's sake; he didn't build the restaurant as an excuse for a personal stage 365 days of the year. After all, he still has Vegas, when he wants to play there, and he acts the cordial host at his own popular eatery because he truly enjoys it. But facing the stage and seeing all those gold records, laminated trade charts and other assorted mementos from the golden age of rock and pop, it's hard not to reminisce a bit.

After all, Medley and partner Bobby Hatfield were perhaps the great blue-eyed soul

duo of their time, a model for more contemporary stars like Hall & Oates, who scored with a cover of their #1 single, "You've Lost That Lovin' Feelin'," just this year. While Medley's soul was in ballads, so to speak, his heart has always been in rock 'n' roll. Therefore, it didn't seem strange that 18 years after the twosome's first hit, "Little Latin Lupe Lu," here was the same Medley, tanned and neatly attired in red sweater and tie, belting out a, if you'll excuse the expression, medley of rock numbers, from Little Richard to Fats Domino... and having the time of his life doing it.

Medley's verve and energy are contagious; in the hands of a lesser talent, such a performance might've seemed like nothing more than a lounge act — nostalgia for nostalgia's sake. But his voice has aged like fine red wine: hearty, robust and ripe. Granted, it was most effective on renditions of more recent material, such as his excellent "Brown-Eyed Woman" (which drew a standing ovation), his last single from the "Sweet Thunder" LP, "I Don't Know Much" and the two anticipated closers, "You're My Soul And My Inspiration" and "Lovin' Feelin'." However, the rock tunes had even the oldest members of the suburban audience clapping and hooting along.

Michael Glynn

Don King

HANK COCHRAN'S, NASHVILLE — Don King has spent a good portion of the time since his last Epic album, "Lonely Hotel," working on a new one, "Whirlwind," and accompanying stage show with live show director Bob Small. The effort has resulted in a show that is energetic, sophisticated and highly enjoyable.

In both his album and in concert, King has managed to remain true to his country roots, while melding that preference with a sassy, raw-edged rock sound that is nothing less than superb. Despite the fact that two of King's band members departed just hours before the show and replacements were hastily called upon and oriented to King's material, the show was so tight that the audience was none the wiser.

Drawing primarily upon material from the latest album, King's show was a pleasant blend of country and rock, with the latter given just the slightest edge, which quite suited the audience of Fan Fair-ites, King fans and industry representatives. Even those who came to view and perhaps conquer the now hushed and probably for sale mechanical bull in this former urban cowboy hangout, were attracted to King's charismatic stage presence.

King is no slouch when it comes to playing a guitar and is as much an integral part of the band as the rest of the musicians, as he aptly demonstrated on acoustic numbers like "59 Was A Very Good Year," and out-and-out rockers like "My Whole World Ended" and "Over My Head," without a doubt two of the highlights of the hour show. Perhaps the best thing about King's new approach is that he has learned to relax and have fun with the audience.

Jennifer Bohler

ON STAGE

AIR PLAY

SUMMER OF GOLD — Summer has traditionally been a slow period for new album releases, especially by superstar acts, leaving radio to program a lot of oldies and long-form specials that reflect the easy going lifestyle of the season. This summer, however, programmers are being deluged with new product (about 100 new releases more than last year's third quarter — see separate story), and an unusually large number of them are by gold and platinum status acts for just about any format you choose. Already out are new LPs by **Pat Benatar, Foreigner, Kenny Rogers, Brothers Johnson, Commodores, Willie Nelson, Smokey Robinson** and the **Pointer Sisters** to name but a few. As if that weren't enough, new product from **Rickie Lee Jones, ELO, Journey, Rolling Stones, Boston, Stevie Nicks, Debby Harry, Meat Loaf, Teddy Pendergrass, Eddie Rablitt, Kinks, Hall & Oates** and **The Pretenders**, as well as dozens more, are just around the corner.

MY MISTAKE — Apologies and thank you to Global Satellite Network's *Rockline* creator and producer **Eddie Krltzer** for correcting a bit of misinformation in last week's *Air Play*. The Burkhart/Abrams satellite network will not be the first to hit the airwaves live when it debuts in late August. Global's *Rockline*, an interview/telephone talk show where listeners can call in from all over the country and talk to recording stars, was in fact the first live satellite show when it premiered in May. *Rockline* also features some music, but the Burkhart/Abrams network will be one of the first, if not the first 24-hour live all-music satellite network. *Rockline* has featured guests like **REO Speedwagon** and **Jefferson Starship** in the past and has **Blue Oyster Cult, Marty Balin, Kim Carnes, Journey** and the **Tubes** scheduled for upcoming programs.

POTENT PUBLIC AFFAIRS — Styx manager **Derek Sutton**, **Commodores** member **William King** and others were recent guests on **Bill Moran's The Forum**, a public affairs talk show that airs Sunday evenings on **KIIS-FM/Los Angeles**. Discussion focused on teenage drug abuse and whether recording stars should assume a sense of responsibility with the youth community both in public and in their music. Moran's view is that public opinion is generally not too favorable regarding rock stars and their influence on young people, and he wanted a hard hitting program to tell the public that many artists do indeed write and sing about drug abuse, as well as other social ills. An example he played on his program was Pat Benatar's "Hell is For Children," a song about child abuse, which unfortunately received little or no airplay. Just as recording stars can easily influence young people, so can radio stations and air personalities. Each to his or her own lifestyle, but who needs a late night DJ slurring words while bragging about great dope?



ZANY DREAMS AT KLOS — Comedic duo **Cheech and Chong** recently stopped by the **KLOS/Los Angeles** studios for a hilarious interplay with morning personality **Frazer Smith** and a discussion of the duo's new film *Nice Dreams*. Pictured above suffering from apparent vertigo are (l-r): **Tommy Chong**; **Cheech Marin**; and **Smith**.

A COUPLE OF CHANGES — **WKQB (92Q)**/Nashville has changed its call letters to **WMAK-FM**. This does not signal any departure from its current Top 40 format. . . Information & Analysis, Inc., a firm offering research, marketing and analysis services for broadcasters has moved to 81 North Broadway, Hicksville, N.Y. 11801. The new telephone number is (516) 822-7878. . . Noted Bay Area DJ **Steve Kapan** joins **KSFZ/San Francisco** on July 27. Currently at **KFRC**, Kapan made his mark at **KSAN** before that AOR station turned country last year.

BURROWING IN MANHATTAN — As if there weren't enough bewildering excursions to pique a tourist's senses and imagination in New York City, a recent diversion from Texas in the guise of armadillo races held in Central Park must have made even the hardest of hard core New Yorkers blink. Even those who affectionately take pride in saying "only in New York" must have paused and wondered, if only for a brief moment, if they too had gone the route of so many Big Apple crazies who are themselves somewhat of an attraction. But for all of those who contemplated moving to the suburbs or bidding a fond farewell to bottled swill, armadillo races were indeed held at Central Park's Tavern-on-the-Green restaurant, courtesy of ABC Radio's Star 97, **KSRR/Houston**. In a promotion that would have been as run-of-the-mill in Texas as hailing a cab in New York, **KSRR** staged armadillo races in Gotham City to help promote the national advertising community. Besides attracting the curious and those thirsting for sports during the current baseball strike, **KSRR** did attract national attention on Channel 7 *Eyewitness News* and various newspapers and trade publications. The armadillo races were just a small part of a major multi-media campaign that **KSRR** is running through the summer. The station now has a dozen 14'x48' paintings surrounding the Houston freeways emphasizing Star 97 as the city's music station. In addition, the Star 97 identity is being carried on 365 Yellow Cabs in Houston, and the station is running numerous TV commercials depicting various local lifestyles. Finally, the station's logo is being imprinted on quart and half gallon cartons of Carnation milk, which works out to 7½ million cartons per month for the next three months.

CELEBRATE THEM HOME — **KRLA/Los Angeles** personality and station manager **Art Laboe** will be honored on July 6 with a star on Hollywood's Walk of Fame. The star will be located on the corner of Highland Ave. and Hollywood Blvd., only blocks from where Laboe grew up. . . **Dan Ingram** is celebrating his 20th year at **WABC/New York**. **WABC** planned a tribute for its afternoon drive mainstay for July 3. On his show that day, Ingram played the greatest hits from the past 20 years, mixed in with choice taped portions from his old broadcasts.

THE BEAT GOES ON — **KOME/San Jose** is the oldest running AOR station in the Bay Area, and staffers are celebrating the station's 10th anniversary throughout the year. . . Congratulations to **KMET/Los Angeles** personality **Mary Turner** who just marked her ninth year on-the-air with the powerhouse rocker on June 26. Turner also hosts the nationally syndicated *Off The Record* show distributed by Westwood One. A number of long-form specials of *Off The Record* have been scheduled throughout the summer. Rolling Stoner **Kelth Richards** was the subject of the first special, and a few of the future artists to be highlighted include **Rush, Ritchie Blackmore** and **Heart**. mark albert

MTV, CVE, Source And Epic Jointly Push REO Simulcast

by Michael Glynn and Mark Albert

LOS ANGELES — Plans were finalized last week between CBS Video Enterprises (CVE), Warner Amex's MTV: The Music Channel and NBC's The Source, the young adult radio network, for one of the most extensive cross-promotional efforts yet undertaken for a national video presentation focusing on a rock act.

On Aug. 8, WASEC's MTV and The Source will simulcast a full-length feature concert program of Epic recording group **REO Speedwagon**, produced by CVE, over cable TV, via satellite transmission and radio. Three months in the making, the presentation is expected to reach approximately 17 million cable TV viewers and radio listeners, over Source-affiliated stations around the country. The **REO Speedwagon** concert was taped last month during a performance at Denver's **McNichol's Arena**.

First Concert Presentation

The program will also be MTV's first major feature-length concert presentation following the scheduled debut of the 24-hour video music channel Aug. 1. A programming service of WASEC, MTV is initially expected to reach approximately 2.1 to 2.5 million cable subscribers.

At presstime, CVE had not yet firmed up videocassette and disc rights to the program for the home entertainment market. However, an official announcement of commercial release plans is expected shortly from the company.

According to **Jock McLean**, CVE director of music programming who conceived and coordinated the project, the idea for the cross-promotional effort stemmed from CVE's prior experience with "One Night Stand: A Keyboard Event." That video concert presentation of all-star jazz keyboardists, taped at New York's Carnegie Hall and the Dorothy Chandler Pavilion here, was released as a two-record set by Columbia Records and aired on Bravo, the fine arts cable network earlier this year, as well as issued by CVE on videocassette for the home market.

"With videotaping production costs for such a presentation in excess of \$100,000-\$125,000 and a little over 2 million VCRs and an even smaller number of disc units out there at this time, we were faced with the fact that there were still a limited number of potential customers in the home market," said McLean. "Through cross-promotion of the 'One Night Stand' with Columbia Records and Bravo, we found we could help defray those production costs and involve other sectors of the home entertainment industry at the same time. The promotional aspect worked out well all-around."

For the **REO Speedwagon** production, McLean said he contacted MTV vice president of programming **Bob Pittman** as early as November of last year to broach the idea of the 24-hour cable music channel becoming involved.

"I knew that MTV wouldn't have a lot of money to spend at first, but I wanted to give (Pittman) something that would be an image builder for the service as its first major concert," McLean noted. "We discussed such aspects as video duplication and piracy and decided that it would be better to air over cable, because any home taping which might occur wouldn't cut as deeply into sales when we do release the concert to the home market."

Pittman himself sees MTV as helping to "enhance the importance of the concert" as well as serving as a vehicle that could "translate into exposure and sale of the idea of

the videodisc" further down the line.

"As far as cross-promotion and cross-merchandising, this presentation is state of the art," Pittman said.

The next step was to find a radio outlet for the concert, which McLean noted came down to a choice between **DIR Broadcasting** and **The Source**, with **The Source** finally winning out.

"Basically, although MTV will be broadcast in Dolby stereo, we didn't feel enough sets would be wired in time for the broadcast and we had taken great pains to have the performance recorded in state of the art audio," stressed McLean.

Stereo Simulcast

For **The Source's** part, **John McGhan**, director of programs for NBC's young adult network, said that the 24-track audio portion of the simulcast will be fed to radio stations in 37 cities through AT&T 6010 landlines. He added that 200 stations are expected to clear the special overall.

"As far as we're concerned," McGhan said, "feeding the audio portion to the radio stations in sync with the video portion being transmitted via satellite is the one area that could present potential problems."

"But it's a great opportunity for us," he

(continued on page 34)

Deregulation Of Radio Approved By Senate

LOS ANGELES — Radio deregulation moved one step closer to legislative approval when S. 270 was passed by the Senate on June 23. The bill was introduced two weeks ago by the Senate Commerce Committee (**Cash Box**, June 27).

While the Senate finally approved the bill, much resistance is expected in the House, where House Telecommunications Subcommittee chairman **Tim Wirth (D-Colo.)** strongly opposes the measure.

Should the bill gain House approval in its present form, radio licenses, which are currently renewable every three years, would become indefinite. Wirth disagrees with that point, saying that licenses shouldn't even be extended to five years.

Other provisions that would apply to radio include the removal of Federal Communications Commission (FCC) involvement with programming decisions; the granting of new licenses by a random lottery selection; the revocation of station licenses only after the FCC has conducted hearings to determine if the holder was unfit to keep the license; and the abolishment of rules governing commercial time, program logs, community ascertainment needs, and news and public affairs programs. In addition, radio stations would be assessed fees to help defray the cost of regulation, license applications and hearings.

The bill is expected to go before House hearings soon after the July 4 Congressional recess.

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LP Chart Position

— **THE A's • A WOMAN'S GOT THE POWER • ARISTA**
ADDS: None. **HOTS:** KZEL, WMMS, WRNW, WWWW.
MEDIUMS: KSJO, WLIR, WBAB, WCCC, WGRQ, KNAC, KROQ, WAAL. **PREFERRED TRACKS:** Title.
SALES: Weak in all regions.

6 AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC
ADDS: None. **HOTS:** WLIR, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE, WBLM, WGRQ, KROQ, KMET, KMGN. **MEDIUMS:** WNEW, WAAL, KBPI. **PREFERRED TRACKS:** Balls, Problem.
SALES: Good to moderate in all regions.

79 ADAM & THE ANTS • KINGS OF THE WILD FRONTIER • EPIC
ADDS: None. **HOTS:** WMMS, WBAB, KNAC, KROQ. **MEDIUMS:** KNCN, WLIR, KOME. **PREFERRED TRACKS:** Antmusic, Dog, Title.
SALES: Moderate to fair in all regions; weakest in Midwest.

8 MOST ADDED

— **BALANCE • PORTRAIT/CBS**
ADDS: WWWW, WCCC, WMMS, WNEW. **HOTS:** WWWW. **MEDIUMS:** None. **PREFERRED TRACKS:** Breaking Away.
SALES: Just shipped.

62 MARTY BALIN • BALIN • EMI-AMERICA
ADDS: KBPI. **HOTS:** KOME, WKDF, KSHE, KNCN, KMEL, KSJO, KZAM, KZOK, WBAB, WRNW, KEZY, KINK, WAAL. **MEDIUMS:** WNEW, WABX, WMMS, WKLS, WCCC, WWWW. **PREFERRED TRACKS:** Hearts.
SALES: Good to moderate in all regions; strongest in West.

1 MOST ADDED

— **BLACKFOOT • MARAUDER • ATCO**
ADDS: KBPI, KSHE, KNCN, KZEL, KSJO, WNEW, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE, WRNW, WBLM, KLLO, WGRQ, WAAL, KMET. **HOTS:** WCCC, WSHE, WGRQ. **MEDIUMS:** WBAB, KLLO. **PREFERRED TRACKS:** Fly Away.
SALES: Just shipped.



87 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA
ADDS: WWWW, KEZY. **HOTS:** KMGN, KNCN, KZEL, KSJO, WLIR, WMMS, WBAB, WCCC, WRNW, WBLM, KLLO, WGRQ, WAAL. **MEDIUMS:** KBPI, KOME, KSHE, WABX, WKLS, KZEW, WSHE, KMET. **PREFERRED TRACKS:** Title, Burning, Joan.
SALES: Moderate breakouts in all regions.

44 GARY U.S. BONDS • DEDICATION • EMI-AMERICA
ADDS: None. **HOTS:** KNCN, KMEL, KSJO, WABX, WMMS, WBAB, WRNW, KMET, KOME, KBPI. **MEDIUMS:** WSHE, KEZY, WKDF. **PREFERRED TRACKS:** This Little.
SALES: Moderate to fair in all regions.

112 DANNY JOE BROWN & THE DANNY JOE BROWN BAND • EPIC
ADDS: None. **HOTS:** WBAB, WCCC. **MEDIUMS:** KSJO, WKLS, KZEW, WSHE, WBLM, KLLO, WGRQ, WWWW, KOME, KBPI, KMGN. **PREFERRED TRACKS:** Sundance, Edge.
SALES: Weak in West; fair in others.

1 KIM CARNES • MISTAKEN IDENTITY • EMI-AMERICA
ADDS: None. **HOTS:** KNCN, KSJO, KZOK, WMMS, WBAB, KEZY, KINK, WYDD, KNX, WWWW, WAAL. **MEDIUMS:** WCCC, KMGN. **PREFERRED TRACKS:** Eyes, Break, Cards.
SALES: Good in all regions.

5 MOST ACTIVE

12 PHIL COLLINS • FACE VALUE • ATLANTIC
ADDS: KBPI, KMEL. **HOTS:** KOME, WAAL, WWWW, KINK, KNCN, KSJO, WNEW, KZAM, WLIR, KZOK, WKLS, WBAB, WCCC, WSHE, WRNW, KEZY, WBLM, WGRQ. **MEDIUMS:** WKDF, KSHE, WABX, WMMS. **PREFERRED TRACKS:** In The Air, I Missed, If Leaving.
SALES: Good to moderate in all regions.



LP Chart Position

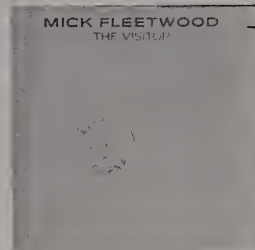
#10 MOST ADDED

— **ECHO & THE BUNNYMEN • HEAVEN UP HERE • SIRE**
ADDS: WRNW, WCCC, KSJO. **HOTS:** None. **MEDIUMS:** KNAC, KROQ. **PREFERRED TRACKS:** Over The Wall.
SALES: Just shipped.

190 DAVE EDMUNDS • TWANGIN' ... • SWAN SONG/ATLANTIC
ADDS: None. **HOTS:** WLIR, WRNW, KNAC. **MEDIUMS:** KNCN, KSJO, WMMS, WBLM, KOME, KBPI, KMGN. **PREFERRED TRACKS:** Almost, Live Again.
SALES: Fair in East and Midwest; weak in others.

3 MOST ADDED

— **MICK FLEETWOOD • THE VISITOR • RCA**
ADDS: KMGN, KSHE, KNCN, KZEL, KSJO, WLIR, WMMS, WKLS, WBAB, WCCC, WRNW, KEZY, KLLO, KNX, WWWW, WAAL, KMET. **HOTS:** None. **MEDIUMS:** WBAB, KEZY, KLLO. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



2 MOST ADDED

— **FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSVILLE**
ADDS: KMGN, KNCN, KZEL, WNEW, WLIR, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE, WRNW, WBLM, KLLO, WGRQ, WAAL, KMET. **HOTS:** WBAB, WRNW. **MEDIUMS:** WLIR, WCCC, KLLO. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



9 MOST ADDED

— **FOREIGNER • 4 • ATLANTIC**
ADDS: KMGN, KINK, WCCC, WABX. **HOTS:** WCCC. **MEDIUMS:** None. **PREFERRED TRACKS:** Urgent.
SALES: Just shipped.

43 PETER FRAMPTON • BREAKING ALL THE RULES • A&M
ADDS: None. **HOTS:** KMGN, KSHE, KSJO, WNEW, WMMS, WBAB, WCCC, WSHE, WRNW, KEZY, WBLM, WGRQ. **MEDIUMS:** KBPI, KOME, WAAL, KROQ, WWWW, KNCN, KMEL, WKLS, KZEW, KLLO. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions.

8 MOST ACTIVE

11 GEORGE HARRISON • SOMEWHERE IN ENGLAND • DARK HORSE
ADDS: None. **HOTS:** KOME, WKDF, WAAL, KNCN, WNEW, KZAM, WABX, WBAB, WSHE, WRNW, KEZY, WGRQ, KINK, WYDD, KNX. **MEDIUMS:** KSHE, KMEL, WMMS, WKLS. **PREFERRED TRACKS:** All Those, Rules, Clone.
SALES: Good in all regions.

189 ICEHOUSE • CHRYSALIS
ADDS: WSHE, WABX. **HOTS:** None. **MEDIUMS:** KNCN, KSJO, KZOK, WMMS, WCCC, KEZY, WBLM, KLLO, KNAC, KROQ, KMGN. **PREFERRED TRACKS:** We Can.
SALES: Moderate breakouts in West; weak in others.

102 IRON MAIDEN • KILLERS • HARVEST/CAPITOL
ADDS: None. **HOTS:** KNCN, WMMS. **MEDIUMS:** WLIR, WBAB, WCCC, WSHE, WBLM. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in Midwest.

46 JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA
ADDS: None. **HOTS:** KSHE, KNCN, KMEL, KZEL, KSJO, KEZY, WBLM, WWWW, KMET, KOME, KBPI, KMGN. **MEDIUMS:** WNEW, KZEW, WKDF. **PREFERRED TRACKS:** Stranger, Way Back.
SALES: Moderate to fair in all regions; strongest in West.

LP Chart Position

130 DAVID JOHANSEN • HERE COMES THE NIGHT • BLUE SKY/CBS
ADDS: None. **HOTS:** WNEW, WLIR, WMMS, WRNW. **MEDIUMS:** WBAB, WCCC, KNAC. **PREFERRED TRACKS:** Title.
SALES: Fair in East and West; weak in others.

21 ELTON JOHN • THE FOX • GEFEN
ADDS: None. **HOTS:** KNCN, WNEW, WBAB, WRNW, KEZY, KINK, KNX, WAAL. **MEDIUMS:** WMMS, WWWW, WKDF, KOME. **PREFERRED TRACKS:** Nobody.
SALES: Moderate to fair in all regions.

158 TOM JOHNSTON • STILL FEELS GOOD • WARNER BROS.
ADDS: None. **HOTS:** KSJO, WRNW. **MEDIUMS:** KNCN, KEZY, KNX, WWWW, KOME. **PREFERRED TRACKS:** Wastin', Desperado.
SALES: Fair in South; weak in others.

52 THE GREG KIHN BAND • ROCKIHNROLL • BESERKLEY/ELEKTRA
ADDS: WSHE. **HOTS:** WSHE, KBPI, KOME, KSHE, KSJO, KZAM, KZOK, WBAB, WGRQ, KROQ, WAAL. **MEDIUMS:** WKDF, KNCN, WLIR, WABX, WKLS, KZEW, WCCC, WBLM, KNAC, WWWW. **PREFERRED TRACKS:** Breakup, Hurting.
SALES: Good to moderate in all regions; weakest in South.

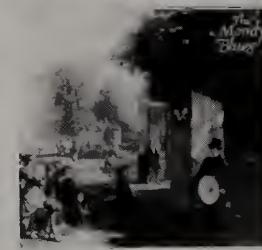
121 DAVID LINDLEY • EL RAYO-X • ASYLUM
ADDS: None. **HOTS:** KMGN. **MEDIUMS:** WNEW, WLIR, WBAB, KEZY, WBLM, KINK, KROQ, KMET, KOME. **PREFERRED TRACKS:** Mercury, Old Lady.
SALES: Moderate to fair in all regions; weakest in Midwest.

32 LOVERBOY • COLUMBIA
ADDS: None. **HOTS:** KNCN, KSJO, WMMS, KZEW, WBLM, WGRQ, KOME, KMGN. **MEDIUMS:** WWWW, KBPI. **PREFERRED TRACKS:** Kid, Turn Me.
SALES: Moderate to fair in all regions; weakest in East.

99 THE MARSHALL TUCKER BAND • DEDICATED • WARNER BROS.
ADDS: None. **HOTS:** KNCN, WRNW. **MEDIUMS:** KSJO, WNEW, KEZY, KOME. **PREFERRED TRACKS:** This Time, Rumor.
SALES: Fair in South and West; weak in others.

2 MOST ACTIVE

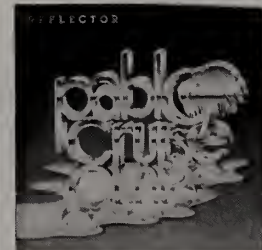
5 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM
ADDS: None. **HOTS:** KBPI, KOME, KMET, WAAL, WWWW, KNX, KINK, WGRQ, KLLO, WBLM, KEZY, WRNW, KSHE, KNCN, KZEL, KSJO, WNEW, KZAM, KZOK, WMMS, WKLS, WBAB, WCCC, WSHE. **MEDIUMS:** WKDF, KMEL, WLIR, WABX, KZEW. **PREFERRED TRACKS:** Gemini, Voice, 22,000.
SALES: Good in all regions.



23 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS
ADDS: None. **HOTS:** KNCN, WMMS, KMGN, WSHE, WBLM, KMET, KOME. **MEDIUMS:** WLIR, KZEW, WCCC, WWWW, WAAL. **PREFERRED TRACKS:** Crazy, I Don't.
SALES: Moderate to fair in all regions, strongest in Midwest.

5 MOST ADDED

— **PABLO CRUISE • REFLECTOR • A&M**
ADDS: KNCN, KZEL, WNEW, KZOK, WKLS, WBAB, WRNW, KEZY, KINK, WWWW, WAAL, WKDF, KBPI. **HOTS:** KZAM. **MEDIUMS:** WKDF. **PREFERRED TRACKS:** Cool Love.
SALES: Just shipped.

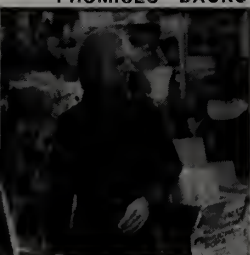


LP Chart Position

109 THE JOE PERRY PROJECT • I'VE GOT THE ROCK 'N' ROLLS AGAIN • COLUMBIA
ADDS: WKLS, KSHE. HOTS: KZEL, WLIR, WRNW. MEDIUMS: KNAC, KSJO, WMMS, WBAB, WCCC, WBLM, WAAL, KMG. PREFERRED TRACKS: Title, South, East Coast.
SALES: Moderate breakouts in East and Midwest; fair in others.

1 MOST ACTIVE

4 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA



ADDS: None. HOTS: KMG, KBPI, KOME, KMET, WAAL, KROQ, WWW, WYDD, WGRQ, KL, WBLM, KEZY, WRNW, KSHE, KNAC, KMEL, KZEL, KSJO, WNEW, KZAM, WLIR, KZOK, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE. MEDIUMS: WKDF, KINK, WABX. PREFERRED TRACKS: Nightwatchman, Woman In Love, Waiting.

SALES: Good in all regions.

4 MOST ADDED

POCO • BLUE AND GRAY • MCA



ADDS: KNAC, KZEL, KZAM, WMMS, WKLS, WBAB, WCCC, WRNW, KINK, WWW, WAAL, KBPI, KMG. HOTS: None. MEDIUMS: WBAB. PREFERRED TRACKS: Open.
SALES: Just shipped.

85 PRETENDERS • EXTENDED PLAY • SIRE
ADDS: None. HOTS: KSJO, WRNW, KNAC, KROQ, KMET, KOME, KMG. MEDIUMS: WLIR. PREFERRED TRACKS: Message, Porcelain, Precious.
SALES: Weak in South; fair in others.

2 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: None. HOTS: KSJO, WABX, WMMS, KZEW, WYDD, KMET, KOME, KBPI, KMG. MEDIUMS: KMEL, KZOK, KEZY, WKDF. PREFERRED TRACKS: Let Him, Run, Tough, Letter.
SALES: Good in all regions.

6 MOST ADDED

THE RODS • ARISTA
ADDS: KNAC, KZEW, KL, WAAL, KMG. HOTS: None. MEDIUMS: KL. PREFERRED TRACKS: Open.
SALES: Just shipped.

15 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: None. HOTS: KNAC, KZEW, WWW, KMET, KOME, KMG. MEDIUMS: WLIR, WCCC, WBLM, KBPI. PREFERRED TRACKS: Tom Sawyer, Limelight, Signs.
SALES: Good to moderate in all regions.

4 MOST ACTIVE

9 SANTANA • ZEBOP! • COLUMBIA



ADDS: None. HOTS: KBPI, KOME, WYDD, KINK, KSHE, KNAC, KMEL, KSJO, WNEW, KZAM, WLIR, KZOK, WABX, WMMS, WKLS, WBAB, WCCC, KEZY, WGRQ. MEDIUMS: KMET, WKDF, WBLM. PREFERRED TRACKS: Winning, Searchin'.
SALES: Good to moderate in all regions.

LP Chart Position

194 SILVER CONDOR • COLUMBIA
ADDS: None. HOTS: KMG, WNRW, WWW. MEDIUMS: KOME, KMET, KSHE, KNAC, KSJO, KZOK, WMMS, WBAB, KZEW, WCCC, WSHE, KEZY, WBLM, KL, WAAL. PREFERRED TRACKS: Open.
SALES: Fair in Midwest and West; weak in others.

THE SINCEROS • PET ROCK • COLUMBIA
ADDS: WBAB, WNEW. HOTS: WLIR. MEDIUMS: KZOK, WCCC, WWW. PREFERRED TRACKS: Disappearing, Barcelona.
SALES: Weak in all regions.

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

66 SPLIT ENZ • WAIATA • A&M
ADDS: None. HOTS: KSJO, WLIR, WRNW, KNAC, KROQ. MEDIUMS: KNAC, WNEW, KZOK, KOME, KMG. PREFERRED TRACKS: History, Hard Act, Dance.
SALES: Weak in Midwest; fair in others.

34 RICK SPRINGFIELD • WORKING CLASS DOG • RCA
ADDS: None. HOTS: WABX, WBAB, WGRQ, WWW. MEDIUMS: KNAC, WNEW, WKDF. PREFERRED TRACKS: Jessie's, I've Done.
SALES: Good to moderate in all regions.

73 SQUEEZE • EAST SIDE STORY • A&M
ADDS: None. HOTS: WAAL, WWW, WNEW, KZAM, WLIR, WBAB, WCCC, WSHE, WRNW, WBLM, KNAC. MEDIUMS: KBPI, KROQ, KSJO, KZOK, WMMS, WKLS, KEZY, KL, WGRQ. PREFERRED TRACKS: Is That, Tempted.
SALES: Moderate in East; weak in others.

6 MOST ACTIVE

26 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: WYDD. HOTS: KMG, KOME, KMET, WWW, WGRQ, KSHE, KZEL, KSJO, WLIR, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE, WBLM, KL. MEDIUMS: KBPI, WKDF, WAAL, KROQ, KNAC, KMEL, WNEW, WABX. PREFERRED TRACKS: Dreams, Title, Life.
SALES: Good to moderate in all regions.

65 JIM STEINMAN • BAD FOR GOOD • CLEVELAND INT'L/CBS
ADDS: KZAM. HOTS: KBPI, WNEW, WMMS, WKLS, WBAB, WSHE, WRNW, KL, WWW, WAAL. MEDIUMS: KOME, KNAC, KMEL, WLIR, KZOK, WCCC, WKDF. PREFERRED TRACKS: Dreams, Title, Life.
SALES: Fair in Midwest; weak in others.

3 STYX • PARADISE THEATER • A&M
ADDS: KMEL. HOTS: KSJO, KZEW, WBLM, WYDD, KMET, KOME, KMG. MEDIUMS: KSHE, KMEL, WNEW, KEZY, WKDF. PREFERRED TRACKS: Time, Rockin', Nothing Ever.
SALES: Good to moderate in all regions.

29 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
ADDS: None. HOTS: KNAC, KSJO, WKLS, KZEW, WRNW, WGRQ, KOME, KBPI. MEDIUMS: KSHE, KMET. PREFERRED TRACKS: Hold On, Fantasy.
SALES: Good to moderate in all regions; weakest in East.

#10 MOST ACTIVE

50 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • A&M
ADDS: None. HOTS: KMG, KOME, WAAL, KZEL, KSJO, WNEW, WLIR, WMMS, WBAB, WCCC, WRNW, KEZY, WGRQ. MEDIUMS: KBPI, KROQ, WWW, KNAC, KNAC, KZOK, WABX, WKLS, WSHE, WBLM. PREFERRED TRACKS: Talk To Ya, Mr. Hate, Wait Anymore.
SALES: Good to moderate in all regions.

LP Chart Position

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

7 MOST ACTIVE

7 VAN HALEN • FAIR WARNING • WARNER BROS.
ADDS: None. HOTS: KMG, KOME, KMET, KNAC, KZEL, KSJO, WMMS, WKLS, WBAB, KZEW, WCCC, WSHE, WRNW, WBLM, KL, WGRQ, WAAL. MEDIUMS: KBPI, WLIR, WWW. PREFERRED TRACKS: Sinners.
SALES: Good to moderate in all regions.

118 THE JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM
ADDS: KBPI. HOTS: WBLM, KMG. MEDIUMS: KNAC, KSJO, WKLS, KZEW, WCCC, WSHE, KEZY, KL, WWW, KMET, KOME. PREFERRED TRACKS: Open.
SALES: Weak in East; fair in others.

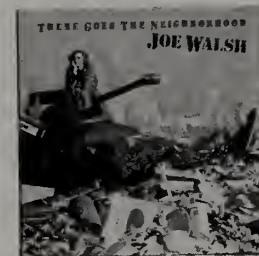
185 JOE VITALE • PLANTATION HARBOR • ASYLUM
ADDS: None. HOTS: WMMS, WWW. MEDIUMS: KSJO, WLIR, WBAB, KZEW, WSHE, KEZY, KROQ, KMG. PREFERRED TRACKS: Open.
SALES: Fair in Midwest; weak in others.

7 MOST ADDED

170 VOLUNTEER JAM VII • VARIOUS ARTISTS • EPIC
ADDS: KMG, WGRQ, WSHE, KZEL. HOTS: WRNW, WGRQ. MEDIUMS: KNAC, KSJO, WBAB, WCCC, KL, WAAL, WKDF, KMET. PREFERRED TRACKS: Mississippi, Around.
SALES: Moderate breakouts in South and Midwest; fair in others.

3 MOST ACTIVE

14 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM



ADDS: None. HOTS: KMG, KBPI, KOME, KMET, KROQ, WWW, WYDD, KINK, WGRQ, KL, WBLM, KSHE, KNAC, KSJO, WNEW, KZAM, WLIR, WMMS, WBAB, KZEW, WCCC, WSHE, WRNW, KEZY. MEDIUMS: WAAL, KZOK, WABX, WKLS. PREFERRED TRACKS: Illusion.
SALES: Good to moderate in all regions.

9 MOST ACTIVE

57 THE WHO • FACE DANCES • WARNER BROS.
ADDS: None. HOTS: KMG, KOME, KSHE, KNAC, KMEL, WNEW, KZAM, KZEW, WRNW, KEZY, KL, KNAC, KINK, KMET. MEDIUMS: KBPI, WLIR, WABX, WMMS, WBLM, WAAL. PREFERRED TRACKS: You Better, Coat, Tricky, You.
SALES: Good to moderate in all regions.

149 GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.
ADDS: KINK. HOTS: KZEL, KZAM, KNX, WWW. MEDIUMS: KSJO, KZOK, WABX, WCCC, WSHE, KEZY, KL, KROQ, WAAL, WKDF, KOME, KBPI. PREFERRED TRACKS: Really Wanna.
SALES: Weak in East; fair in others.

July 11, 1981

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	BETTE DAVIS EYES	KIM CARNES 16
4	2	THE ONE THAT YOU LOVE	AIR SUPPLY 9
2	3	STARS ON 45 — MEDLEY	STARS ON 45 14
5	4	ELVIRA	THE OAK RIDGE BOYS 10
6	5	JESSIE'S GIRL	RICK SPRINGFIELD 16
8	6	THEME FROM "THE GREATEST AMERICAN HERO"	JOEY SCARBURY 9
3	7	ALL THOSE YEARS AGO	GEORGE HARRISON 8
9	8	YOU MAKE MY DREAMS	DARYL HALL & JOHN OATES 11
11	9	I DON'T NEED YOU	KENNY ROGERS 5
7	10	THIS LITTLE GIRL	GARY U.S. BONDS 12
10	11	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	RAY PARKER, JR. & RAYDIO 19
20	12	SLOW HAND	POINTER SISTERS 7
19	13	BOY FROM NEW YORK CITY	MANHATTAN TRANSFER 8
12	14	AMERICA	NEIL DIAMOND 12
16	15	WINNING	SANTANA 14
18	16	HEARTS	MARTY BALIN 8
17	17	IS IT YOU	LEE RITENOUR 13
13	18	I LOVE YOU	CLIMAX BLUES BAND 22
22	19	MODERN GIRL	SHEENA EASTON 10
14	20	THE WAITING	TOM PETTY & THE HEARTBREAKERS 11
25	21	GEMINI DREAM	THE MOODY BLUES 6
24	22	SEVEN YEAR ACHE	ROSANNE CASH 14
23	23	FOOL IN LOVE WITH YOU	JIM PHOTOGLO 14
30	24	QUEEN OF HEARTS	JUICE NEWTON 7
27	25	TIME	THE ALAN PARSONS PROJECT 13
15	26	SUKIYAKI	A TASTE OF HONEY 19
29	27	SWEET BABY	STANLEY CLARKE/ GEORGE DUKE 11
21	28	WHAT ARE WE DOIN' IN LOVE	DOTTIE WEST 16
26	29	NOBODY WINS	ELTON JOHN 10
33	30	DON'T LET HIM GO	REO SPEEDWAGON 5

LAST WEEK THIS WEEK WEEKS ON CHART

HIT BOUND

43	31	TOUCH ME WHEN WE'RE DANCING	CARPENTERS	4
<p>ADDS: WGCL-30, Z102-28, KMJK-FM, KDWB-23, KSTP-FM, KFYE, WZZP-20, WANS, WBEN-FM-25, WPRO-FM, B97, WABC, WYYS, WPGC, WNCI, KEEL, 92X-24 JUMPS: WOW 21 To 17, 14Q 27 To 24, KCPX 21 To 13, KNUS 40 To 36, KEZR Ex To 27, WAKY 23 To 19, WRFC 30 To 26, WGH 20 To 15, WTRY Ex To 26, KXOK 30 To 26, JB105 Ex To 35, WRJZ 29 To 26, WHHY Ex To 28, WSGN 19 To 15, WBBQ Ex To 28, KIMN Ex To 28, KINT 39 To 23, WKXX Ex To 29, KC101 18 To 14, WTX 25 To 18, WSEZ 34 To 25, Y103 31 To 24, WFIL Ex To 29, KIQQ Ex To 39, KYXX 27 To 21, WWKX Ex To 28, KTSA Ex To 26, WVBF 26 To 20, WMAK-FM 30 To 26, KRTH Ex To 30, WKBO Ex To 16, KOFM Ex To 30, WAXY Ex To 24, KEYN Ex To 25, BJ105 39 To 28, WKBW 23 To 19, WZZR 30 To 24, KJR Ex To 26, WFI 26 To 23, WISM 28 To 19, KENO 26 To 23, WOKY 18 To 15</p> <p>SALES: Breakouts in the West, Midwest and South.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

HIT BOUND

37	32	THE STROKE	BILLY SQUIER	9
<p>ADDS: Y100-35, KRQ-28, KFRC-40 JUMPS: WHHY 19 To 15, BJ105 30 To 24, WSPT 27 To 21, KERN Ex To 33, WANS 27 To 22, KMJK-FM 8 To 5, Q102 30 To 27, Z93 27 To 22, WPRO-FM 11 To 9, WRVQ 12 To 7, Q105 18 To 10, KBEQ 9 To 3, WPGC 22 To 15, WSKZ 27 To 20, Y103 Ex To 36, WRQX Ex To 9, WTX 31 To 27, WWKX 21 To 18, KIQQ 33 To 25, WBCY 15 To 3, WXKS 8 To 6</p> <p>SALES: Moderate in the West, Midwest and South. Fair in the East.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

HIT BOUND

38	33	IN THE AIR TONIGHT	PHIL COLLINS	7
<p>ADDS: WMC-FM-24, WZZP, Q102-33, WISM-28, 14Q-28, BJ105-40, KJR, KERN, WTX-FM-17, WFIL, Z93, WOKY, FM102-29. JUMPS: WCAO Ex To 26, WBEN-FM 29 To 24, KMJK-FM 27 To 23, 96KX 11 To 1, Q105 21 To 14, KRQ 29 To 26, KOPA Ex To 28, WPGC 27 To 24, JB105 35 To 26, KZZP 25 To 21, 94Q 21 To 16, KFMD 20 To 17, KEZR 18 To 15, WKXX 23 To 20, KDWB 5 To 1, WTRY 27 To 22, Y103 15 To 12, KNUS 32 To 24, WHHY 24 To 20, WGCL 30 To 14, WGH Ex To 19, WSPT 12 To 6, WWKX 25 To 19, WSKZ 21 To 13, WANS Ex To 27, Z102 24 To 19, KIMN 15 To 12, KRBE 10 To 3, KYXX Ex To 30, WBCY 9 To 6, WTX Ex To 37, KEYN Ex To 27, KJRB 25 To 22.</p> <p>SALES: Good in the Midwest. Fair in the East and South. Weak in the West.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

HIT BOUND

36	34	STRONGER THAN BEFORE	CAROLE BAYER SAGER	9
<p>ADDS: WOW-23, KNUS-40, WBBF. JUMPS: WCAO 21 To 15, WGH 16 To 10, WSPT Ex To 27, KIQQ 24 To 21, WZZR 28 To 25, 14Q 22 To 19, WAKY 24 To 20, WNCI Ex To 25, Y103 27 To 22, WWKX 30 To 27, KOFM 30 To 26, JB105 32 To 29, KC101 Ex To 29, KFMD Ex To 29.</p> <p>SALES: Weak in all regions.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

PRIME MOVER

42	37	THE BREAKUP SONG (THEY DON'T WRITE 'EM)	GREG KIHN BAND	8
<p>ADDS: Q102-34, Y103-37, BJ105, KCPX, KRTH, Day-Part: WOW, WMAK-FM. JUMPS: 96KX Ex To 32, KRQ 24 To 20, KZZP 9 To 5, WRFC 28 To 24, WANS Ex To 30, JB105 29 To 24, KINT 19 To 16, KFMD Ex To 28, KDWB 26 To 19, WBEN-FM 13 To 10, KFRC 12 To 10, 94Q 27 To 24, WKBW Ex To 13, CKLW 18 To 15, WRVQ 28 To 18, WBCY 19 To 16, WSKZ 23 To 19, WXKS Ex To 30, KSF 9 To 7, KERN Ex To 31.</p> <p>SALES: Moderate in the West, Midwest and South. Fair in the East.</p>				

41	38	DOUBLE DUTCH BUS	FRANKIE SMITH	7
<p>JUMPS: WPGC 10 To 3, WWKX 27 To 21, KRLY 22 To 19, KFI 23 To 20, Z93 24 To 18, 13K 10 To 3.</p> <p>SALES: Good in the South. Moderate in the West, East and Midwest.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

HIT BOUND

49	39	(THERE'S) NO GETTIN' OVER ME	RONNIE MILSAP	3
<p>ADDS: WMC-FM-23, WZZP, WYYS, WKXX, Y103-38, WGCL, KOFM, KMJK-FM, KRQ-30, WHB-25, 13K, WSKZ-30, WBBF. JUMPS: KEZR Ex To 26, WSGN 24 To 21, JB105 31 To 27, KIMN Ex To 29, WHHY 27 To 22, WQXI 21 To 14, KC101 24 To 19, WTX 40 To 36, KINT 37 To 22, 94Q 29 To 25, KDWB Ex To 24, WSEZ Ex To 26, KRAV Ex To 23, WFIL Ex To 30, KIQQ Ex To 36, KYXX Ex To 25, WWKX Ex To 29, KTSA Ex To 30, WVBF 27 To 24, WMAK-FM 28 To 24, KRTH Ex To 29, WKBO Ex To 20, WBCY Ex To 29, WKBW Ex To 26, KEYN Ex To 26, WNBC 30 To 27, Z93 28 To 24, WZZR Ex To 26, BJ105 36 To 27, KNUS 33 To 25, WISM 22 To 18, KJRB Ex To 29, WGH Ex To 21, 14Q 28 To 25, KCPX 25 To 17, WZUU 30 To 27, WAKY 21 To 14, WRFC Ex To 30, WRJZ 19 To 14.</p>				

44	40	GIVE IT TO ME BABY	RICK JAMES	8
<p>ADDS: Y100-31, WKBW, FM102. JUMPS: WBEN-FM 12 To 9, Q105 15 To 7, KRLY 7 To 1, KFI Ex To 22, KFRC 14 To 8, KRTH 14 To 8, WFI 20 To 16, WTX 33 To 28.</p> <p>SALES: Good in the East and South. Moderate in the West. Fair in the Midwest.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

28	41	BEING WITH YOU	SMOKEY ROBINSON	21
47	42	ROCK AND ROLL DREAMS COME THROUGH	JIM STEINMAN	7
<p>ADDS: KZZP-30, WZZP, KINT, KSF, BJ105, KC101. JUMPS: KYXX 29 To 23, KFMD 14 To 11, B97 20 To 17, KBEQ 14 To 10, WSGN Ex To 29, Y103 32 To 26, WTX Ex To 26, WGCL 14 To 10, WMAK-FM Ex To 29, Z102 20 To 16, WBCY 16 To 11, WLS Ex To 41, KMJK-FM Ex To 31, KRQ 30 To 27, WRFC 26 To 23.</p> <p>SALES: Fair in the West and Midwest. Weak in the East and South.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

31	43	ANGEL OF THE MORNING	JUICE NEWTON	21
50	44	IT'S NOW OR NEVER	JOHN SCHNEIDER	7
<p>ADDS: WCAO, WKBO, KDWB, WKBW. JUMPS: WHHY 29 To 24, KINT 24 To 19, WTX 29 To 25, KEYN Ex To 28, KIQQ 38 To 26, Q105 20 To 15, Y100 Ex To 21, KOFM Ex To 28, BJ105 Ex To 38, KCPX 18 To 15, KFI Ex To 30, KFRC 28 To 25, WFI 24 To 21, WRJZ Ex To 30.</p> <p>SALES: Moderate in the Midwest and South. Fair in the West and East.</p>				

LAST WEEK THIS WEEK WEEKS ON CHART

45	45	TWO HEARTS	STEPHANIE MILLS	10
32	46	TAKE IT ON THE RUN	REO SPEEDWAGON	17

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Nation" PRESENTED HEARD ON A WEEKLY

RADIO CHART

TOP 100 SINGLES

July 11, 1981

LAST THIS WEEK WEEK WEEKS ON CHART

CASH SMASH

1 **47** **ENDLESS LOVE** DIANA ROSS & LIONEL RICHIE 2
ADDS: WHBQ-14, Z93, KSTP-FM, 13K, KHFI, KIMN, WYYS, Y103-40, WMAK-FM, WDRQ, KRLY, KJRB, KJR, KERN, KMJK-FM, WRFC, JB105-33, KFI, WTRY, WHHY, WANS, WSEZ, KEYN, WPRO-FM, WISM-30, WSGN, WPGC, WQXI, 94Q-27, Y100-36. **JUMPS:** KZZP 27 To 22, WAXY Ex To 23, KEZR Ex To 28, WMC-FM 23 To 16, Q105 24 To 19, WAKY 22 To 18, B97 Ex To 29, WNCI Ex To 20, 92X 24 To 21, WWKX Ex To 30, Z102 29 To 23, KC101 30 To 23, WROR 27 To 24, KRTH Ex To 28.

HIT BOUND

3 **48** **URGENT** FOREIGNER 2
ADDS: KRTH, WKBW, KIMN, KFYE, Q102-28, KYYX, WPRO-FM, WISM-29, 94Q, KOFM, BJ105-37, KERN, KRQ-29, KFRC. **Day-Part:** WOW. **JUMPS:** KZZP 30 To 27, WNBC 29 To 25, WHHY Ex To 29, JB105 34 To 30, WSPT Ex To 25, WFI Ex To 26, KINT 25 To 15, Z93 Ex To 26, WRVQ Ex To 27, WNCI Ex To 30, KBEQ 21 To 15, WKXX 30 To 25, WSKZ Ex To 28, 92X Ex To 25, Y103 39 To 34, CKLW Ex To 29, Z102 30 To 24, KRBE Ex To 27. **SALES:** Moderate in the Midwest.

8 **49** **DON'T WANT TO WAIT ANYMORE** TUBES 4
ADDS: WOW-22, KEZR, WTRY, WZZP, WANS, 94Q, KFI, KDWB. **Day-Part:** KRAV. **JUMPS:** WCAO Ex To 29, WRJZ 30 To 25, WHHY Ex To 30, WTIK 38 To 33, KINT 34 To 27, WPRO-FM Ex To 24, WBCY 23 To 19, WXKS 30 To 20, KJRB Ex To 26, KERN Ex To 30, JB105 Ex To 31, KC101 Ex To 28, WKBW Ex To 23, KBEQ 17 To 13. **SALES:** Breakouts in the West and Midwest.

5 **50** **IT DIDN'T TAKE LONG** SPIDER 7
ADDS: JB105, WRJZ. **JUMPS:** WHHY 30 To 25, KRBE 21 To 16, WBCY Ex To 28, KERN 29 To 19, WTIK 35 To 31. **SALES:** Weak in all regions.

0 **51** **JONES VS. JONES** KOOL & THE GANG 8

4 **52** **LIVING INSIDE MYSELF** GINO VANNELLI 17

0 **53** **LOVE ON A TWO WAY STREET** STACY LATTISAW 4
ADDS: WHHY, WRFC, WBBQ, WTIK. **JUMPS:** WCAO 27 To 23, WPGC Ex To 29, WQXI Ex To 24, WABC Ex To 6, Y103 30 To 27, WWKX 29 To 26, WMAK-FM 18 To 15, WXKS Ex To 29, KRLY Ex To 15, KC101 23 To 18. **SALES:** Moderate in the East and South.

8 **54** **PROMISES** BARBRA STREISAND 8

1 **55** **SHADDUP YOU FACE** JOE DOLCE 12

2 **56** **FEELS SO RIGHT** ALABAMA 5
ADDS: WCAO, WRFC, WBBQ, WFI, WFI. **JUMPS:** WANS Ex To 29, KINT 31 To 26, WSEZ 28 To 22, WSGN 26 To 22, KRAV 23 To 20, WMAK-FM Ex To 27, WSKZ 29 To 21, WRJZ 16 To 11, KIQQ 34 To 27. **SALES:** Fair in the South.

HIT BOUND

3 **57** **COOL LOVE** PABLO CRUISE 2
ADDS: WWKX, WMAK-FM, BJ105-39, KCPX, KRQ, KFMD, WFI, WAXY, WFI, WZJU-29, KIMN, WCAO, KOPA, WHHY, WSPT, WKBC, KEYN, 14Q-29, WAKY-23, B97, WSGN, WKXX, Y103-39. **JUMPS:** KEZR Ex To 24, WSEZ Ex To 29, WISM 30 To 25, 94Q Ex To 29, Z102 31 To 25, KJRB Ex To 25, KJR Ex To 24, WRFC Ex To 29, KC101 Ex To 27, WRJZ Ex To 28, WTIK 36 To 29. **SALES:** Just shipped.

LAST THIS WEEK WEEK WEEKS ON CHART

61 **58** **FANTASY GIRL** .38 SPECIAL 6
JUMPS: WSPT 16 To 12, WNCI 22 To 18, WKXX Ex To 30, Y103 24 To 21, KRBE 28 To 23, WBCY 28 To 25, KERN 35 To 21, JB105 24 To 19, KBEQ 12 To 8. **SALES:** Weak in all regions.

67 **59** **EVERLASTING LOVE** REX SMITH/RACHEL SWEET 3
ADDS: WNCI, WXKS, KC101, WRJZ. **JUMPS:** KYYX Ex To 29, Q105 26 To 22, WSGN Ex To 27, WQXI 22 To 17, 94Q 24 To 20, JB105 25 To 20, KIQQ Ex To 37. **SALES:** Breakouts in the West, Midwest and South.

39 **60** **STILL RIGHT HERE IN MY HEART** PURE PRAIRIE LEAGUE 13

56 **61** **SIGN OF THE GYPSY QUEEN** APRIL WINE 8

52 **62** **SWEETHEART** FRANKE & THE KNOCKOUTS 19

68 **63** **WHAT SHE DOES TO ME (THE DIANA SONG)** THE PRODUCERS 5
JUMPS: WHHY 28 To 23, KINT 40 To 33, WQXI 15 To 12, Z102 28 To 22, KRBE Ex To 29, WBCY Ex To 30, KCPX 39 To 35, WRFC 20 To 16, WTIK Ex To 39. **SALES:** fair in the South.

74 **64** **TOM SAWYER** RUSH 3
ADDS: WPRO-FM, BJ105, KIQQ. **JUMPS:** B97 25 To 22, WPGC Ex To 30, WRQX 29 To 12, WGCL 28 To 25, KRBE 14 To 7, JB105 30 To 25, KBEQ 8 To 5. **SALES:** Moderate in the Midwest and South. Fair in the East and West.

72 **65** **SUZI** RANDY VANWARMER 4
ADDS: WSPT, KDWB, WTIK. **Day-Part:** KJRB. **JUMPS:** KINT 28 To 24, KRBE 27 To 20, KERN Ex To 35, KBEQ 24 To 21.

66 **66** **YOU ARE FOREVER** SMOKEY ROBINSON 4

73 **67** **THE KID IS HOT TONITE** LOVERBOY 4
JUMPS: KINT 29 To 25, KERN Ex To 34, KMJK-FM 32 To 27, JB105 33 To 28, KBEQ 19 To 16. **SALES:** Moderate in the West, Midwest and South.

83 **68** **YOU'RE MY GIRL** FRANKE & THE KNOCKOUTS 2
ADDS: KZZP-29, WHHY, WANS, WSGN, WPGC, KRBE, WBBQ, WAXY, KBEQ-22, WSKZ. **JUMPS:** BJ105 37 To 33, KCPX Ex To 34.

69 **69** **THE REAL THING** THE BROTHERS JOHNSON 4

70 **70** **SOME CHANGES ARE FOR GOOD** DIONNE WARWICK 4

75 **71** **NICOLE** POINT BLANK 3
ADDS: Day-Part: KTSA. **JUMPS:** KINT Ex To 35, CKLW 11 To 7, KRBE 16 To 12, WRVQ Ex To 26.

79 **72** **SOMEDAY, SOMEWAY** ROBERT GORDON 3
ADDS: 96KX, KCPX, WBBQ, WGH. **JUMPS:** KINT Ex To 38, 94Q Ex To 30, WXKS 24 To 21.

81 **73** **NIGHTWALKER** GINO VANNELLI 3
ADDS: WCAO, WANS, KDWB, KHFI, WRJZ.

HIT BOUND

-- **74** **DON'T GIVE IT UP** ROBBIE PATTON 1
ADDS: KCPX, WBBQ, KC101-30, WFI, WAXY, WFI, Z93, WGH, KHFI, KIQQ, KZZP-28, KEZR, KYYX, WSGN, 94Q, KRAV, WGCL, WWKX, WBCY, WXKS, BJ105. **SALES:** Just shipped.

86 **75** **REALLY WANNA KNOW YOU** GARY WRIGHT 2
ADDS: KEZR, KYYX, KRBE, JB105-32, KFMD, WRVQ, KBEQ-24, FM102. **JUMPS:** WISM 29 To 26, WSGN Ex To 26, 94Q 23 To 19, Z102 27 To 21, WRJZ Ex To 29.

LAST THIS WEEK WEEK WEEKS ON CHART

78 **76** **WALK RIGHT NOW** THE JACKSONS 3
ADDS: WTIK. **JUMPS:** KIQQ Ex To 34.

77 **77** **DON'T LET GO THE COAT** THE WHO 3

54 **78** **TOO MUCH TIME ON MY HANDS** STYX 17

87 **79** **FLY AWAY** BLACKFOOT 3
ADDS: KEZR, WRQX, KMJK-FM, WFI. **JUMPS:** WHHY Ex To 27, WSPT Ex To 26, Z102 32 To 26.

80 **80** **IT HURTS TO BE IN LOVE** DAN HARTMAN 3

53 **81** **HOW 'BOUT US** CHAMPAIGN 22

59 **82** **WATCHING THE WHEELS** JOHN LENNON 16

-- **83** **NOTHING EVER GOES AS PLANNED** STYX 1
ADDS: KINT-31, WSEZ, WPRO-FM, KRBE, WBCY, KCPX, WRVQ, KBEQ-19, KIQQ.

-- **84** **BREAKING AWAY** BALANCE 1
ADDS: KIQQ, WRVQ, KRBE, KYYX. **JUMPS:** 96KX 30 To 26, KINT 38 To 34, WBN-FM 40 To 37, KCPX Ex To 39. **ON:** WGH, KFMD.

64 **85** **JUST THE TWO OF US** GROVER WASHINGTON, JR. 23

-- **86** **UNDER THE COVERS** JANIS IAN 1
ADDS: WAKY-24, KFI. **JUMPS:** KINT Ex To 37, Q105 27 To 23, WSGN Ex To 25, KCPX 40 To 36. **ON:** WXKS, BJ105, KIQQ, WFI, WFI.

-- **87** **STRANGER** JEFFERSON STARSHIP 1
ADDS: KEZR, KINT, KRBE, BJ105, JB105, KFRC.

-- **88** **THAT OLD SONG** RAY PARKER, JR. & RAYDIO 1
ADDS: WAXY, WTIK, WMAK-FM, WXKS, WBBQ, KRTH, WGH.

-- **89** **STARS ON 45 — MEDLEY** STARS ON 45 1
ADDS: WHHY, KINT, WNCI, WGCL-5, WBBF, KCPX, KC101, WHBQ-13.

-- **90** **YOU DON'T KNOW ME** MICKEY GILLEY 1
ADDS: BJ105, KFI, WGH, KEEL. **JUMPS:** WSGN Ex To 24, KCPX Ex To 37. **ON:** KINT.

57 **91** **SAY WHAT** JESSE WINCHESTER 13

65 **92** **I CAN TAKE CARE OF MYSELF** BILLY & THE BEATERS 12

82 **93** **WHAT CHA' GONNA DO FOR ME** CHAKA KHAN 9

95 **94** **AMERICAN MEMORIES** SHAMUS M'COOL 2

84 **95** **ANOTHER TICKET** ERIC CLAPTON AND HIS BAND 5

98 **96** **PULL UP TO THE BUMPER** GRACE JONES 2
ADDS: KRLY. **SALES:** Fair in the East and Midwest.

89 **97** **HARD TIMES** JAMES TAYLOR 5

88 **98** **MORNING TRAIN (NINE TO FIVE)** SHEENA EASTON 22

91 **99** **RICH MAN** TERRI GIBBS 4

85 **100** **BROOKLYN GIRLS** ROBBIE DUPREE 8

LOOKING AHEAD

SWEET HOME ALABAMA CHARLIE DANIELS BAND
ADDS: 96KX-35. **Day-Part:** WMAK-FM.

I'M IN LOVE EVELYN KING
ADDS: KINT, KRLY.

CRAZY TRAIN OZZY OSBOURNE
ADDS: Q102-35, WRQX.

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

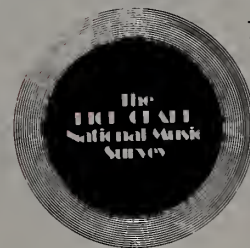
Dick Clark

Annual Music Survey

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REVIEW OF TOP HITS COMPILED BY CASH BOX

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Tree International, Country Music Powerhouse, Expands Into Pop Field

by Jennifer Bohler

NASHVILLE — Tree International's roots run deep in country. For nearly 30 years, it has been one of the leading publishing companies here, racking up an impressive number of chart singles, album and soundtrack cuts and boasting a staff of 75 to 100 of Nashville's top and aspiring songwriters.

Reflecting the changing attitude towards Nashville and its emerging importance as a total music center, Tree has delved even deeper into cultivating a broad staff of pop writers, in addition to the country stalwarts the company already boasts. One of the first and most ambitious moves in this direction was the recent pact between Tree and producer/songwriter Ray Lynn in Jacksonville, Fla. (**Cash Box** May 23). Lynn, who has lived in the Jacksonville area since 1970, owns L.E.I. Recording Studio and will serve as a regional liaison for Tree, scouting out new artists and songwriters. Additionally, Robert Nix, former Atlanta Rhythm Section drummer, who also lives in Jacksonville, has signed with Tree as a songwriter, and will be doing a good deal of pop/rock producing for Tree, according to Buddy Killen, the publishing company's president and chief executive officer.

Calling the Florida area a "hotbed of talent," Killen said, "It was a good opportunity to get involved with the music scene down there — I think good things can come of it. Jacksonville is a small city really — but there's a lot going on, a lot of music talent. Right now, the music industry there is in its infancy; there are very few recording studios. I think Ray's is the best, and we plan on upgrading it."

Foster Celebrates 25 Years With Party/Roast

NASHVILLE — Monument Records' president Fred Foster will be the guest of honor at a combination birthday party/roast July 26 when members of the Nashville music community gather to honor Foster and his more than 25 years in the music business. The event is set for the main ballroom of the Opryland Hotel at 8 p.m.

Already set to appear on the dais are Kris Kristofferson, Roy Orbison, June Carter Cash, Boots Randolph, Ronnie Hawkins, Bob Beckham, Jimmy Bowen, Grandpa Jones, Bill Justis and Arthur Smith. Radio and television personality Ralph Emery will serve as emcee at the \$50 a plate dinner and roast, with proceeds to benefit the Nashville Music Assn.

Lisa Foster, coordinator of the birthday/roast, can be contacted at (615) 244-6565 for additional information.



STICKY FINGERS PARTON — Dolly Parton was the latest superstar to have her handprints immortalized in the "Entrance of Stars" of the Resorts International hotel in Atlantic City, N.J. The new Boardwalk casino entrance is adorned with the handprints and signatures of the likes of Frank Sinatra, Barry Manilow, Diana Ross, Cher, Tom Jones and others.

"We're trying to get the songwriters in that area and of course any of the talent," Killen continued. "The guys we have representing us are good and I'll be traveling there as much as possible. Our plan is not only to sign writers but artists as well, and demo them and market them to the labels."

"We've got a lot of young writers who are really trying to break pop, so the Jacksonville market will give us another avenue to use some of the songs."

Killen explained that the Jacksonville-Nashville connection will be a two-way street, with writers in Florida sending material to Nashville and vice versa. Additionally, the company recently hired Steve Gold, son of producer Jack Gold, to represent Tree in California, thus creating another outlet for the company's expanding operation.

But even with all these "bases" covered, Killen is convinced Nashville is the place to be right now. Labeling the opportunities here "limitless," Killen pointed to the thriving amenities Nashville has to offer those in the music business, while singling out the studios and musicians.

Crossover Success

"Right now country is enjoying a crossover success it hasn't experienced in years," said Killen, who has been with Tree since 1953. "The A/C music of today seems to be mostly country. Plus the fact that the young writers who are coming along today are writing much more sophisticated material than they used to."

"We get tremendous volume — an awful lot of records," he said. "It's hard to keep enough good songs going. We have thousands of songs, but you keep digging through and find something here and there. But stop and think about it: If someone is recording an album, he will need 10 singles really, and to find great songs you have to go through a lot of material."

As for Tree's future growth, Killen says, "whatever comes along. If something comes along that I really feel good about, I'm going to do it. That's the only way to do it — it keeps you from becoming bored and drying up. As long as I'm in the music business, I'm going to continue doing exactly as I have from the day I got here. I'm going to take my chances, take my shots at it and hopefully be successful. If not, back to the drawing board."

Boyd Named ACM Executive Director

NASHVILLE — Bill Boyd, who has held a position as either president or chairman of the board for the Academy of Country Music (ACM) since 1968, will become the organization's first executive director July 20.

Currently president of the ACM, Boyd will be responsible "for the day-to-day administration of the Academy as an organization dedicated to the promotion and enhancement of country music world wide" in his new post. He will also work with the officers, committees, board members and the executive secretary of the AFM "to insure the continued growth of the Academy both in numbers and stature."

Additionally, Boyd will serve as "the public spokesperson for the Academy and the negotiator for activities, events, radio and television functions deemed qualified as beneficial to the overall image and growth of the Academy."

The ACM also mailed ballots to its membership, now over 2,300, to elect new officers and board members. The ballots must be returned by July 13, and installation ceremonies for the incoming officers will take place at The Palomino in Los Angeles July 20.



PUTTING ON CASH AT THE RITZ — Columbia artist Johnny Cash recently appeared before a capacity crowd at the Ritz Theater in Elizabeth, N.J., which marked the singer's first appearance in the city since his Air Force days 30 years ago. While in Elizabeth, Cash was awarded the key to the city by several local officials. Pictured backstage following the concert are (l-r): Ritz co-owner Lenore Popiel; Newhouse News service writer George Kanzler; Cash; and Ritz Theater publicist Elliot Cohen.

Canadian Performing Rights Royalties Top Issue At Publishers Meeting

by Tom Roland

NASHVILLE — Approximately 60 members of the Nashville music community were present at the Nashville Music Publishers' Forum (NMPF) at the Broadcast Music, Inc. (BMI) building here June 29 to discuss Canadian performing rights with representatives of the Performing Rights Organization of Canada Ltd. (PRO-CAN).

The meeting was headed by Jan Matejcek, vice president and managing director of PRO-CAN. Also present were other Canadian representatives, including Harold Moon, chairman of the board, PRO-CAN; Gordon F. Henderson, president, PRO-CAN; Charles C. de Lery, secretary and treasurer, PRO-CAN; Bill Kearns, president, Jobina Communications; and Tony Tobias, publisher.

The topic receiving the most attention in the one-hour session was the Canadian Content (CANCON) law — a statute that demands that Canadian radio stations play music of Canadian origin, written or recorded by a Canadian citizen, at least 30% of the time during a broadcast day.

Publishers in Nashville were concerned that the statute limited the amount of performance royalties that American publishers could collect from PRO-CAN. Canadian delegates pointed out, however, that when the legislation was passed, many

stations were playing 40-45% Canadian product; therefore, the law had produced a "ceiling instead of a floor." Many of those stations reportedly had to cut their Canadian rotation back to reach the 30% figure. The panel also indicated that most of the Canadian product was being played during the late night and early morning hours to comply with the law.

Matejcek stated that the two cents per song mechanical royalty rate in Canada would remain intact for several years. However, it was implied that the Canadian government feels that the biggest portion of any raise in mechanicals would go to U.S. publishers, thus a proposed hike in the rate has been thwarted in an effort to keep money within the country.

In two other issues involving the Canadian government, PRO-CAN officials said that they will begin collecting from movie theaters in 1981, but that no money is being received for cable television at this time. Two agencies within the Canadian government are currently fighting over jurisdiction in the latter case.

No Difference

Emphasizing that a preferential payment system had been discarded in 1979, panelists dispelled a common belief still held by American publishers that Canadian publishers receive performance royalties at a higher rate than foreign publishers. They indicated that all copyrights now receive the same consideration in the PRO-CAN formula for royalty payments.

Matejcek boasted that the organization had doubled its earnings in the last five years. He also presented PRO-CAN's "Fifth Quarter Earnings Plan" by which all undistributed earnings are administered on a pro rata basis. Nashville publishers, however, expressed concern over the method used in the plan. With all American

(continued on page 44)

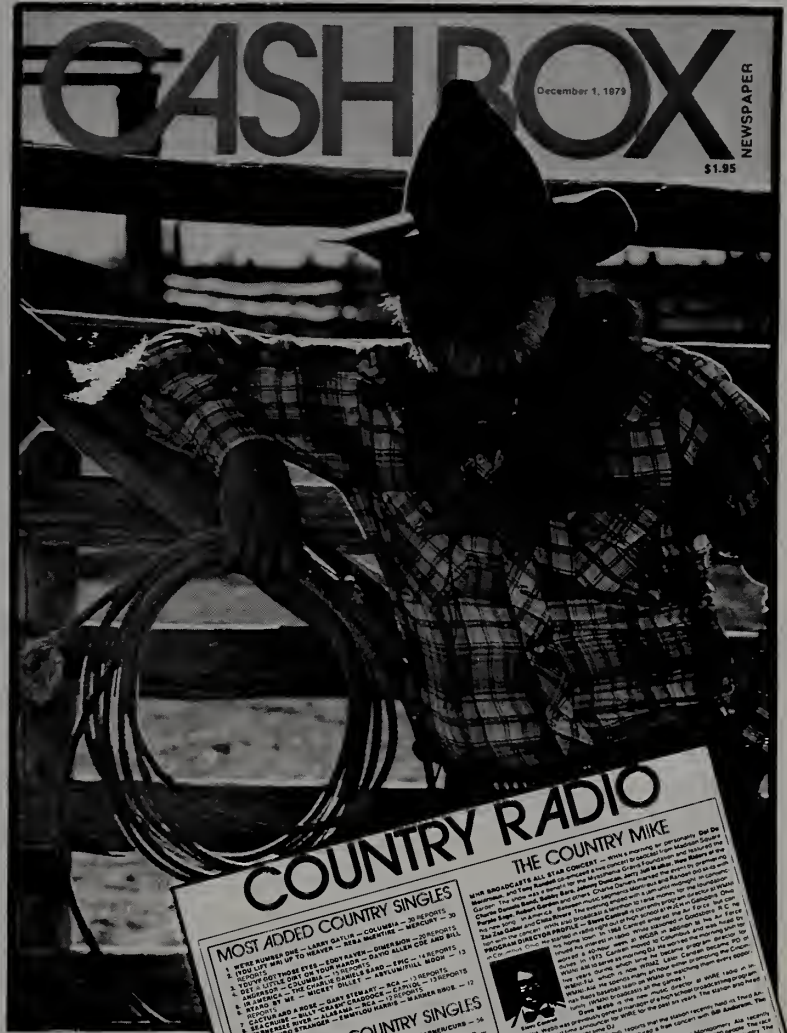


CLARK AT COUNTRY FOUNDATION — When in Nashville for Fan Fair week, Dick Clark (l) toured the Country Music Foundation with Danny Hatcher, deputy director of the foundation, and discussed the availability of research material for a possible country music production.

(continued on page 44)

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	17	39	13
2	6	40	47
3	12	41	17
4	17	42	41
5	11	43	29
6	38	44	4
7	9	45	3
8	19	46	13
9	8	47	45
10	19	48	167
11	18	49	5
12	9	50	36
13	12	51	35
14	42	52	1
15	13	53	11
16	52	54	3
17	21	55	4
18	23	56	38
19	5	57	3
20	17	58	3
21	116	59	42
22	13	60	55
23	16	61	1
24	4	62	2
25	36	63	1
26	23	64	3
27	9	65	10
28	4	66	7
29	32	67	22
30	37	68	10
31	12	69	59
32	13	70	105
33	1	71	17
34	54	72	10
35	2	73	60
36	36	74	7
37	16	75	32
38	12		



CASHBOX December 1, 1979 \$1.95 NEWSPAPER

COUNTRY RADIO

THE COUNTRY MIKE

MOST ADDED COUNTRY SINGLES

MOST ACTIVE COUNTRY SINGLES

Phoenician Purchases Jamboree Talent

WVOL in Nashville Line-Up Announced

PROGRAMMERS PICKS

Artist	Label	Notes
WVOL	Various	Line-Up Announced
Phoenician	Various	Jamboree Talent
Various	Various	Programmer Picks

COUNTRY RADIO AND CASH BOX:

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CASH BOX TOP 100 COUNTRY

July 11, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 FEELS SO RIGHT ALABAMA (RCA PB-12236)	2 8	33 A TEXAS STATE OF MIND DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBS 49745)	39 4	67 TEXAS COWBOY NIGHT MEL TILLIS & NANCY SINATRA (Elektra E 47157)	— 1
2 THE MATADOR SYLVIA (RCA PB-12214)	3 12	34 IT'S NOW OR NEVER JOHN SCHNEIDER (Scott Brothers ZS6-02105)	41 5	68 IT AIN'T MY CONCERN GAIL ZEILER (Equa S.P.-649)	69 5
3 LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN) TOMPALL & THE GLASER BROTHERS (Elektra E-47134)	7 11	35 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)	47 3	69 LOVE AIN'T NEVER HURT NOBODY BOBBY GOLDSBORO (Curb/CBS ZS6 02117)	80 2
4 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic 19-01045)	5 14	36 ANGELA MUNDO EARWOOD (Excelstor SIS-1010)	37 9	70 BORN ORION (SUN-1165)	72 4
5 FIRE & SMOKE EARL THOMAS CONLEY (Sunbird SBRR-7561)	6 15	37 LONGING FOR THE HIGH BILLY LARKIN (Sunbird SBRR-7562)	38 7	71 SEND ME THE PILLOW YOU DREAM ON THE WHITES (Capitol P-5004)	73 5
6 PRISONER OF HOPE JOHNNY LEE (Asylum/Full Moon E-47138)	10 7	38 MAYBE I SHOULD HAVE BEEN LISTENING GENE WATSON (MCA-51127)	42 4	72 HEADIN' FOR A HEARTACHE CINDY HURT (Churchill CR-7772)	83 5
7 BY NOW STEVE WARINER (RCA PB-12204)	8 14	39 WHILE THE FEELING'S GOOD REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49738)	43 5	73 DARLIN' TOM JONES (Mercury/PolyGram 76100)	23 13
8 FOOL BY YOUR SIDE DAVE ROWLAND and SUGAR (Elektra E-47135)	9 11	40 SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE) JOHN DENVER (RCA PB-12246)	45 6	74 GOOD FRIENDS MAKE GOOD LOVERS JERRY REED (RCA PB-12253)	79 4
9 I WAS COUNTRY WHEN COUNTRY WASN'T COOL BARBARA MANDRELL (MCA 51107)	1 10	41 I DON'T HAVE TO CRAWL EMMYLOU HARRIS (Warner Bros. WBS-49739)	44 5	75 SOMETIMES WHEN WE TOUCH STEPHANIE WINSLOW (Warner Bros. WBS49753)	82 3
10 UNWOUND GEORGE STRAIT (MCA 51104)	11 9	42 MIRACLES DON WILLIAMS (MCA-51134)	50 2	76 SMOOTH SOUTHERN HIGHWAY THRASHER BROTHERS (MCA-51123)	81 4
11 DIXIE ON MY MIND HANK WILLIAMS, JR. (Elektra/Curb E-47137)	12 7	43 I JUST NEED YOU FOR TONIGHT BILLY "CRASH" CRADDOCK (Capitol P-5011)	49 4	77 LIKIN' HIM AND LOVIN' YOU KIN VASSY (Liberty 1407)	36 9
12 TOO MANY LOVERS CRYSTAL GAYLE (Columbia 11-02078)	13 8	44 YOU'RE THE BEST KIERAN KANE (Elektra E-47138)	48 4	78 SCRATCH MY BACK RAZZY BAILEY (RCA PB-12268)	— 1
13 DON'T BOTHER TO KNOCK JIM ED BROWN & HELEN CORNELIUS (RCA PB-12220)	14 10	45 LOVIN' ARMS ELVIS PRESLEY (RCA PB-12205)	4 13	79 TENNESSEE WHISKEY DAVID ALLAN COE (Columbia 11-02118)	86 3
14 I STILL BELIEVE IN WALTZES CONWAY TWITTY & LORETTA LYNN (MCA 51114)	16 7	46 OLDER WOMEN RONNIE McDOWELL (Epic 19-02129)	54 3	80 TAKE IT AS IT COMES MICHAEL MURPHY/KATY MOFFATT (Epic 19-02075)	87 3
15 THEY COULD PUT ME IN JAIL BELLAMY BROTHERS (Warner Bros./Curb WBS-49729)	17 6	47 YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)	56 2	81 WHERE CHEATERS GO BEN MARNEY (Southern Biscuit SBR-107)	84 3
16 I DON'T NEED YOU KENNY ROGERS (Liberty 1415)	20 4	48 BEDTIME STORIES JIM CHESNUT (Liberty 1405)	53 6	82 BURNING BRIDGES BILL NASH (Liberty 1410)	85 4
17 RAINBOW STEW MERLE HAGGARD (MCA 51120)	24 6	49 TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)	— 1	83 IT'S REALLY LOVE THIS TIME FAMILY BROWN (RCA PB-50593)	— 1
18 DREAM OF ME VERN GOSDIN (Ovation OV-1171)	22 10	50 GOOD TIMES WILLIE NELSON (RCA PH12254)	59 3	84 IT DON'T HURT ME HALF AS BAD RAY PRICE (Dimension DS-1021)	— 1
19 MY WOMAN LOVES THE DEVIL OUT OF ME MOE BANDY (Columbia 11-02039)	19 14	51 I'VE BEEN A FOOL STEPHANIE WINSLOW (Warner Bros. WBS-49753)	58 3	85 HOLD ON RICH LANDERS (Ovation OV 1173)	— 1
20 JUST LIKE ME TERRY GREGORY (Handshaka WS8-70071)	21 11	52 NORTH ALABAMA DAVE KIRBY (Dimension DMS-1019)	52 9	86 (I'M GONNA) PUT YOU BACK ON THE RACK DOTTIE WEST (Liberty P-A1419)	— 1
21 WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS WAYLON & JESSI (RCA PB-12245)	27 6	53 SWEET SOUTHERN LOVE PHIL EVERLY (Curb ZS6-02116)	57 5	87 LOVE NEVER HURT SO GOOD DONNA HAZARD (Excelstor SIS-1016P)	— 1
22 DON'T WAIT ON ME THE STATLER BROTHERS (Mercury 57051)	28 5	54 SHOULD I DO IT TANYA TUCKER (MCA-51131)	64 3	88 HELLO WOMAN DOUG KERSHAW (Scott Bros. ZS6 02137)	90 3
23 RICH MAN TERRI GIBBS (MCA 51119)	29 6	55 HONKY TONK HEARTS DICKY LEE (Mercury/PolyGram 57052)	61 4	89 ALL I HAVE TO DO IS DREAM NANCY MONTGOMERY (Ovation OV 1172)	91 5
24 DON'T GET ABOVE YOUR RAISING RICKY SKAGGS (Epic 19-02034)	25 11	56 WE DON'T HAVE TO HOLD OUT ANNE MURRAY (Capitol 5013)	68 3	90 THE PARTNER NOBODY CHOSE GUY CLARK (Warner Bros. WBS-49740)	92 2
25 GOOD OL' GIRLS SONNY CURTIS (Elektra E-47129)	26 12	57 TODAY ALL OVER AGAIN REBA McENTIRE (Mercury 57054)	75 2	91 MATHILDA JOHN WESLEY RYLES (MCA-51128)	— 1
26 COULD YOU LOVE ME JOHN CONLEE (MCA 51112)	31 17	58 SOMEBODY'S DARLIN', SOMEBODY'S WIFE DOTTSY (Tanglawood TGW 1908)	71 3	92 ON THE INSIDE PATTI PAGE (Plantation PL 201)	— 1
27 I SHOULD'VE CALLED EDDY RAVEN (Elektra E-47136)	30 8	59 FOOL, FOOL BRENDA LEE (MCA 51113)	62 6	93 ONE TOO MANY MEMORIES RAY PILLLOW (First Generation FGS 011)	— 1
28 WHISKEY CHASIN' JOE STAMPLEY (Epic 19-02097)	32 8	60 THIS MUST BE MY SHIP DIANA TRASK (KARI 121)	63 6	94 YOU'RE THE REASON JOHN REX REEVES (Soc-A-Gae SC-110)	— 1
29 LOVE TO LOVE YOU CRISTY LANE (Liberty 1406)	15 11	61 DADDY BILLY ED WHEELER (NSD-94)	65 4	95 NEVER ENDING CROWDED CIRCLE FRANKIE AUMAN (KIK-905)	— 1
30 WIND IS BOUND TO CHANGE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 11-02123)	34 6	62 MY BABY'S COMING HOME AGAIN TODAY BILL LYERLY (RCA PB-12255)	66 4	96 BLESSED ARE THE BELIEVERS ANNE MURRAY (Capitol P-4987)	33 15
31 QUEEN OF HEARTS JUICE NEWTON (Capitol 4997)	35 6	63 MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)	— 1	97 WHAT ARE WE DOIN' IN LOVE DOTTIE WEST (Liberty 1404)	40 15
32 LOVE DIES HARD RANDY BARLOW (Paid PAD-133)	18 13	64 KEEP ON MOVIN' KING EDWARD IV & KNIGHTS (Soundwaves NSD/SW-4635)	67 7	98 IT'S A LOVELY, LOVELY WORLD GAIL DAVIES (Warner Bros. WBS-49694)	46 15

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Texas State Of Mind (Peso/Waliet — BMI) 33	I Don't Need You (Boochuta — BMI) 16	Maybe I Should Have (Screen Gems/EMI — BMI) 38	Take It As It Comes (ATV — BMI) 80
All I Have To Do Is Dream (House Of Bryant — BMI) 89	I Just Need You For Tonight (Hall-Clement — BMI) 43	Midnight Hauler (House of Gold — BMI) 63	Tennessee Whiskey (Pi-Gem/Linde Hargrova — BMI) 79
Angela (Music West of The Pecos — BMI) 36	I Should've Called (Milene — ASCAP) 27	Miracles (Dick James — BMI) 42	Texas Cowboy Night (Mal Tillis — BMI/Sabel — ASCAP) 67
Bedtime Story (House Of Gold — BMI) 48	I Still Believe In Waltzes (Southern Nights — ASCAP) 14	My Baby's Coming Home (Chapparral — ASCAP) 62	The Matador (Pi-Gem — BMI) 2
Blessed Are The Believers (Chappell/Unichappell — ASCAP/BMI) 96	I Was Country (Pi-Gem — BMI) 9	My Woman Loves (Baray — BMI) 19	The Partner Nobody Chose (World/Coolwell/Grenite — ASCAP) 90
Born (Shelby Singleton — BMI) 70	(I'm Gonna) Put You (Chappell/Sellmeyer/Welbeck /Blue Oull — ASCAP) 85	Never Ending Crowded Circle (Magic Castle — ASCAP/Blackwood — BMI) 95	(There's) No Gettin' Over Me (Rick Hill — ASCAP) 35
Burning Bridges (Sage & Sand — SESAC) 82	It Ain't My Concern (Equa — BMI) 68	North Alabama (Millstone — ASCAP/Joe Allen — BMI) 52	They Could Put Me In Jail (Hell-Clement — BMI) 15
By Now (Pi-Gem — BMI/Chess — ASCAP) 7	It Don't Hurt Me Half As Bad (Combine Music — BMI) 84	On The Inside (Walback — ASCAP) 92	This Must Be (Blackwood/Magic Castle — BMI) 60
Could You Love Me (Rose — BMI) 26	It'll Be Him (Hat Band/Baron — BMI) 66	One Too Many Memories (Sewgrass — BMI) 93	Tight Fittin' Jeans (Preter — ASCAP) 49
Daddy (Sleepy Hollow — ASCAP) 61	It's A Lovely, Lovely World (Acuff/Rose — BMI) 98	Older Women (Tree — BMI) 46	Today All Over Again (King Coel/Coel Miners — ASCAP/BMI) 57
Darlin' (September/Yellow Dog — ASCAP) 73	It's Now Or Never (Gladys Music — ASCAP) 34	Prisoner Of Hope (Elektra/Asylum — BMI) 6	Too Many Lovers (Cookhouse — BMI/Mother Tongue — ASCAP) 12
Dixie On My Mind (Bocephus — BMI) 11	It's Really Love (Sunbury — CAPAC/Dunbar — PROC) 83	Queen Of Hearts (Drunk Monkey Music — ASCAP) 31	Unwound (Pi-Gem/Pennin' Gold — BMI) 10
Don't Bother To Knock (Pi-Gem — BMI) 13	I've Been A Fool (Yatahey — BMI) 51	Rainbow Stew (Shade Tree — BMI) 17	We Don't Have To Hold Out (Balmer — CAPAC) 56
Don't Get Above Your (Peer International — BMI) 24	Just Like Me (Al Gallico/Algea — BMI) 20	Rich Man (Screen Biz — BMI) 23	What Are We Doin' (Chappell/Sellmeyer — ASCAP) 97
Don't Wait On Me (American Cowboy Music — BMI) 22	Keep On Movin' (Phono — SESAC) 64	Run To Her (Screen Gems-EMI — BMI) 93	Where Cheaters Go (Queen Of Hearts — BMI) 81
Dream Of Me (Sable/Sawgrass — BMI) 18	Likin' Him And Lovin' (Southern Nights — ASCAP) 77	Scratch My Back (Fame — BMI) 78	While The Feeling's Good (ATV Music Corp./Hertline Music, Inc. — BMI) 39
Feels So Right (Maypop — BMI) 1	Longing For The High (Cross Keys — ASCAP/Timber — SESAC) 37	Send Me The Pillow (Four Star — BMI) 71	Whiskey Chasin' (Sabel — ASCAP) 28
Fire & Smoke (Blue Moon/April — ASCAP) 5	Love Ain't Never Hurt Nobody (House Of Gold — BMI) 69	Should I Do It (Unchappell/Watch Hill — BMI) 54	Wild Side Of Life (Unart/Peer International — BMI) 21
Fool By Your Side (Kelly & Lloyd — ASCAP) 8	Love Dies Hard (Frabar — BMI) 32	Smooth Southern Highway (Traa — BMI/Cross Keys — ASCAP) 76	Wind Is Bound To Change (Larry Gatlin — BMI) 30
Fool, Fool (Irving/Down 'N Dixie/Danor/Almo — BMI/ASCAP) 59	Love Never Hurt So Good (Music City — ASCAP/Combine — BMI) 87	Some Days Are Diamonds (Trae — BMI) 40	Yesterday's News (Shede Tree — BMI) 65
Good Friends (Warner-Tamerlane/Face The Music — BMI) 74	Love Takes Two (House of Gold/Trea — BMI) 100	Sombody's Darlin' (Emeryville — BMI) 58	You Don't Know Me (Rightsong — BMI) 47
Good Ol' Girls (Cross Keys — ASCAP) 25	Love To Love You (Cristy Lana — ASCAP) 29	Sometimes When We Touch (Welback — ASCAP/ATV/Mann & Well — BMI) 75	You're The Best (Cross Keys — ASCAP/Old Friends — BMI) 44
Good Times (Trae — BMI) 50	Lovin' Arms (Almo/Chendos — ASCAP) 45	Surround Me (Al Gallico — BMI/Bibo — ASCAP) 4	You're The Reason (Vogue — BMI) 94
Headin' For A Heartache (Welbeck — ASCAP) 72	Lovin' Har Was Easier (Comolna — BMI) 3	Sweet Southern Lova (Everly and Sons/Music Table — BMI) 53	
Hello Woman (Doug Kershaw — BMI) 83	Love Never Hurt So Good (Music City — ASCAP) 32		
Hold On (Nub-Pub Music — ASCAP) 85	Love Takes Two (House of Gold/Trea — BMI) 100		
Honky Tonk Hearts (Hall-Clement — BMI) 55	Love To Love You (Cristy Lana — ASCAP) 29		
I Don't Have To Crawl (Visa Music — ASCAP) 41	Love Takes Two (House of Gold/Trea — BMI) 100		



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

COUNTRY

THE COUNTRY COLUMN

STEGALL AND BROWN COMBINE TALENTS — Look for **Kelth Stegall's** next Capitol single, "Won't You Be My Baby," to ship July 20. It, as well as three more tunes, was produced by **Tony Brown** and recorded at Creative Workshop in Nashville. If you haven't already noticed, Stegall is an excellent songwriter, as well as singer.

STRAIT AS AN ARROW — A new artist to really keep an eye on is MCA's **George Strait**. We recently had the opportunity to see him perform during a Radio Luxembourg taping at the Tennessee Performing Arts Center in Nashville. It was quite impressive. His vocal styling is second to none — if anyone deserves to be tagged the next **Hank Williams**, he does.

BANDY TEX-MEX — According to *Glamour* magazine's June issue, **Moe Bandy's** music is considered to be the best to eat Tex-Mex by. Unusual source, but we suppose they know what they're talking about.

CIRCULATING AROUND — **Jerry Lee Lewis** has been hospitalized in Memphis for stomach problems... **George Jones** has also reportedly checked into the hospital. Some also say that he is label shopping. CBS declined to comment... For weeks now, the word on the street has been Atlantic will open a Nashville office. We hear it may be Austin instead of Nashville. Could there be some interest in re-activating **Willie Nelson's** Lone Star label?... Still no confirmation, but it's highly likely Arista will have a Nashville office before the winter sets in.

HERE AND THERE — CBS hosted a reception for **John Schneider** last week. Quite a turnout for the star of *Dukes Of Hazard*... **Buddy Killen**, president of Tree International, has been elected to the board of selectors of the American Institute for Public Service... **Bobby Bare** will be co-hosting **Charlie Williams' WUSW/Lebanon**, Tenn. radio show July 9 from 7-10 a.m. — They're old friends, so be prepared for a lot of wild stories about the old days to get out... **Barbara Mandrell** has accepted NBC's offer to renew her show in the fall... Warner Bros., Nashville is on a red hot signing streak. In recent weeks, the label has signed the **Wright Brothers**, **Judy Taylor** and songwriter **Karen Brooks**. All artists are in the studio working on upcoming single releases... **John Anderson** is in the studio working on his third album for Warner Bros... Slinger/songwriter **Gary Morris** is also in the studio, working on new single material... Backing female vocalist of the week is **Emmylou Harris**. You can find her on both the new **Tanya Tucker** and **Don Williams** albums... **The Kendalls** have filed suit against Ovation Records and the Terrace Music Group, a division of Ovation, Inc., seeking \$465,000 for alleged back royalties... The Shorty Lavender Agency has signed the **Burrito Brothers** to a booking and representation agreement. The group is with Curb Records... Songwriter **Todd Cerney** has signed with Colgems-EMI Music, Inc. Cerney, a studio engineer at Creative Workshop, has had songs recorded by **Levon Helm**, **Bill Medley**, **Susie Allanson** and the **Purify Brothers**, among others... In other songwriter news, **John Paul Walters**, recently signed by UA Music's Nashville operation, is successfully using the college concert tour as both a launching pad and a proving ground for his newly written songs before they are wrapped up for commercial use. He is already on the road touring campuses throughout the southeast to present his newest songs, to determine which songs have the most consistent appeal and to heighten his own image as a writer/performer in the A/C market... **Anne Murray** is already working on her Christmas album... **The Whites** appeared at the Bluegrass Festival in Slagvi's Pasture, Elizabethton, Tenn. June 25. The group will be touring the eastern part of the country for the rest of the summer... **Conway Twitty** has invited five of the country's top rated teams, as well as several outstanding ones in the Nashville area, to participate in the first annual "Twitty Bird Classic Slow-Pitch Softball Tournament" July 31-Aug. 2 at Drakes Creek Park in Hendersonville, Tenn. Proceeds from the tournament will be divided between the Hendersonville Parks Department and the Hendersonville Chamber of Commerce... **Mickey Gilley's** Fourth of July Picnic took place this past weekend in Pasadena, Texas. It was quite a big affair, with **Johnny Lee**, **Faron Young**, **Ricky Skaggs**, **Gall Davies**, **David Frizzell** and **Shelly West**, **Margo Smith**, **Rex Allen**, Jr., **Ernest Tubb**, **Joe Ely**, **Floyd Tillman**, the **Bayou City Beats**, **Kenny Fulton**, **Robert Herridge**, **Carroll Gilley** and the **River City Beats**, **Joe Cruz** and the **Cruisers** and, of course, **Gilley** scheduled to appear... The "Crystal Gayle Singles" album, which was released in the United States as "Classic Crystal," has been certified gold by British Phonograph Industry (BPI) for sales in excess of 100,000 units in the United Kingdom.

STUDIO TRACKS — The following artists have been in Woodland Studios in Nashville: Warner Bros. artist **Con Hunley** and his producer **Tom Collins** working on new album product with engineers **Les Ladd** and **Steve Ham**... **Randy Barlow** and producer **Fred Kelly** with engineers **Ladd**, **Ken Corlew** and **Kerry Kopp**... **Cristy Lane** with producer **Fred Oates** and engineers **Ham** and **Russ Martin**... **Barbara Mandrell** and producer **Collins** mixing Mandrell's "Live" album with engineers **Ladd** and **Kopp**... **Brenda Lee** and producer **Ron Chancey** with engineers **Ladd**, **Corlew** and **David McKinley**... **Jeanne Pruett** and producer **Walter Haynes** with engineers **Ham** and **Kopp**.

STAMPLEY NEWS — **Joe Stampley** has recorded a series of West Cigarette TV commercials for airing in West German movie houses. He sings re-written lyrics to the tune of his former hit single, "Roll On Big Mama."

HOLCOMBE GETS NEW BAND — **Timberline**, a four-piece Nashville-based band, has joined **Wendy Holcombe** on her 50-day summer tour. Band members include **Dave Flamming**, **Jim "Chuck" Fey**, **Eric Elder** and **Chet Couch**.

BARE AND MCCLAIN — **Bobby Bare** and **Charly McClain** were the featured entertainment at the Holiday Star Theatre's Fourth of July festival, "Frontier Days," which was held at the entertainment complex located in Merrillville, Ind. just outside Chicago.

BOXCAR WILLIE — He's tops in Great Britain and rapidly capturing the fancy of the American populace — he's **Boxcar Willie**. Born **Lecil Travis Martin** to a hobo family some 49 years ago, Boxcar spent his early childhood days alongside the railroad tracks. He's come a long way since that time, most recently being voted "Most Promising Male Artist" by the readers of *Music City News*. He was also recently inducted into the Country Music Foundation's "Walkway Of Stars." Boxcar Willie is definitely an artist to keep an eye on.



Boxcar Willie

Jennifer bohler

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

SWEETWATER (Faucet FR 1592)
Antloch Church House Choir (3:23) (D. Rodrick Holt Pub. Co. — SESAC) (D. Holt) (Producer: E. Cole)

This is a hot debut from newcomers Sweetwater, a vocal group somewhat reminiscent of the Oak Ridge Boys. The group's harmonies are solid, tight and gospel-flavored and should appeal to country music fans. Good choice for country radio automatic add.



LEE CLAYTON (Capitol 5012)
Oh How Lucky I Am (3:41) (Silver Soul Music — BMI) (L. Clayton) (Producers: C. Young, L. Clayton)

It's always a pleasure to hear a new Lee Clayton single. This one opens with only Clayton's vocals and a hand clap, is then joined by a gentle piano and backing vocals, moving into a children's choir and finally segues into a full-blown production. Good choice for country and pop formats.

HITS OUT OF THE BOX

LEON EVERETTE (RCA PB-12270)
Hurricane (3:21) (Blackwood Music — BMI/Rich Bin Music — ASCAP) (K. Stegal, S. Harris, T. Schuyler) (Producers: R. Dean, L. Everette)

JANIE FRICKE (Columbia 18-02197)
I'll Need Someone To Hold Me (When I Cry) (2:47) (Hall-Clement Pub. — BMI/Bibo Music Pub. c/o Welk Music Group, Inc. — ASCAP) (B. McDill, W. Hoytfield) (Producer: J.E. Norman)

ED BRUCE (MCA 51139)
(When You Fall In Love) Everything's A Waltz (3:30) (Tree Pub. Co., Inc./Sugarplum Music Co. — BMI) (P. Bruce, E. Bruce, R. Peterson) (Producer: T. West)

BILLY SWAN (Epic 14-02196)
I'm Into Lovin' You (2:55) (Sherman Oaks Music — BMI) (B. Swan) (Producer: L. Rogers)

WILLIE NELSON (Columbia 1802187)
I'm Gonna Sit Right Down And Write Myself A Letter (2:58) (Fred Ahlert Music Corp./Pencil Mark Music Co./Rytvoc Inc. — ASCAP) (F. Ahlert, J. Young) (Producers: W. Neison, P. Busklirk, F. Powers)

FEATURE PICKS

DONNA FARGO (Warner Bros. WBS 49757)
Lonestar Cowboy (3:32) (Prima-Donna Music — BMI) (D. Fargo) (Producer: S. Silver)

CONNIE CATO (MCA-51140)
Where You're Gonna Be Tonight (2:53) (Tree Pub. Co., Inc./Cross Keys Pub. Co., Inc. — BMI/ASCAP) (C. Putman, B. Jones) (Producer: B. Mevis)

DAVID HOUSTON (Excelsior SIS-1015P)
After All (3:03) (Mundy Music/ASCAP/Hill Country Music — BMI) (J. Mundy) (Producers: S. Vining, T. Franks)

STONEWALL JACKSON (First Generation FGS 009)
Full Moon, Empty Pockets (2:32) (ATV Music Corp./Blue Lake Music — BMI) (R.J. Jones, M. Kesser) (Producer: P. Drake)

JACK GRAYSON (Koala KOS334 AH)
Hangin' On By A Heartstring (2:19) (Adventure Music — ASCAP) (C. Winfield, J. Foster) (Producers: B. Vaughn, J. Grayson)

ALBUM REVIEWS

WITH LOVE — **John Conlee** — MCA MCA-5213 — Producer: **Bud Logan** — List: 8.98

From his first single for MCA to his latest album, John Conlee has remained a true balladeer, delivering tunes in the inimitable fashion his fans have come to expect from the man who made "Rose Colored Glasses" famous. His last album was a critically acclaimed release, and this sterling effort even surpasses that one. Choice cuts include "I'd Rather Have What We Had," "What's A Couple More" and "What's Forever For."



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COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. TIGHT FITTIN' JEANS — CONWAY TWITTY — MCA — 50 REPORTS
2. MIDNIGHT HAULER — RAZZY BAILEY — RCA — 36 REPORTS
3. MEL TILLIS & NANCY SINATRA — ELEKTRA — 31 REPORTS
4. YOU DON'T KNOW ME — MICKEY GILLEY — EPIC — 26 REPORTS
5. MIRACLES — DON WILLIAMS — MCA — 21 REPORTS
6. IT'S REALLY LOVE THIS TIME — THE FAMILY BROWN — RCA — 20 REPORTS
7. SCRATCH MY BACK — RAZZY BAILEY — RCA — 19 REPORTS
8. IT DON'T HURT ME HALF AS BAD — RAY PRICE — DIMENSION — 18 REPORTS
9. WE DON'T HAVE TO HOLD OUT — ANNE MURRAY — CAPITOL — 15 REPORTS
10. (THERE'S) NO GETTIN' OVER ME — RONNIE MILSAP — RCA — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. I DON'T NEED YOU — KENNY ROGERS — LIBERTY — 80 REPORTS
2. RAINBOW STEW — MERLE HAGGARD — MCA — 63 REPORTS
3. (THERE'S) NO GETTIN' OVER ME — RONNIE MILSAP — RCA — 62 REPORTS
4. WIND IS BOUND TO CHANGE — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 59 REPORTS
5. DIXIE ON MY MIND — HANK WILLIAMS, JR. — ELEKTRA/CURB — 56 REPORTS
6. I STILL BELIEVE IN WALTZES — CONWAY TWITTY and LORETTA LYNN — MCA — 56 REPORTS
7. DON'T WAIT ON ME — THE STATLER BROTHERS — MERCURY — 55 REPORTS
8. THEY COULD PUT ME IN JAIL — THE BELLAMY BROTHERS — WARNER/CURB — 52 REPORTS
9. TOO MANY LOVERS — CRYSTAL GAYLE — COLUMBIA — 50 REPORTS
10. WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS — WAYLON JENNINGS and JESSI COLTER — RCA — 49 REPORTS

FICAP's Third Mini-Clinic Attracts 75 Country Radio Representatives

by Tim Stichnoth and Tom Roland

AUSTIN — With 75 radio representatives in attendance, a session entitled "So You Want Record Service" received the most attention at the third annual Federation of International Country Air Personalities (FICAP) Radio Mini-Clinic June 27 at the Sheraton-Crest Inn here.

Just as in the Country Radio Seminar held last March in Nashville, radio programmers complained of poor record service by record labels. The label representatives maintained that a call or letter notifying the label of the particular problem should be sufficient in correcting the error.

Panelists for the session included moderator Wayne Edwards, RCA Records; Stan Byrd, Warner Bros. Records; Pete Drake, Pete Drake Prod./First Generation Records; Tim Williams, KOKE/Austin; and Doyal McCollum, Mercury Records.

During the board of directors meeting, two new board members were added: trade journalist Jim Duncan and Gina Preston of WQHK/Fort Wayne. The directors also elected six officers for the next two-year term: president Dale Turner, WSAI/Cincinnati; vice president Bob Cole, KOKE/Austin; secretary-treasurer

Preston, WQKH/Fort Wayne; parliamentarian Jerry Adams, KFDI/Wichita; sergeant-at-arms Bobby Denton, WIVK/Knoxville; and publicity chairman Williams, KOKE/Austin.

After a breakfast hosted by RCA and an opening address by president Turner, Hugh Cherry of the University of California moderated the opening panel discussion on "Where Is Country Music Going." Sitting in the hot seats were Mel Foree, Acuff/Rose; Turner; and Bill Collie, *Inside Nashville*.

After the panel on record service, Warners and Liberty Records handled a lunch at which Cactus Pryor, a country radio legend, gave the keynote address.

Max Gardner, KKYX/San Antonio, headed up the first afternoon panel concerned with "Where Do I Go From Here — Career Building." Included in the discussion were Cole, KOKE/Austin; Preston, WQHK/Fort Wayne; Dan Haliburton, WQAM/Miami Beach, and Chris Collier, KILT/Houston.

The final session dealt with "How Can I Promote My Station" and was moderated by Steve Sever of TM Prod. Panelists for the discussion included Adams, KFDI/Wichita; Denton, WIVK/Knoxville; Tim Stichnoth, *Cash Box*; and Les Acree, WMC/Memphis.

THE COUNTRY MIKE

CASH BOX DOUBLE-SIDED CHART POLICY — As programmers may have noted in recent *Cash Box* Top 100 Country Charts, double-sided records are listed by the individual song in separate chart positions, rather than grouping both songs into one position. *Cash Box* has adopted this policy to ensure the most accurate reflection of a single's weekly activity. To list each song on a double-sided record in the same chart position would indicate that both songs are doing equally as well, which is generally not the case. For example, currently occupying two spots on the Top 100 chart are Razy Bailey with "Midnight Hauler" at #63, and "Scratch My Back" at #78, and Stephanie Winslow with "I've Been A Fool" and "Sometimes When We Touch" at #51 and #75, respectively. When radio stations report their weekly playlists, we ask that they designate which side of a double-sided record they are playing. If played on both sides, each song will be credited for the report.



Lee Arnold

PERSONALITY PROFILE — Lee Arnold is a veteran of the broadcasting industry of nearly 30 years. In 1952, Arnold took his first radio position with block programmed WSCR in Scranton, Pa. with a show entitled *Hillbilly Hit Parade*. Gaining some notoriety, plus on-the-air experience, he was hired to do a television bandstand show, Dick Clark style, with local TV station WNEP. Following a move to Norfolk, Va. in 1956, Arnold continued his jack-of-all-broadcasting-trades style, programming Top 40 station WAVY, hosting a television talent/variety show, as well as handling the network television morning news portion of the *Today Show*. Two years later, however, Arnold headed north to Newark, N.J. and MOR station WNTA, where he was hired as assistant program director under Art Ford. Eight months later, he was back on the air. In 1962, Pacific Southern purchased WNTA and changed its call letters to WJZ, which was followed by a change to a country format in 1965. In addition to handling the 10 a.m.-2 p.m. air shift and the music responsibilities, Arnold was primarily responsible for opening the first country nightclub in New York at the Hotel Taft, where WJZ broadcasted live, five nights per week, with such major acts as Charley Pride, Willie Nelson and Bob Wills. WJZ then changed formats to rock 'n' roll in 1971, but Arnold was too deeply immersed in country to stay with them. At crosstown WHN, program director Bob Schwartz hired him for the all-nighters at the MOR station. Arnold picked up the afternoon drive slot in 1973 when WHN went to a country format, then, two years later, he switched to the 10 a.m.-3 p.m. shift, which he continued with until his resignation three weeks ago. Most recently, Arnold finished a television pilot for Home Box Office featuring an interview with John Conlee, which should be out in the near future. Whatever the future holds for Arnold, it will most definitely deal with country music, "the most honest part of music."

PHILLIPS TABBED AT WMAQ — Jay Phillips, music director of WMC/Memphis, resigned his post to fill the same position at WMAQ/Chicago, effective July 13. WMC program director Les Acree has yet to name Phillips' replacement, but several inside candidates are presently being considered. In addition, Chris Angel has left crosstown rocker, WZZR, to fill Phillips' mid-day shoes. Station management will announce further line-up changes in the near future.

COURT APPROVES ACTON CORP. BID FOR WDLW — After nearly one year of red tape, the courts have finally approved a bid by the Acton Corp. to purchase Boston's foremost country station, WDLW, according to program director Duncan Stewart. The Acton Corp. will purchase the station from present owner Anthony Trigona once all the legal ramifications have been settled.

KNIX PREMIERES 'CANNONBALL RUN' — Approximately 600 KNIX listeners stuffed a Phoenix theater for a recent premiere of 20th Century-Fox's latest release, *Cannonball Run*, starring Burt Reynolds and Farrah Fawcett. Those in attendance were treated to KNIX T-shirts, caps and beer mugs, and one lucky listener walked away with a one-week trip for two to Hawaii, courtesy of Western Airlines, Village Resorts and Tropical Rent-A-Car.

WQYK LEADS HAWAIIAN HOLIDAY — WQYK/St. Petersburg morning man Dave Banks and his wife, Janet Lead, are presently in the middle of an eight-day, seven-night Hawaiian holiday, along with over 100 K-99 country listeners. Filling in during Banks' absence, from 6:30-9 a.m. each day, will be a variety of area civic leaders, television personalities and newspaper writers, plus Warner Bros. recording artist Rex Allen, Jr. Program director Pete Porter will pick up the remaining hours.

WEEP RECREATES 'GREATEST PIRATE GAME EVER' — Due to the current strike in professional baseball, WEEP/Pittsburgh plans to recreate the "greatest Pirates game of all time," according to WEEP program director, Barry Mardit. On July 5, veteran Pirate announcers Bob Prine and Jim Woods will head for the old ball park (actually the WEEP studio) and announce, one more time, the seventh game of the 1960 World Series between the Pirates and Yankees. The program includes a pre-game and post-game show, plus interviews. The WEEP staff is so confident of the outcome, a victory party has already been planned.

country mike



JONES #1 AT WHK — WHK/Cleveland was the first radio station in the country to chart Tom Jones' PolyGram/Mercury debut single, "Darlin'," at the #1 position. To show his appreciation, Jones autographed a poster for the station. Pictured at the Cleveland station are (l-r): Joel Raab, PD, WHK; Frank Lettel, national country promotion manager, PolyGram; Ron Jones, general manager, WHK; and Bill Catino, Cleveland International.

PROGRAMMERS PICKS

Tim Perkins	KCAN/EI Reno	Today All Over — Reba McEntire — Mercury
Cathy Hahn	KLAC/Los Angeles	Jose Cuervo — Cindy Jordan — Warner Bros.
Dan Wells	WSDS/Ypsilanti	It's Really Love This Time — Family Brown — RCA
Ross Corson	KBMY/Billings	You Don't Know Me — Mickey Gilley — Epic
Al Hamilton	KEBC/Oklahoma City	Tight Fittin' Jeans — Conway Twitty — MCA
Pam Green	WHN/New York	You Don't Know Me — Mickey Gilley — Epic
Reggie Neal	WXBQ/Bristol	(There's) No Gettin' Over Me — Ronnie Milsap — RCA



FAN FAIR HIGHLIGHTS — Fan Fair activities extended to all segments of the country music industry, with artists, label people and fans all gathered together for a good time. In addition to the highlights depicted at the top of the page, other bright spots included (l-r): Maggie Cavender, Randy Goodrum, Connie Bradley (all seated), Merlin Littlefield, John Denny, Kye Fleming, Bobby Braddock, Rusty Jones, Dennis Morgan, John Sturdivant, Bob Morrison, Steve Warner and Sylvia preparing for the Nashville Songwriters Assn., International (NSAI) showcase; Mr. and Mrs. Conway Twitty at the groundbreaking ceremonies

for the multi-million dollar Conway Twitty complex; and RCA recording group Alabama displaying its first gold album, awarded for the "Feels So Right" effort. Pictured in the bottom row are (l-r): Ridgetop recording group The Capitols at a showcase at Jersey Lily's; Shorty Lavender of the Shorty Lavender Agency, Dimension recording artist Ray Price and Dimension owner and president Ken Stilts following the Dimension showcase; and Columbia recording artist Marty Robbins during an autograph session at Fan Fair chatting with his fans.

ASCAP, CBS Finalize TV License Pact

(continued from page 6)

period of 1970 to 1980, there will be supplemental payments of \$6.2 million, which will be distributed to the ASCAP membership later this year.

In December 1969 the CBS Television Network began litigation in the U.S. District Court for the Southern District of New York against ASCAP, BMI and their members for the purpose of establishing that the "blanket" licenses imposed by ASCAP and BMI are unlawful because they eliminate price competition and require payments unrelated to the music actually used.

In August 1977 the U.S. Court of Appeals for the Second Circuit reversed a 1975 lower court decision against CBS, and decided that the ASCAP and BMI "blanket" licensing system was illegal on its face. However, in April 1979, the U.S. Supreme Court reversed the decision and remanded

the case to the Second Circuit Court for a more detailed analysis under the "rule of reason" which required an exploration of ASCAP and BMI's purpose in insisting on blanket licenses, and the effects produced on the market place. On April 3, 1980, the Court of Appeals ruled against CBS, and on March 2, 1981, the Supreme Court denied CBS' petition for review of that ruling.

During the 11-year term of the litigation, CBS had been paying an interim license fee which, by its terms, would be retroactively adjusted after entry of final judgement with respect to CBS' claims against ASCAP. The settlement included retroactive adjustment of the interim fees paid by CBS from 1970 to 1980, dismissal with prejudice of ASCAP counterclaims asserted in CBS' litigation and a new, five-year ASCAP license for the years 1981 to 1985.

RCA To Adopt CBS CX Noise Reduction System

NEW YORK — RCA records has become the third major record manufacturer to announce that it will adopt the new CX noise reduction system, developed and introduced by CBS.

RCA's adoption of the process marks another step toward the CBS goal of establishing CX as a standard for the record industry. The WEA group of labels recently said that it will adopt CX for all releases on the Warner Bros., Elektra/Asylum/Nonesuch and Atlantic, as well as all other labels distributed by WEA (**Cash Box**, June 13).

Al Teller, senior vice president and general manager, Columbia Records, and CX project coordinator, commented, "We are very pleased that RCA Records has chosen to adopt the CX process. With the added support of RCA and WEA, CX is well on its way to becoming a new standard of sound excellence for our industry."

William Dearborn, director of operations analysis and facilities, RCA Records, said, "We are pleased to join CBS in adopting the CX system. After exhaustive study and exchanges of information on the system, we view it as a positive means of achieving a higher standard of sound quality for the recording industry."

CBS is making CX available to the entire record industry under royalty free licensing agreements with other record companies (**Cash Box**, Oct. 18, 1980).

RCA, CPI Form Joint Video Company

(continued from page 6)

the home video market, through offices in principal international countries.

The joint venture will handle various disc and cassette formats, including RCA SelectaVision product and RCA Records' videomusic programs. The international subsidiaries of RCA will be providing sales and support services to the joint venture's branch operations throughout the world's major markets.

According to Frank Price, president and chairman of Columbia Pictures, the firm's motion picture division, Patrick M. Williamson, head of Columbia Pictures International, will guide his organization's marketing efforts in the venture.

"Columbia International's unique structure and operation should provide the joint venture partners with many advantages as we start this exciting new undertaking and we are delighted to be partners with RCA, a company of great strength and experience," said Williamson, commenting on the alliance.

Robert D. Summer, RCA Records president, added, "The new venture will increase

the opportunities for our recording artists to develop creatively in the new world of video art. At the same time, it will broaden and strengthen our international product operations."

Announcement of the new venture was made last week by Francis T. Vincent, Jr., president and chief executive office of Columbia Pictures Industries; Columbia Pictures' Price; and Herbert S. Schlosser, executive vice president, RCA.

Westlake Relocates And Expands Its Operation

LOS ANGELES — The Westlake Audio Professional Sales Group has moved its offices to 7265 Santa Monica Blvd. in Los Angeles.

The new facility which opened for business on July 6, features an expanded sales and service capacity. The new telephone number is (213) 851-9800, although the old number of (213) 655-0303 will be maintained for an interim period.

Westlake Audio had been located at 6311 Wilshire Blvd. for the past 10 years.

Dick James Music Moves To Nashville

by Jennifer Bohler

NASHVILLE — Dick James Music, Ltd., headquartered in London, will relocate its creative base in the United States from New York to Nashville, with offices established here within the month. The move follows the hiring of Bob Campbell as the company's professional manager in Nashville in April of this year. Additionally, Arthur Braun, the publishing company's general manager, who is presently based in New York, will move to Nashville and continue to oversee the company's American operation from the new base.

"As Nashville has now become the most creative music market in the U.S.A., we feel that we should have a very strong presence in this area," said Dick James, chairman of the Dick James Organisation. "Besides helping to expand our U.S. operation, this can benefit Nashville writers and their songs throughout the world."

Since tapping the Nashville writer's market earlier this year, Dick James Music has signed noted writer Steve Davis. Additionally, the company represents catalog material by some of the world's top writers,

including Elton John and Bernie Taupin, Roger Cook, Roger Greenaway, John Lennon and Paul McCartney, the Hollies, Gerry and the Pacemakers and Al Stewart. The company has pacted with Muscle Shoals Music to represent its catalog in the United Kingdom and currently represents the Yamaha Music Foundation (Japan) catalog in the United States.

Braun added that the company will still retain its New York office and staff, but the office will be moving to a different location, which will be announced at a later date.

Glancy Forms Label

(continued from page 8)

Lewis Orchestra into a repertory orchestra for soloists who record for the label, and I think that every major city in the country should develop a resident jazz orchestra to back soloists when they come into town."

Schwartz said the label expects to have at least 10 LPs out by the end of 1981. "We would like to eventually be able to go to Columbia and obtain marketing and sales help from the Masterworks Division," Schwartz stated.



CAESAR AT WOODLAND — World Recording artist Shirley Caesar was recently at Woodland Recording Studio in Nashville, adding the finishing touches to her upcoming album release. Caesar (c) is pictured with her producer Tony Brown (l) and engineer David McKinley.

Christian Bows Home Sweet Home Label For Gospel-Oriented Artists

by Angela Ball

NASHVILLE — Chris Christian recently announced the establishment of a Christian record label called Home Sweet Home, with offices at the Gold Mine Studio in Brentwood, Tenn.

Daryl Bush will be acting as director of business affairs, and Dawn Allen has been named the director of A&R. Bush comes to Home Sweet Home from Aloha Petroleum Ltd. in Hawaii. Allen is beginning her third year with Gold Mine Studio and will work in studio management and various areas of the music business in her new position at Home Sweet Home.

Bush and Allen are gearing up for two upcoming album releases, one by Christian and the other by Mark Heard. He has also signed Steve Archer of The Archers to the label. Christian's album, "Just Sit Back" contains songs written by Christian, as well as collaborations with Andrae Crouch, Larry Gatlin, Jamie Owens-Collins, Brown Bannister, Pete Castro and Tom Snow. Doug Howell and Dwight Liles each contributed one song to the effort. Crouch sings on "Nobody," and Larry Gatlin appears on "Light at the End Of The Darkness."

Christian's production credits include albums for Debby Boone, B.W. Stevenson, Dan Peek, Dogwood, The Imperials, David Meece, Fireworks and Amy Grant. Other

NewPax Records Signs Daniel Amos, Bannister

NASHVILLE — NewPax Records recently announced the signings of Daniel Amos and Brown Bannister to long-term recording agreements.

Daniel Amos is a Los Angeles-based four-man band that entered the contemporary Christian music field six years ago via Christian "country-pop" music. Daniel Amos is composed of band members Terry Taylor, lead vocals and rhythm guitar; Marty Dieckmeyer, bass and keyboards; Jerry Chamberlain, lead guitar and vocals; and Ed McTaggart, drums and vocals.

Brown Bannister is well known for his work as an engineer, producer and songwriter. Production credits for Bannister include two albums by David Meece, four albums by Amy Grant and Debby Boone's latest release, "With My Song." Bannister has engineered and co-produced such artists as Chris Christian, Dogwood, Stephanie Boosahda, Farrell & Farrell, Glenn Garrett, Dan Peek and Tennessee Ernie Ford.

Bannister has also penned a publishing agreement with the Paragon/Benson Publishing Company in which Paragon/Benson has been named the administrator and acting publisher of the Bannister catalog.

acts produced by Christian include B.J. Thomas, The Boones and the Bill Gaither Vocal Band.

Christian's future plans involve less producing and more performing. "I want to concentrate totally on being an artist," he says. "As opposed to producing 15 albums a year, I plan to drop to about three."

Christian is also involved in the secular music industry, with an album on Boardwalk Records scheduled for release in late August. The Boardwalk album is being produced by Bob Gaudio, Neil Diamond's producer, and includes back-up vocals by Amy Holland and Frankie Valli.

Secular Music

Christian isn't a newcomer to the secular music industry, having worked as a writer, co-writer, back-up vocalist and producer for a number of acts. He was co-writer and background vocalist on "Lesson In Leavin," an upcoming release by Cheryl Ladd. Other credits include "When The World Runs Out of Love," recorded by Dionne Warwick, and "Back In My Life Again" by the Carpenters.

Christian was also the songwriter/arranger of "Love Song Of The Year," recorded by Elvis Presley on his "Promised Land" album, which garnered a gold certification.

"None of my secular projects will take the place of my Christian concerts, albums or songwriting," he says. "The new secular recording contract is not a departure from anything regarding my Christian music direction."

Heard's first label release is entitled "Stop The Dominoes." The album is somewhat unique in the fact that Heard was involved in all facets of production including design of the cover and production, as well as playing many of the instruments himself. Home Sweet Home Records is distributed by the Benson Company here.

Publishers Network Pacts With Dist. By Dave

NASHVILLE — A distribution pact for Publishers Network product to be distributed by Distribution by Dave was announced recently.

Included in the product lines are Brentwood Publishing Group, Covenant Music, Ron Harris Publication, Psaltry Music, Trinity House and Tempo Publications.

Distribution by Dave, an independent gospel distributor, is broadening its base with an enlarged catalog of children's materials in albums, cassettes and books. The line of accompaniment cassettes has also been expanded to include "Orchestra Plus You, Vol. II." The entire product line will be displayed at the upcoming Christian Booksellers Assn. Convention in Anaheim, Calif. in July.

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	6/27
1 THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661)	2	30
2 THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770)	1	28
3 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	3	22
4 20TH ANNIVERSARY ALBUM JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059)	5	18
5 TRUE VICTORY MIN. KEITH PRINGLE (Savoy SGL 7053)	4	24
6 EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14580)	6	24
7 BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046)	8	6
8 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	9	10
9 MIRACLES JACKSON SOUTHERNAIRES (Malaco M-4370)	7	30
10 REJOICE SHIRLEY CAESAR (Myrrh MSB 6646)	10	50
11 GOLDEN HITS SLIM AND THE SUPREME ANGELS (Nashboro 7234)	11	6
12 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	14	12
13 GOOD NEWS TROY RAMEY (Nashboro 7239)	13	6
14 ONE DAY AT A TIME REV. THOMAS L. WALKER (Eternal Gold EGL-652)	15	36
15 GOD IS OUR CREATOR ALBERTINA WALKER (Savoy SL 14583)	17	18
16 JAMES MOORE (Luminar LM 7502)	—	2
17 MORE OF THE BEST ANDRAE CROUCH (Light LS 5785)	—	2
18 KEEP ON CLIMBING, WE GOTTA GO HIGHER PILGRIM JUBILEE SINGERS (Savoy 14584)	12	20
19 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	19	4
20 RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227)	16	30

Inspirational

	Weeks On Chart	6/27
1 PRIORITY IMPERIALS (Dayspring DST 4017)	1	20
2 FORGIVEN DON FRANCISCO (New Pax NP 33042)	4	136
3 NEVER ALONE AMY GRANT (Myrrh MSB 6645)	2	56
4 FAVORITES, VOL. 1 EVIE TOURNQUIST (Word WSD 8845)	3	26
5 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	5	36
6 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	6	46
7 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	7	44
8 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	10	136
9 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	9	174
10 GOT TO TELL SOMEBODY DON FRANCISCO (New Pax NP 33071)	12	86
11 AMY GRANT IN CONCERT (Myrrh MSB 6668)	14	4
12 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0064)	8	56
13 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	11	30
14 DALLAS HOLM LIVE DALLAS HOLM & PRAISE (Greentree R 3441)	—	2
15 COMING HOME MIKE WARNKE (Myrrh MSB 6670)	16	6
16 FOR THE BRIDE JOHN MICHAEL TALBOT (Sparrow BWR 2021)	17	4
17 INSIDE JOB DION (Dayspring DST 4022)	18	8
18 HE IS NEAR MIKE ADKINS (Mike Adkins MA 1062)	13	16
19 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST-4015)	19	76
20 IN CONCERT B.J. THOMAS (Songbird/MCA 5155)	20	34

ALBUM REVIEWS

I KNOW THAT — Stephanie Boosahda — NewPax NP 33091 — Producer: Jonathon David Brown — List: 7.98

This album is Boosahda's second release on NewPax and is full of pop flavored tunes. Boosahda's versatility is illustrated on this album, which showcases both her singing and her talents as a songwriter (she wrote eight of the songs). The percussive arrangements throughout lend themselves to a strong pop crossover appeal.



MORNING SUN — Harvest — Milk And Honey MH 1033 — Producers: John Darnall and Rick Powell — List: 7.98

Smooth vocals meshed with tight harmony are characteristic of Harvest, a talented trio of writer/performers Ed Kerr, Jerry Williams and Paul Wilbur. The group has gained prominence recently for its unique sound, which utilizes harmonies similar to those that made the Gatlins a household name in country music. All tunes were written by the members of the group, and feature a predominantly acoustic sound.



I'VE GOT SO MUCH TO BE THANKFUL FOR — Soul Stirrers — Savoy SL 14611 — Producer: Milton Bliggham — List: 7.98

The Soul Stirrers epitomize the best of the traditional gospel quartet sound, utilizing a solo voice with responsorial back-up. Rich vocals, complemented by tight harmonies, are a trademark of the Stirrers, who embrace different styles of music with the same fervor. Upbeat cuts like "Praise The Lord" and the title cut are tempered by more mellow tunes with overall traditional/inspirational appeal like "God Will" and "My Soul Is A Witness."



TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
1 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	1 11	20 SECRET COMBINATION RANDY CHAWFORD (Warner Bros. BSK 3541)	21 7
2 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	2 35	21 RAIN FOREST JAY HOGGARD (Contemporary 14007)	23 6
3 "RIT" LEE RITENOUR (Elektra 6E-331)	3 10	22 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC37126)	22 10
4 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	4 13	23 APPLE JUICE TOM SCOTT (Columbia FC 37419)	— 1
5 THE DUDE QUINCY JONES (A&M SP 3721)	6 14	24 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	24 14
6 HUSH JOHN KLEMMER (Elektra 5E-527)	5 6	25 RACE FOR THE OASIS KITTYHAWK (EMI-America ST-17053)	26 4
7 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	12 4	26 ALL AROUND THE TOWN BOB JAMES (Tappan Zee/Columbia C2X 36786)	20 21
8 GALAXIAN JEFF LORBER FUSION (Arista AL 9545)	7 12	27 M.V.P. HARVEY MASON (Arista AB 4283)	27 8
9 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DELUCIA (Columbia FC 37152)	10 6	28 PATRAO RON CARTER (Milestone M-9099)	25 11
10 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153)	11 5	29 CARNAVAL SPYRO GYRA (MCA 5149)	29 37
11 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010)	9 19	30 EYES OF THE MIND CASIOPEA (Alfa AAA-10002)	30 7
12 TARANTELLA CHUCK MANGIONE (A&M SP-6513)	8 8	31 TIN CAN ALLEY JACK DeJOHNETTE'S SPECIAL EDITION (ECM 1-1189)	32 3
13 MAGIC TOM BROWNE (GRP/Arista 5503)	13 21	32 UNITED WOODY SHAW (Columbia FC 37390)	33 2
14 STRAPHANGIN' BRECKER BROTHERS (Arista AL 9550)	18 5	33 THE BEST OF AHMAD JAMAL (20th Century-Fox/RCA T-631)	— 1
15 LIVE STEPHANE GRAPPELLI/ DAVE GRISMAN (Warner Bros. BSK 3550)	16 6	34 BY ALL MEANS ALPHONSE MOUZON (Pausa 7087)	31 17
16 'NARD BERNARD WRIGHT (GRP/Arista 5011)	17 20	35 WINTER MOON ART PEPPER (Galaxy/Fantasy GXY-5140)	34 9
17 VOICES IN THE RAIN JOE SAMPLE (MCA 5172)	15 23	36 LATE NIGHT GUITAR EARL KLUGH (Liberty LT-1079)	35 32
18 LOVE LIGHT YUTAKA (Alfa AAA-10004)	19 10	37 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	36 9
19 ALL MY REASONS NOEL POINTER (Liberty LT-1094)	14 14	38 IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGWAYS (Capitol ST-12130)	28 22
		39 GIVE ME THE NIGHT GEORGE BENSON (Qwest/Warner Bros. HS 3454)	38 49
		40 EASY AS PIE GARY BURTON QUARTET (ECM 1-1184)	37 9

ON JAZZ

INSIDE STUFF -- While next week's column will be devoted entirely to a Kool Jazz Festival round-up, we'd just like to note here that the festival is again being used by record companies to record "live" and special collaboration albums. One of the concerts being recorded for future release on Columbia is an alto summit featuring **Arthur Blythe, Paquito D'Rivera and Phil Woods**. The label was to record trumpeter **Miles Davis** at both his July 5 festival appearance and June 29 Boston performances. Also recorded was festival opener **Cedar Walton**. The pianist's solo performance will be released on Clean Cut Records. Incidentally, the record companies haven't been the only one's taking advantage of the festival: street hawkers peddling everything from T-shirts to fake books have been omnipresent. . . . Pop vocalist **Linda Ronstadt's** album of songs associated with **Sarah Vaughan, Billie Holiday** and **Ella Fitzgerald** has been completed. The back-up band features drummer **Walter Bolden**, bassist **George Mraz**, pianist **Tommy Flanagan**, guitarist **Tal Farlow**, saxophonist/trumpeter **Ira Sullivan** and saxophonist/arranger **Al Cohn**. . . . **G.P. Putnam** has purchased the rights to drummer **Arthur Taylor's** "Notes and Tones." Presently available in a hard-to-find privately printed edition, the book features interviews with **Don Byas, Sonny Rollins, Ornette Coleman, Betty Carter, Don Cherry, Elvin Jones** and others. . . . Notice the absence of credits on the new **Jaco Pastorius** "Word Of Mouth" LP? Readers of this column will recall the album was the subject of a court battle between CBS and Warner Bros. It seems that despite a subsequent court decision that gave Warner Bros. the right to release the album, CBS refused to allow participating Columbia roster members including **Herbie Hancock, Tom Scott** and **Wayne Shorter** to be credited. As a result, Pastorius chose not to list any credits. . . . *Wavelength*, the New Orleans music magazine, recently reported that **Sun Ra's Solar Arkestra** has volunteered to be the house band for the space exhibit at the 1984 World's Fair in New Orleans. Definitely the right band for the gig.



KKGO MEANS -- Pausa recording artist **Alphonse Mouzon** (r) recently visited **KKGO/L.A.** air personality **Jim Gosa** to talk about his latest LP, "By All Means."

OTHER FESTIVALS -- With all the excitement around New York, it's easy to slide into a provincial chauvinism. Fortunately, summer jazz festivals are appearing around the country with increasing frequency, and some, such as the Telluride Festival in Colorado, have managed to establish international reputations. The Atlantic City Jazz Festival will mark its third year on Aug. 7. Among the artists participating will be **Ramsey Lewis, Art Blakey, Maynard Ferguson, Cal Tjader, Buddy Rich, Ray Charles, Grover Washington, Stanley Turrentine** and **Roy Ayers**. Festival information may be obtained by calling (301) 467-6900. Further down the coast, the Atlanta Free Jazz Festival kicks-off Aug. 31. The oldest festival sponsored by a municipal government, this year's line-up includes **Max Roach, the Toshiko Aklyoshi/Lew Tabackin Quartet** and the **World Saxophone Quartet**. The number for the Atlanta Free Jazz Festival headquarters is (404) 658-6694.

BLOWIN' WITH THE NINE WINDS -- Artist-owned labels continue to be an alternate method for getting jazz out to the public. In an era when labels are turning away many jazz artists because of astronomical production and distribution costs, some adventurous artists are finding self-production more attractive than pacting with an already established independent label. One such artist is saxophonist **Vinnie Golia**. Originally a visual artist, Golia has been able to attractively package four albums of his music through his own California-based **Nine Winds Records**. "We decided to put the music out ourselves because people on the West Coast weren't giving it a fair shake," Golia told us. Although **Nine Winds** has so far featured Golia's music exclusively, the label will soon release albums

(continued on page 44)

JAZZ ALBUM PICKS

LIVE! -- Fringe -- Ap Gu Ga Records AGG 002 -- Producers: Fringe -- List: 7.98

This is an excellent trio from Boston that doesn't play "outside" the changes as much as its name might suggest. The music is outstanding and intelligent, with saxophonist **George Garzone** equally strong on tenor and soprano. Bassist **Richard Appleman** and drummer **Bob Gullotti** handle both solo and supporting roles with admirable ease.

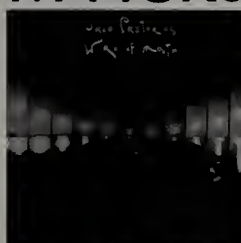
THE EIGHT WONDER -- Dick Griffin -- Sugar Hill SH 261 -- Producer: Dick Griffin -- List: 7.98

Yes folks, it's the same Sugar Hill that put out rap records. Trombonist **Dick Griffin** has assembled an excellent band to help the label launch its entry into the jazz world, and purists won't be disappointed. Among the sidemen are saxophonist/flutist **Sam Rivers**, pianist **Ron Burton**, bassist **Cecil McBee** and drummers **Freddie Waits** and **Warren Smith**. A pleasant surprise.

BUD POWELL IN PARIS -- Bud Powell -- Discovery DS 830 -- Producer: Duke Ellington -- List: 7.98

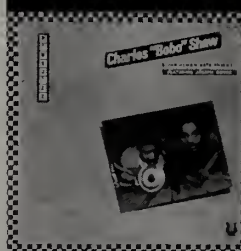
By 1963, when this album was recorded, the raging fire with which Powell had once played was reduced to a flicker. Yet, as in the later recordings of **Billie Holiday** or **Lester Young**, that spark was still enough to make Powell's music emotionally charged. More than a fading picture of the Powell that once was, the album is a portrait of an artist who never stopped creating.

FRINGE



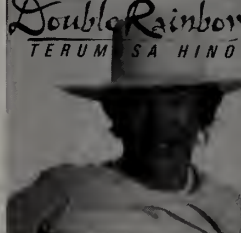
WORD OF MOUTH -- Jaco Pastorius -- Warner Bros. BSK 3535 -- Producer: Uncredited -- List 8.98

Weather Report bassist **Jaco Pastorius** is finally back with another date as a leader, and a fine date it is. The bassist has fully absorbed the sound of his parent group and extrapolates its crisp, percussive dynamics to include trombones, flutes, steel drums, saxophones and synthesizers. Featured soloists **Wayne Shorter** and **Toots Theilmans** make particularly outstanding contributions.



PUNKJ'ZZ -- Charles Bobo Shaw and the Human Arts Ensemble -- Muse MR 5232 -- Producer: Charles "Bobo" Shaw -- List 7.98

Fans of the New York "punk jazz" scene will recognize drummer **Charles "Bobo" Shaw** and trombonist **Joseph Bowie** as the founding fathers of the "Defunkt" band. **Defunkt's** precursor, the **Human Arts Ensemble**, was a St. Louis-based experimental jazz unit that played with a distinctly international flavor. "Steam Away Kool 500," the opening track on this album, presages the things to come with **Defunkt**, although the rest of the album reflects little of that later direction.



DOUBLE RAINBOW -- Terumasa Hino -- Columbia FC 37420 -- Producer: Kiyoshi Itoh -- List: None

Trumpeter **Hino** gets all-star support for this rhythmically dense, heavily **Miles Davis**-influenced date. Hino has even signed on ex-Davis arranger **Gil Evans**, and the results add up to his most successful album to date. "Merry-Go-Round" and "Aboriginal" are the stand-outs, with percussionists **Don Alias, Airto Moreira, Manolo Badrena, Lenny White** and **Harvey Mason** really cooking up a storm.

IT'S A BAD MAMA JAMA

(GOT CHARTS,
GOT SALES)

BB CB RW
55.. 64. 50.

CARL CARLTON TC-2488

His first album for 20th Century-Fox Records has everything it needs! Produced by Leon Haywood, ("Don't Push It, Don't Force It") this one is laced with burners like Carl's current top-selling single, "She's A Bad Mama-Jama," and his previous hit, "This Feeling's Rated X-Tra." And there's sho-nuff more where that came from! T-628

the gift
of music.



Manufactured and Distributed by RCA Records

MTV, CVE, Source And Epic Jointly Push REO Simulcast

(continued from page 21)

continued, "to maintain our position as leaders in various broadcasting endeavors. We've taken chances before and this will be a major event that we wanted to be a part of and that we're confident will be handled properly."

In addition to the simulcast on WASEC's MTV, 15 markets will have the concert simulcast in clubs on large screens to accommodate people who aren't cable subscribers. For example, WNEW-FM/New York will be carrying the concert and cross promoting the video portion that will be shown at The Ritz, Trax and other clubs. WNEW-FM will also be giving away tickets to the club performances. In Los Angeles, Source affiliate KWST will carry the audio while the video portion will be viewed on a large screen at the Roxy.

Kittyhawk Campaign

(continued from page 16)

major markets, Petrone said that the label was able to overcome the pitfall of Kittyhawk's LP coming amid product releases from Kenny Rogers, Kim Carnes, Laws and other established acts from the Capitol/EMIA/Liberty fold.

Gersh and Petrone cite similar promotion and marketing efforts aimed at radio and retail for the initial push behind "Race For The Oasis," but they also intend to make use of an upcoming television appearance on Los Angeles PBS station KCET to expand the group's base.

Kittyhawk is scheduled to tape a one hour special for KCET/Los Angeles during July for airing in late summer. Petrone said the exposure through television will hopefully supplant the need for upfront tour support and the intensive advertising campaign bowed on last year's debut.

"We're going after an audience that bought Kittyhawk last year," explained Petrone, who suggested that most PBS viewers and the readership of magazines like Downbeat and Guitar Player were synonymous.

He also said the KCET program could be picked up for national distribution and that segments of the tape would eventually be used for promotional and advertising purposes.

"You just can't throw a rock act on TV anymore with the limited sound television equipment offers," McGhan pointed out. "Listeners are far more sophisticated and demand state of the art sound, and that's exactly what we're going to give them."

This isn't the first time that The Source has worked with REO Speedwagon. Earlier in the year, the network presented a special two-hour broadcast on the platinum-selling act that featured music and interviews. The program reached an estimated nine million listeners 18 years and older and aired on more than 200 stations.

For Epic's part, REO's label will ship a special two-track promotional sampler record this week, along with a fact sheet, to press, radio and cable operators as part of a multi-faceted pre-telecast promotion and support campaign. Along with WASEC, The Source and CVE, Epic will also participate in a joint print advertising campaign.

"Basically, everyone would've had to pay a little more for what they got had they done it on their own," summed up McLean.

The program, owned by CBS and REO Speedwagon, was produced and directed for video by Richard Namm for Professional Video Services. Kevin Beemish was the audio producer. Band manager John Baruck was also credited by McLean for "making the entire production possible."

EAST COASTINGS

(continued from page 12)

reggae. "Up to now," he said, "reggae has gotten much more support from white people in Europe and here than from black Americans. I know that if black radio started playing reggae, just like they play anything else, the people would understand better, because there are lyrics they can understand and rhythm they could move to. I know they have the spirit in them. WBLS has started playing Bob Marley and the people have accepted it." Reid is currently finishing up writing songs for Morgan's first album, which he says will be a mixture of reggae and commercial R&B. If it takes off the way the 12" has, with 75,000 sales in under a month, Morgan could conceivably become established as a new dance music star.

BULLETIN BOARD — Human Switchboard's LP, "Who's Landing In My Hangar," will be released on I.R.S. and will not carry an A&M prefix, as was previously reported here. . . S.U.R.E. Record Pool has asked us to post its new address and telephone. It is now located at 1852 Westchester Ave., Bronx, N.Y. 10472. **dave schulps and dan nooger**

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

Top Ten

- I'll Do Anything For You — Denroy Morgan — Becket BKD 502
- I'm In Love — Evelyn King — RCA PD 12241
- Gonna Get Over You — France Joli — Prelude 610
- Shake It Up Tonight — Cheryl Lynn — Columbia 43-02103
- Get On Up And Do It Again — Suzy Q — RFC/Atlantic DM 4813
- Wikka Wrap — Evasions — SAM S12339
- Funky Be Bop — Vin Zee — Emergency EMDS 6517
- If You Want Me — Barbara Roy & Ecstasy Passion & Pain — Roy B RBDS 2516
- Here I Am — Dynasty — Solar/Elektra 11504
- Double Dutch Bus — Frankie Smith — WMOT 4W8-5351

Top Breakout

- Do It Now — SOS Band — Tabu 02174

Breakouts

- Desire — Soni Griffith — Vanguard SPV 44
- Wordy Rappinghood — Tom Tom Club — Island (import)
- Don't Stop The Train — Phyllis Nelson — Carrere (import)
- Zulu — Quick — Epic (import)
- Remixture — various artists — Champagne CHAMP 1 (import)
- Love Is The Message — Special Disco Mix — Hilda 001
- Hi Gloss — Hi Gloss — Prelude (LP) 12185
- Nice And Soft — Wish — Perspective P-101
- Money No Love — Beaucoup — Tanya 001 (import)

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	6/4	38 MAGIC MAN ROBERT WINTERS AND FALL (Buddah/Arista BDS 5732)	6/4 12
2 THE DUDE QUINCY JONES (A&M SP-3721)	2	39 IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	39 26
3 A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	3	40 INTUITION LINX (Chrysalis CHR 1332)	33 4
4 KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	5	41 UNLIMITED TOUCH (Prelude PRL 12184)	47 4
5 STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	4	42 'NARD BERNARD WRIGHT (GRP/Arista 5011)	41 16
6 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	6	43 PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	42 17
7 IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	9	44 PORTRAITS SIDE EFFECT (Elektra 6E-335)	38 8
8 RADIANT ATLANTIC STARR (A&M SP-4833)	7	45 IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	— 1
9 NIGHT CLUBBING GRACE JONES (Island/Warner Bros. LPS 9624)	8	46 GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147)	50 7
10 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	11	47 HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	46 25
11 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1)	10	48 ALICIA ALICIA MEYERS MCA-5181)	51 12
12 MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	13	49 NIGHTWALKER GINO VANNELLI (Arista AL 9539)	49 10
13 LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	24	50 BUSTIN' LOOSE ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	60 2
14 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	12	51 WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	— 1
15 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	15	52 THREE PIECE SUIT RAMSEY LEWIS (Columbia FC 37153)	55 5
16 GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	14	53 MAGIC TOM BROWNE (GRP/Arista 5503)	44 21
17 MIRACLES CHANGE (Atlantic SD 19301)	16	54 TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	56 6
18 VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	18	55 IT'S WINNING TIME KLIQUE (MCA-5198)	57 4
19 IN THE POCKET COMMODORES (Motown M8-955M1)	—	56 THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	48 26
20 TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	23	57 NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	— 1
21 "RIT" LEE RITENOUR (Elektra 6E-331)	22	58 I GOT THE MELODY ODYSSEY (RCA AFL1-3910)	59 3
22 CLOSER GINO SOCCIO (Atlantic SD 16042)	20	59 NEVER GONNA BE ANOTHER NOE THELMA HOUSTON (RCA AFL 1-3842)	58 7
23 SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	25	60 L.J. RENOIDS (Capitol ST-12127)	63 2
24 HOTI LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605)	27	61 JERMAINE JERMAINE JACKSON (Motown M8-1499F)	40 32
25 LOVE IS... ONE WAY ONE WAY (MCA-5163)	26	62 WANTED DREAD AND ALIVE PETER TOSH (Rolling Stones/EMI-America SO-17055)	— 1
26 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	17	63 LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	66 6
27 HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	19	64 JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE JOHNNY "GUITAR" WATSON (DJM/PolyGram 501)	53 6
28 GRAND SLAM ISLEY BROTHERS (T-Neck/CBS FZ 37080)	21	65 GLAD YOU CAME MY WAY JOE SIMON (Posse POS 10002)	45 14
29 KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	28	66 CELEBRATION KOO & THE GANG (De-Lite/PolyGram DSR 9518)	84 39
30 BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	43	67 ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 15027)	62 20
31 CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	30	68 HOTTER THAN JULY STEVIE WONDER (Tamla/Motown T8-373M1)	61 36
32 TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5228)	34	69 STONE JAM SLAVE (Cotillion/Atlantic SD 52224)	54 39
33 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	31	70 LOVE LIFE BRENDA RUSSELL (A&M SP-4811)	67 14
34 LICENSE TO DREAM KLEER (Atlantic SD 19288)	29	71 IN OUR LIFETIME MARVIN GAYE (Tamla/Motown T8-374M1)	52 24
35 TOO HOT TO SLEEP SYLVESTER (Fantasy F-9607)	37	72 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	71 11
36 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	32	73 BARRY & GLODEAN BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	70 10
37 TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	35	74 TO LOVE AGAIN DIANA ROSS (Motown M8-951M1)	69 19
		75 M.V.P. HARVEY MASON (Arista AB 4283)	65 3



FEEL LIKE GETTING DOWN — Epic Records recently held a listening party for Billy Ocean. Pictured are (l-r): Laurie Jay, Ocean's manager; Cheryl Machat, product manager, E/P/A; Ocean; Paris Eley, vice president, black music and jazz promotion, E/P/A; and Ron McCarrell, vice president, marketing, E/P/A.

THE RHYTHM SECTION

COASTING GOLD — Claiming that he would initially concentrate on his strength in the R&B marketplace, Cecil Holmes, new president of recently announced Gold Coast Records, said it will eventually expand from that base to offer a more diversified roster. The Gold Coast label, an offshoot of Marv Stuart-headed Gold Coast Entertainment, Inc., recently struck a pressing and distribution deal with Capitol Records for the U.S., although according to Holmes, overseas deals have yet to be entered. First product on the label is from Florida-based group TTF (Today, Tomorrow, Forever) with release of the single "Mighty Fine" set for July 6. Holmes, who is a partner in company with Stuart and also serves on the parent firm's board of directors, plans to use four independent promotion people to push the single, in addition to Gold Coast's lone promotion staffer, Sarah Melendez, who will be based in Chicago where Stuart and the parent company are located. Holmes, who will be based in Los Angeles, will oversee sales, promotion, A&R and artist relation functions for the new label. He said that the same trio of writers that wrote the TTF single are involved in breaking new talent. That trio of songwriter/producers includes Motown veteran Jimmy Levine, Jesse Boyce and Richard Tuffo, who also heads Gold Coast Productions, a commercial production arm of the company. Making use of Gold Coast's myriad of media facilities, which include video and television, are plans that Holmes described as tentative, largely dependent on what acts are ultimately signed to the label. Both Holmes and Stuart, who was co-founder of the Curtom label with Curtis Mayfield, have extensive histories in the recording industry. Holmes built his reputation on work with the Buddah Records and the Casablanca label, which he co-founded with Neil Bogart. Holmes operated a custom R&B label, Chocolate City, while with Casablanca, featuring acts like Cameo and Parliament.

SOLAR, RCA DISPUTE — RCA Records is currently involved in a suit in Los Angeles Superior Court seeking summary judgement in a dispute over whether Dick Griffey's Solar Records, which recently parted with Elektra/Asylum Records, still owes RCA product and/or cash. The dispute centers on recent contract negotiations between RCA and Griffey, in which RCA allegedly agreed to pay the label president \$1.5 million, for which Griffey, in turn, was to either repay or work into new contract extensions. Griffey claims that Solar has fulfilled contract commitments to RCA and has repaid more than \$1.4 million already. Griffey also charges that RCA used the contract dispute to interfere with his negotiations with E/A. Griffey and Solar are seeking an injunction and \$6 million in collective damages in the dispute.

CITY OF HOPE — Johnny Mathis will be entertained by Columbia Records labelmates Gladys Knight and the Pips and Portrait artist Paul Williams during a City of Hope Medical Center banquet dinner in his honor. Mathis is to receive the "Spirit of Life" award from the Music Industry Chapter of the Medical Center July 9 at the Century Plaza Hotel in L.A. Proceeds from the benefit banquet will go toward the Johnny Mathis Research Fellowship.

POLITICS AND MUSIC — Most artists from all media can boast of more than just creative consciousness. Many find the fabric of their creativity through the institutions of society. So it is not uncommon for an artist to decide to go beyond his creative discipline to express support or disdain for a political cause or individual. On the other side of the coin, Los Angeles Mayor Tom Bradley recently pledged his support for the Black Music Assn. (BMA) "Black Music Family Affair," set to take place at Pasadena's Rose Bowl Aug. 15. Bradley has taped a public service announcement to be aired on radio stations in Los Angeles, San Diego, Las Vegas, San Francisco, Oakland, San Bernardino, Santa Barbara, Ventura and Monterey. The goal of the BMA concert is to raise funds for various programs, including a Black Music Archives and development of a black music awards show. Already slated for the concert are Stevie Wonder, Grover Washington, Jr., Ashford & Simpson, Andrae Crouch, Ralph McDonald and Arsenio Hall. Actor/producer Ossie Davis and Soul Train producer/host Don Cornelius will emcee the concert.

ON THE ROAD AGAIN — Epic recording group The Jacksons has put together a reunion tour, covering 38 concerts in nine weeks, beginning July 8 in Memphis. Brothers Michael, Jackie, Randy, Marlon and Tito are to hit most major markets in the U.S. and Canada with an expansive stage production estimated at \$1 million.

SHORT CUTS — While rehearsing the band he eventually took with him on his tour of Japan, composer/producer Quincy Jones was taped for an edition of KNXT-TV (CBS-TV in Los Angeles) news feature Segment 2, which features reporter/anchor Marla Brandywynne. Jones was being interviewed about his rare tour date and also about the state of the recording industry. Cotillion/Atlantic group Sister Sledge released another single from its "All-American Girls" LP, entitled "He's Just A Runaway," which features a special reggae version (produced by the girls themselves) on the b-side in tribute to the late Bob Marley. The reggae version of the tune was unveiled during a recent gig by the Sledge at Radio City Music Hall in New York.

michael martinez

CASH BOX TOP 100

July 11, 1981

	Weeks On Chart	6/4 Chart		Weeks On Chart	6/4 Chart		Weeks On Chart	6/4 Chart
1 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	1	20	35 I DON'T REALLY CARE L.V. JOHNSON (ICA 027)	37	9	68 HOLD TIGHT CHANGE (Atlantic 3832)	—	1
2 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 719F1)	2	16	36 CALL IT WHAT YOU WANT BILL SUMMERS AND SUMMERS HEAT (MCA 51073)	31	18	69 DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)	—	1
3 PULL UP TO THE BUMPER GRACE JONES (Island IS 49697)	5	14	37 JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)	45	3	70 AIN'T NO BABY LIKE MY BABY L.J. REYNOLDS (Capitol P-4998)	72	4
4 TWO HEARTS STEPHANIE MILLS (20th Century-Fox/RCA TC-2492)	4	12	38 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)	29	23	71 HOLD ON TO A FRIEND RUFUS (MCA 51125)	79	3
5 FREAKY DANCIN' CAMEO (Chocolate City/PolyGram CC 3225)	6	10	39 'SCUSE ME, WHILE I FALL IN LOVE DONNA WASHINGTON (Capitol 4991)	34	12	72 FUNTOWN U.S.A. RAFAEL CAMERON (Salsoul/RCA S7 2144)	80	3
6 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015)	14	6	40 IT'S YOUR CONSCIENCE DENICE WILLIAMS (ARC/Columbia 11-02108)	41	7	73 HERE I AM DYNASTY (Soler/RCA S-47932)	82	2
7 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)	7	19	41 SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)	54	5	74 I ONCE HAD YOUR LOVE THE ISLEY BROTHERS (T-Neck/CBS ZS5 2179)	76	3
8 NIGHT (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic 19-02053)	10	10	42 YOU ARE FOREVER SMOKEY ROBINSON (Tamlam/Motown T 54327F)	48	4	75 KEMO-KIMO WEBSTER LEWIS (Epic 19-02112)	74	6
9 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	8	14	43 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	64	4	76 LET ME LET YOU ROCK ME SUE ANN (Warner Bros. WBS 49750)	84	2
10 RUNNING AWAY MAZE featuring FRANKIE BEVERLY (Capitol P-5000)	11	9	44 SOME CHANGES ARE FOR GOOD DIONNE WARWICK (Arista AS 0802)	49	6	77 I'VE BEEN WATCHING YOU MIDNIGHT STAR (Solar/Elektra S-47933)	85	2
11 HEARTBEAT TAANA GARDNER (West End WES 1232)	12	12	45 CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN and MICHAEL HENDERSON (Arista AS 0606)	58	2	78 I WANT YOU CLOSER STARPOINT (Chocolate City/PolyGram CC 3226)	81	3
12 PUSH ONE WAY (MCA 51110)	13	9	46 IF YOU FEEL IT THELMA HOUSTON (RCA PB-12215)	39	11	79 WE CAN WORK IT OUT CHAKA KHAN (Warner Bros. WBS 49759)	—	1
13 VERY SPECIAL DEBRA LAWS (Elektra E-47142)	18	8	47 I LOVE YOU MORE RENE & ANGELA (Capitol P-5010)	56	4	80 LOVE LIGHT YUTAKA (Alfa ALF-7004)	88	2
14 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. WBS 49692)	3	17	48 WHEN WILL MY LOVE BE RIGHT ROBERT WINTERS & FALL (Buddah/Arista BDA 027)	51	5	81 ENDLESS LOVE DIANA ROSS AND LIONEL RICHIE (Motown M 1519F)	—	1
15 ARE YOU SINGLE AURRA (Salsoul/RCA S7 2139)	16	11	49 (HEY WHO'S GOTTA) FUNKY SONG FANTASY (Pevillion/CBS ZS6 02098)	55	6	82 THE ADVENTURES OF GRANDMASTER FLASH ON THE WHEELS OF STEEL GRANDMASTER FLASH AND THE FURIOUS FIVE (Sugarhill SH 557)	77	4
16 SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	25	7	50 JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191)	60	2	83 ON THE BEAT THE B.B.&Q. BAND (Capitol P-4993)	92	2
17 YEARNING FOR YOUR LOVE GAP BAND (Mercury/PolyGram 76101)	9	16	51 TOGETHER WE CAN SHINE LINX (Chrysalis CHS 2521)	52	5	84 RUNNING BACK TO YOU KLEEEER (Atlantic 3823)	89	3
18 I'M IN LOVE EVELYN KING (RCA PB-12243)	36	4	52 YOU STOPPED LOVING ME ROBERTA FLACK (MCA 51126)	59	4	85 TURN OUT THE NIGHTLIGHT TAVARES (Capitol P-A5019)	—	1
19 PARADISE CHANGE (RCA/Atlantic 3809)	19	14	53 FOREVER YESTERDAY (FOR THE CHILDREN) GLADYS KNIGHT & THE PIPS (Columbia 11-02113)	53	6	86 NEVER UNDERESTIMATE THE POWER OF A WOMAN KLYMAXX (Solar/RCA YB-12223)	71	7
20 RAZZAMATAZZ QUINCY JONES featuring PATTI AUSTIN (A&M 2334)	26	7	54 NOTHING BUT LOVE PETER TOSH (EMI America 8083)	57	5	87 HUMPIN' GAP BAND (Mercury/PolyGram 76114)	—	1
21 THE REAL THING THE BROTHERS JOHNSON (A&M 2343)	27	4	55 YOU'RE THE ONLY ONE THE REDDINGS (Balfeve In A Dream/CBS ZS6 02066)	62	5	88 FEEL MY LOVE SLAVE (Cotillion/Atlantic 46014)	83	7
22 LOVE'S DANCE KLIQUE (MCA 51099)	22	9	56 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	43	25	89 FOR YOUR PRECIOUS LOVE THE IMPRESSIONS (20th Century-Fox/RCA TC-2491)	63	9
23 SEARCHING TO FIND THE ONE UNLIMITED TOUCH (Pralude PRL 8029)	23	8	57 (OH I) NEED YOUR LOVIN' EDDIE KENDRICKS (Atlantic 3796)	65	3	90 FUNKY BEBOP VIN ZEE (Emergency EMS-4512)	—	1
24 LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	42	3	58 JONES VS. JONES KOOL & THE GANG (Da-Lite/PolyGram DE 813)	46	8	91 CUTIE PIE DAYTON (Liberty 1414)	95	2
25 TAKE IT ANY WAY YOU WANT IT FATBACK (Spring/PolyGram SF 3018)	21	10	59 THIS IS FOR THE LOVER IN YOU SHALAMAR (Soler/RCA YB-12250)	67	4	92 SHINE YOUR LIGHT THE GRAINGERS (BC BC002)	—	1
26 TELL ME WHERE IT HURTS WALTER JACKSON (Columbia 11-02037)	20	11	60 ANYBODY WANNA DANCE EBONEE WEBB (Capitol P-5008)	68	5	93 CINCO DE MAYO WAR (LAX/WS8 02120)	93	2
27 SEND FOR ME ATLANTIC STARR (A&M 2340)	32	5	61 I'LL DO ANYTHING FOR YOU DENROY MORGAN (Becket BKA-45-5)	73	3	94 I WANNA DO IT SCANDAL featuring LEE GENESIS (SAM 81-5109)	—	1
28 IS IT YOU LEE RITENOUR (Elektra E-47124)	28	12	62 WALK RIGHT NOW THE JACKSONS (Epic 19-02132)	70	4	95 MAKE YOU MINE SIDE EFFECT (Elektra E-47112)	78	17
29 TRY IT OUT GINO SOCCIO (RCA/Atlantic 3813)	24	11	63 TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic 46013)	38	10	96 NEXT TIME YOU'LL KNOW SISTER SLEDGE (Cotillion/Atlantic 46012)	86	13
30 BODY MUSIC STRIKERS (Pralude PRL 8025)	30	14	64 SKINNY THE OHIO PLAYERS (Boardwalk WS8 02063)	46	9	97 LET SOMEBODY LOVE YOU KENI BURKE (RCA PB-12228)	61	7
31 BEING WITH YOU SMOKEY ROBINSON (Tamlam/Motown T 54321F)	15	22	65 GOING BACK TO MY ROOTS ODYSSEY (RCA PB-12240)	69	5	98 WHEN LOVE CALLS ATLANTIC STARR (A&M 2312)	33	20
32 MAKE THAT MOVE SHALAMAR (Soler/RCA YV-12192)	17	18	66 I CAN MAKE IT BETTER THE WHISPERS (Solar/RCA YB-12232)	44	8	99 IF I DON'T LOVE YOU RANDY BROWN (Chocolate City/PolyGram CC 3224)	66	13
33 HERE IS MY LOVE SYLVESTER (Honey/Fantasy 912)	35	8	67 GROOVE CITY T-CONNECTION (Capitol P-4995)	50	9	100 HIGH ON THE BOOGIE STARGARD (Warner Bros. WBS 49731)	75	6
34 SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F)	47	4						

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

A Women Needs (Raydiola — ASCAP) 7	High On (May Twelfth/Warner Temerlene — BMI) 100	Love On A Two Way Street (Gambel — BMI) 6	Some Changes (Pricast Street — ASCAP/Unichappell/Begonia — BMI) 44
Ain't No (Groovesville/Tight Squaza — BMI) 70	Hold On To A Friend (Shol Sho/Ellene — ASCAP) 71	Love's Dance (Bea-Germaine — BMI) 22	Square Biz (Jobete — ASCAP) 34
Anybody Wanna (Ebonae Wabb/Cassass — BMI) 60	Hold Tight (Little Macho — ASCAP) 68	Meka That Move (Spectrum VII/Myknde — ASCAP) 32	Sukiyaki (Beechwood — BMI) 56
Are You Single (Lucky Three/Red Aurra — BMI) 15	How 'Bout (Dana Walden — license pending) 38	Make You Mine (Relaxed/Happy Birthdey/Tuff Cookla — BMI) 95	Sweet Baby (Mycenae — ASCAP) 9
Being With You (Bertam — ASCAP) 31	Humpin' (Total Experience — BMI) 87	Never Underestmata (Spectrum VII — ASCAP) 86	Take It Any Way (Clite — BMI) 25
Body Music (Trumar — BMI/Mamorex — CRA) 30	I Can Make (Spectrum VII/Myknde — ASCAP) 66	Next Time (Welden/Gretituda Sky — ASCAP/Irving — BMI) 96	Tell Me Where (Angelshell/Six Continents — BMI) 26
Call It What (Blisum — BMI) 36	I Don't (Alvert — BMI/Taura Nikikiki — BMI) 35	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP) 8	The Adventures Of Grandmaster (Chic/Sugerhill/Beechwood/Commodore & Jobete/Chrysalis) 82
Can't We Fall (ATV/Ivans — BMI) 45	I Love You More (A Le Mode/Arista — ASCAP) 47	Nothing But Love (Publishing Panding) 54	The Real Thing (State Of The Arts/Brojay — ASCAP) 21
Cinco De (Far Out — ASCAP/Milweukae — BMI) 93	I Once Hed Your Love (Bovina — ASCAP) 74	(Oh I) Need Your Lovin' (Stona Diamond/Foraver Platinum — BMI) 57	This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP) 59
Cutie Pie (Johusa — ASCAP) 91	I Wanna Do It (Midob/Paul Richerds — ASCAP) 94	On The Beat (Little Mecho — ASCAP) 83	Together We Can Shine (Solld/RSM — license panding) 51
Do It Now (Part I) (Avant Garda/Kozmic Kop — ASCAP/Interior/Sigld — BMI) 69	I Want You Closer (Harrindur/Lloydiana/Ensign — BMI) 78	Paradise (Little Macho — ASCAP) 19	Try It Out (Good Flavor/Sons Celestes/Shadlec — ASCAP) 29
Double Dutch (WIMOT/Frashon/Supermerket — BMI) 1	If I Don't Love You (Backlog — BMI) 99	Pull Up (Ackea/Graca Jonas — ASCAP) 3	Turn Out The Night Light (Brass Heert — BMI/Werdne Kioflow — ASCAP) 85
Endless Lova (PGP/Brockman — ASCAP/Admin. By Intersong) 81	If You Feel It (Brookshora — BMI) 46	Puff (Perk's/Duchess — BMI) 12	Turn Up The Music (Two Pepper — ASCAP) 63
Feel My Lova (Slave/Cotillion — BMI) 88	I'll Do Anything For You (Big Sevan/Bert Reid — BMI/Backatt/Miller — ASCAP) 61	Razzamatazz (Rodsongs/Almo — ASCAP) 20	Two Hearts (Frozen Buttarfly — BMI) 4
For Your Precious (Sunflower — ASCAP) 89	I'm In Love (Duchess — BMI) 18	Running Away (Amazament — BMI) 10	Very Special (At Home/Jeffix — ASCAP) 13
Forever Yestardey (Glenn's Files — ASCAP) 53	Is It You (RIT Of Habeas — ASCAP) 28	Running Back To You (Alax/Soufus — ASCAP) 84	Walk Right Now (Mijac/Siggy/RenJack — BMI) 62
Freaky Dancin' (Better Deys — BMI/Betta Nights — ASCAP) 5	It's Your Conscience (Ball Boy/Kee-Drick — BMI) 40	'Scuse Me, (Almo/Uncle Ronnla's — ASCAP) 39	We Can Work It Out (Meclan — BMI) 79
Funky Bebob (Soul Chak/Emergency — BMI) 90	I've Been Watching You (Hip-Trip/Mid-Ster — BMI) 77	Searching (Trumar — BMI/Unlimited Touch — ASCAP) 23	What Cha' (Average Longdog — ASCAP) 14
Funtown U.S.A. (One To One — ASCAP) 72	Jones vs. (Delightful/Frash Stert — BMI/Double F ASCAP) 58	Send For Me (Irving/Mercy Kersey — BMI) 27	When Love Cells (Almo/Nawben/Audio — ASCAP) 98
Give It To Me (Jobete & Stone City — ASCAP) 2	Just Be My Lady (Nineteen Eighty Foe — BMI) 37	Shake It Up Tonight (April — ASCAP) 16	When Will My Love (Big Seven/Bea Mor — BMI) 48
Going Back To My Roots (Dozler/Bleekwood — BMI) 65	Just One Moment Away (Content — BMI) 50	She's A Bad Mama Jama (Jim/Edd — BMI) 43	Yearning For Your Lova (Total Experience — BMI) 17
Groove City (T-Con — BMI) 67	Kemo-Kimo (Wabo/Getoon's — BMI) 75	Shine Your Light (Dehill — BMI) 92	You Are Forever (Bertram — ASCAP) 42
Heartbeat (Kenix/Sugar Biscuit — ASCAP) 11	Lady You Bring Me Up (Jobata/Commodores Entertainment — ASCAP) 24	Skinny (On The Boerwalk/Misteken — BMI) 64	You Stopped Loving Me (Duchess — BMI) 52
Here I Am (Spectrum VII/Silver Sounds — ASCAP) 73	Let Me Let You (Monkey Business — ASCAP) 76	Slow Hand (Warner-Temerlene/Flying Dutchman/Sweet Harmony — BMI) 41	You're The Only One (Daxotis/Band of Angels — BMI) 55
Here Is My (Borcol/Beakeper — ASCAP) 33	Let Somebody Love You (Jobur — BMI) 97		
(Hey Who's Gotta) (Lis-Ti/Pevillion — BMI) 49	Love Light (Tiger/Damie — ASCAP) 80		

BLACK CONTEMPORARY

MOST ADDED SINGLES

- DO IT NOW (PART I) — THE S.O.S. BAND — TABU/CBS**
WSOK, WRBD, WAOK, WOKB, WTLC, WEDR, WAWA, WWDM, KDKO, KGFJ, WLLC, WVKO, WDAO
- CAN'T WE FALL IN LOVE AGAIN — PHYLLIS HYMAN and MICHAEL HENDERSON — ARISTA**
WRBD, WGIV, WOKB, WJMO, WEDR, WPAL, WCIN, KDKO, WNHC, WGCI, WYLD-FM, WDAO
- WE CAN WORK IT OUT — CHAKA KHAN — WARNER BROS.**
WRBD, WGIV, WAOK, WOKB, WEDR, WAWA, WPAL, KGFJ, WLLC
- ENDLESS LOVE — DIANA ROSS and LIONEL RICHIE — MOTOWN**
WSOK, WILD, WOKB, WDAS-FM, WDA, WAWA, KGFJ, V103, WDAO
- HOLD TIGHT — CHANGE — ATLANTIC**
WRBD, WILD, WGIV, WOKB, WTLC, WJMO, WEDR, WPAL
- JUST ONE MOMENT AWAY — MANHATTANS — COLUMBIA**
WDAS-FM, WTLC, WEDR, WPAL, KDKO, OK100, V103
- JUST BE MY LADY — LARRY GRAHAM — WARNER BROS.**
WBMX, KMJM, KGFJ, OK100, WYLD-FM, WVKO
- I LOVE YOU MORE — RENE & ANGELA — CAPITOL**
WGIV, KDAY, KSOL, WCIN, KGFJ, WVKO
- I'LL DO ANYTHING FOR YOU — DENROY MORGAN — BECKET**
WRBD, WJLB, WGIV, WAOK, WWDM

MOST ADDED ALBUMS

- DIMPLES — RICHARD "DIMPLES" FIELDS — BOARDWALK**
WGIV, WAOK, WOKB, WDAS-FM, WTLC, KDAY, KDKO, KGFJ, WGCI, WDAO
- WITH YOU — STACY LATTISAW — COTILLION/ATLANTIC**
WSOK, WGIV, WAOK, WTLC, WPAL, KDKO, WLUM, WGPR-FM
- NIGHTS (FEEL LIKE GETTING DOWN) — BILLY OCEAN — EPIC**
WILD, WGIV, WOKB, WTLC, WPAL, KDKO, WLUM

UP AND COMING

- THIRD DEGREE — YARBROUGH & PEOPLES — MERCURY/POLYGRAM**
- DANCING ON THE FLOOR (HOOKED ON LOVE) — THIRD WORLD — COLUMBIA**
- I LIKE YOUR LOVING — BETTY WRIGHT — EPIC**
- OUT COME THE FREAKS — WAS (WAS NOT) — ZE/ISLAND**
- GONNA GET OVER YOU — FRANCE JOLI — PRELUDE**

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD

HOTS: C. Carlton, S. Lattisaw, Strikers, Atlantic Starr, One Way, C. Lynn, F. Smith, B. Ocean, Shalamar, Cameo, T. Gardner, Aurra, S. Mills, R. James. ADDS: D. Ross/L. Richie, A. Ward, Tavares, J. Mathis, Ebonee Webb, Graingers, Scandal. LP ADDS: R. Flack, R. McDonald.

WAOK — ATLANTA — CARL CONNOR, PD

HOTS: Cameo, G. Jones, T. Gardner, Fatback, C. Lynn, Heaven & Earth, Linx, B. Ocean, G. Knight, S. Lattisaw, Atlantic Starr, Jacksons, A. Bell, Sylvester, D. Williams, P. Tosh, C. Carlton, K. Blow, Yarbrough & Peoples, Furious 5 & Sugar Hill Gang, Bros. Johnson, Maze, S. Robinson, R. Flack. ADDS: After Bach, S.O.S. Band, Emotions, D. Morgan, C. Khan, J. Mathis, Dynasty, Count Coolout. LP ADDS: R. Fields, S. Lattisaw, C. Lynn.

WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: Aurra, T. Gardner, R. James, Cameo, G. Jones, Sugar Hill Gang, Leprechan, B. Ocean, Strikers, S. Lattisaw, Maze, ADDS: Commodores, L. Graham, Cameron, Bohannon, L. Ritenour, Jacksons, B. Russell, R. Flack, Yutaka, E. Kendricks, Reddings, Fatback, Smash, Treacherous 3, Woods Empire. LP ADDS: Bustin Loose (S.T.).

WATV — BIRMINGHAM — BILL GLOVER, MD

HOTS: Whispers, Raydio, B. Ocean, L.V. Johnson, Maze, M. Gaye, Strikers, Cameo, Mass Production, General Caine, R. James, Q. Jones, B. Summers, Gap Band, G. Jones, Ohio Players, C. Khan, L. Ritenour, Fatback, D. Laws, R. Crawford, Skyy, Lakeside, F. Smith, Sugar Hill Gang. ADDS: Dayton, K. Blow, Yarbrough & Peoples, Bros. Johnson, Jacksons, War, Rufus, Rene/Angela, Ebonee Webb, Champaign. LP ADDS: J.G. Watson, Cameo, Sadane, S. Feva, Starpoint.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — DEBRA LAWS

JUMPS: 9 To 6 — Maze, 10 To 7 — Unlimited Touch, 15 To 8 — Evelyn King, 20 To 11 — W. Lewis, 16 To 13 — Kool & Gang, 18 To 14 — Q. Jones, 22 To 16 — C. Lynn, 25 To 19 — Sylvester, 26 To 20 — Atlantic Starr, 28 To 23 — S. Lattisaw, 31 To 25 — C. Carlton, 32 To 26 — Denroy Morgan, 34 To 27 — Teena Marie, 35 To 29 — Shalamar, 36 To 30 — Cameron, 38 To 32 — Betty Wright, 37 To 31 — G. Chandler, 27 To 24 — K. Burke, 23 To 18 — W. Jackson, 11 To 9 — D. Washington, 7 To 4 — Klique, HB To 34 — Commodores, HB To 35 — L. Graham, HB To 36 — Graingers, HB To 37 — Bros. Johnson, HB To 39 — P. Tosh. ADDS: B.B.Q. Band, R. Crawford, Change, D. Ross & L. Richie, The Evasion, Dayton, L. Jackson, T.F.O. LP ADDS: Reddings, B. Ocean, G. Gaynor, L.J. Reynolds.

WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — T. GARDNER

HOTS: Atlantic Starr, S. Lattisaw, Maze, B. Ocean, C. Lynn, D. Williams, Cameo, Strikers, Shalamar, Fatback, Vin Zee, P. Tosh, Aurra, Rufus, Pointer Sisters, Sylvester, Starpoint, Jacksons, B.B. King. ADDS: R. Crawford, Manhattans, C. Khan, True Image, Dayton, Yarbrough & Peoples, Spinners, P. Hyman/M. Henderson, Betty Wright, Zingara Diane Brooks, Gap Band, Change, Zenith, Cameron, High Gloss. LP ADDS: B. Ocean, D. Warwick, Hawkins Family, S. Lattisaw, Zenith.

WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: T. Gardner, S. Lattisaw, Cameo, Count Coolout, D. Laws, Q. Jones, C. Carlton, Ebonee Webb, Atlantic Starr, C. Lynn, Whispers, Kool & Gang, Cameron, Jacksons, Commodores, Billy Ocean. ADDS: P. Hyman/M. Henderson, C. Khan, Change, Shalamar, Rene & Angela, Denroy Morgan. LP ADDS: J.G. Watson, S. Lattisaw, Richard Fields, Billy Ocean, Blue Magic.

WGCI — CHICAGO — STEVE HARRIS, MD

HOTS: R. James, Unlimited Touch, T. Gardner, Shalamar, F. Smith, Aurra, S. Mills, D. Washington, T. Marie, G. Jones. ADDS: Sarah Vaughn, C. Carlton, P. Hyman/M. Henderson. LP ADDS: R. Fields.

WBMX — CHICAGO — PAM WELLES, MD

HOTS: G. Jones, S. Mills, Cameo, T. Gardner, Maze, B. Ocean, Aurra, D. Laws, S. Lattisaw, One Way, G. Soccio, L. Ritenour, Strikers, Q. Jones, Klique, Unlimited Touch, C. Lynn, W. Jackson, Kool & The Gang, L.V. Johnson. ADDS: Commodores, L. Graham, Linx, T. Marie, D. Warwick, Jacksons, R. Cameron, R. Fields, Sugar Hill Gang.

WCIN — CINCINNATI — EVERETT CORK, PD

HOTS: R. James, Cameo, B. Ocean, T. Gardner, Q. Jones, S. Mills, T.S. Monk, Clarke/Duke, Dayton, D. Laws, Maze, W. Jackson. ADDS: C. Carlton, Atlantic Starr, Rene/Angela, P. Hyman/M. Henderson, S. Robinson.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — F. SMITH

HOTS: Cameo, D. Laws, S. Lattisaw, G. Jones, K.I.D., D. Washington, Strikers, D. Williams, Aurra, L.J. Reynolds, Noel Pointer, Commodores, W. Jackson. ADDS: Gap Band, C. Lynn, Bernard Wright, Fantasy, Pointer Sisters, Change, Bros. Johnson, Reddings, R. Flack, P. Hyman/M. Henderson, R. Winters & Fall, Dazz Band. LP ADDS: S. Mills, Cameo, G. Jones, Fatback, L.J. Reynolds, Pointer Sisters, Dazz Band.

KDKO — DENVER — KEVIN BROWN, MD

HOTS: R. James, T. Gardner, Stone City Band, B. Ocean, Maze, Cameo, F. Smith, Shalamar, Atlantic Starr, Teena Marie. ADDS: Players Assoc., S.O.S., R. McDonald, Zingara, Scandal, Manhattans, J. Carn, Henderson/Hyman. LP ADDS: C. Lynn, Stacy Lattisaw, B. Ocean, Reddings, T. Scott, Richard Fields.

WJLB — DETROIT — TOM COLLINS, PD — #1 — S. MILLS

JUMPS: 7 To 2 — Passage, 13 To 3 — B. Ocean, 14 To 4 — L.V. Johnson, 12 To 5 — D. Laws, 10 To 6 — Klique, 11 To 7 — Linx, 15 To 8 — Kool & Gang, 18 To 9 — L.J. Reynolds, 19 To 10 — Sylvester, 17 To 11 — R. Crawford, 20 To 12 — K. Carnes, 21 To 13 — Ohio Players, 24 To 14 — Atlantic Starr, 26 To 15 — S. Lattisaw, 27 To 16 — Unlimited Touch, 25 To 18 — Jacksons, 30 To 19 — C. Stator, 28 To 20 — Fatback, 29 To 21 — A. Bell, 31 To 23 — R. Fields, 32 To 22 — TFO, 33 To 24 — Future Flight, 34 To 25 — K. Burke, 36 To 27 — C. Lynn, 37 To 28 — Odyssey, 38 To 30 — Rufus, 39 To 29 — Shalamar, 40 To 31 — Pointer Sisters, LP To 32 — E. King, LP To 33 — Q. Jones, LP To 35 — S. Robinson, LP To 34 — Rene & Angela, LP To 37 — L. Graham, LP To 36 — D. Williams, LP To 38 — Bros. Johnson, LP To 39 — R. McNeir, LP To 40 — J. Cliff. ADDS: R. Flack, D. Morgan, G. Soccio, Reddings, T. Marie, Tavares, Major Harris.

WGPR-FM — DETROIT — GEORGE WHITE, PD

HOTS: S. Mills, G. Soccio, T. Gardner, D. Laws, A. Meyers, Change, One Way, T. Houston, Cameo. ADDS: Jacksons, Marlon McClain, After Bach, Just Friends, Kleer, Originals, Graingers. LP ADDS: Commodores, S. Lattisaw.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — STRIKERS

JUMPS: 5 To 2 — Cameo, 12 To 6 — S. Lattisaw, 14 To 7 — L.J. Reynolds, 15 To 10 — Clarke/Duke, 19 To 13 — Pointer Sisters, 21 To 14 — Atlantic Starr, 22 To 15 — C. Carlton, 24 To 16 — Kleer, 26 To 17 — Q. Jones, 23 To 18 — Stargard, 42 To 20 — L. Graham, 25 To 21 — S. Tucker, 35 To 22 — Unlimited Touch, 39 To 23 — E. Kendricks, Ex To 24 — Dayton, 30 To 26 — Evelyn King, 33 To 27 — C. Lynn, 32 To 28 — Fantasy, Ex To 30 — Bernard Wright, 36 To 31 — R. Flack, HB To 32 — Vin Zee, Ex To 33 — Manhattans, 44 To 34 — Rene & Angela, 40 To 36 — Woods Empire, Ex To 37 — L. Youngblood, Ex To 38 — Graingers, Ex To 42 — Just Friends, Ex To 43 — K. Burke, Ex To 44 — Starpoint, Ex To 34 — Yutaka. ADDS: Change, Dynasty, C. Khan, P. Hyman/M. Henderson, S.O.S. Band, Denroy Morgan, Marlon McClain. LP ADDS: C. Lynn, Reddings.

KMJQ — HOUSTON — BILL TRAVIS, PD — #1 — R. JAMES

HOTS: S. Lattisaw, Cameo, F. Smith, Raydio, Shalamar, C. Khan, Taste of Honey, Atlantic Starr, One Way, Change, B. Summers, S. Mills, P. Bryson, G. Jones, S. Robinson, Maze, Champaign, Skyy, S. Clarke/G. Duke, G. Washington, Slave, Lakeside, J. Jackson, Commodores. ADDS: Lee Ritenour, B. Ocean. LP ADDS: Miles Davis.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: S. Lattisaw, S. Lattisaw, T. Marie, R. Royce, Sugar Hill Gang, B. Ocean, Unlimited Touch, Midnight, Atlantic Starr, D. Laws, R. Cameron, Fantasy, Redding, Commodores, Klymaxx, One Way, E. King, L. Graham, T-Connection, S. Robinson. ADDS: S. Vaughn, S.O.S. Band, Change, Manhattans, F. Waters, G. Phillinganes, Vin Zee. LP ADDS: B. Ocean, S. Lattisaw, Richard Fields, High Gloss, Equators, Maze, Solar Source, Reddings, Venus, S. Feva.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — T. MARIE

HOTS: C. Lynn, S. Lattisaw, Maze, G. Jones, L. Ritenour, D. Laws, Atlantic Starr, Q. Jones, Klique, Bros. Johnson, E. King, Commodores, K. Carnes, D. Williams. ADDS: Yarbrough & Peoples, Evelyn King, Rene & Angela, Mighty Fire. LP ADDS: R. Fields, Debarges, Odyssey, Linx.

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — F. SMITH

HOTS: R. James, Teena Marie, D. Laws, Cameo, C. Lynn, B. Ocean, G. Jones, Stacy Lattisaw, J. Simon. ADDS: Aurra, Scandal, Chaka Khan, Rufus, Rene & Angela, S.O.S. Band, E. Kendricks, L. Graham. LP ADDS: R. Dimples, R. Fields, T. Scott, S. Vaughn.

WDIA — MEMPHIS — MARK CHRISTIAN, MD

HOTS: T. Gardner, Atlantic Starr, S. Lattisaw, Ebonee Webb, Commodores, C. Carlton, E. King, Kool & The Gang, S. Robinson, D. Laws, Q. Jones, Bros. Johnson, Change, L. Graham, C. Lynn, One Way, Fatback, Heaven & Earth, T. Marie, Slave, Rene & Angela, Joe Simon, Klique, J. Carn, Ullanda McCullough. ADDS: D. Ross/L. Richie, Mel Carter, N. Cole. LP ADDS: Bros. Johnson, Commodores.

WEDR — MIAMI — GEORGE JONES, MD — #1 — GAP BAND

JUMPS: 10 To 2 — Strikers, 13 To 3 — Jimmy Cliff, Ex To 4 — Atlantic Starr, 12 To 5 — Aurra, 20 To 8 — Maze, Ex To 28 — Barbara Roy, Ex To 27 — Bros. Johnson, Ex To 29 — Dayton, Ex To 30 — D. Morgan. ADDS: Stone City Band, S.O.S. Band, Manhattans, Millie Jackson, C. Khan, Change, D. Warwick, Bohannon, P. Hyman/M. Henderson, S. Robinson. LP ADDS: Zingara, S. Feva, World Duke Band, G. Phillinganes, Reddings.

WLUM — MILWAUKEE — BILL YOUNG, PD

HOT LP'S: Pointer Sisters, J. Klemmer, Cameo, T. Marie, S. Mills, D. Washington, R. James, Raydio, Terumasa Hiro. ADDS: D. Warwick, C. Carlton, Vin Zee, 3rd World, Change, T. Marie, S. Robinson, Q. Jones. LP ADDS: S. Lattisaw, S. Vaughn, T. Scott, Maze, B. Ocean, C. Lynn.

WYLD-FM — NEW ORLEANS — PAUL STEPHENS, MD — #1 — S. MILLS

JUMPS: 30 To 18 — 3rd World, 27 To 20 — S. Lattisaw, 11 To 8 — One Way, 14 To 9 — L.V. Johnson, 16 To 12 — T. Houston, 18 To 13 — D. Laws, 26 To 16 — Commodores, 28 To 19 — Klique, Ex To 27 — Impressions, Ex To 26 — Manhattans, Ex To 28 — War. ADDS: E. Kendricks, L. Graham, P. Hyman/M. Henderson, Jean Carn, Champaign, Pointer Sisters.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — MAZE

HOTS: T. Gardner, Cameo, S. Mills, B. Ocean, R. James, S. Lattisaw, C. Lynn, Furious 5 & Sugar Hill Gang, Strikers, C. Carlton, Count Coolout, E. King, Ohio Players, Atlantic Starr, D. Morgan. ADDS: D. Ross/L. Richie, S.O.S. Band, P. Hyman/M. Henderson, Yutaka, Change, C. Khan, Bohannon. LP ADDS: C. Lynn, Billy Ocean, 3rd World, Reddings, Richard Dimples Fields, Solar Source.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — D. LAWS/G. JONES

HOTS: S. Mills, Clarke/Duke, Maze, R. James, Cameo, L. Ritenour, B. Ocean, W. Jackson, Aurra, S. Lattisaw, Unlimited Touch, T. Marie, Q. Jones, D. Williams, One Way, E. King, L. Graham, K. Burke, C. Lynn, Fatback, Jacksons, Linx, Bros. Johnson, Sylvester, Zenith. ADDS: Emotions, F. Smith, B.B.Q. Band, D. Ross/L. Richie, Rufus, Evasions, Sun, Manhattans. LP ADDS: Commodores, E. Kendricks, Pointer Sisters, James Brown, Richard Fields, L. Ritenour.

WLLC — RALEIGH — CAESAR GOODING, PD — #1 — R. JAMES

HOTS: G. Jones, G. Soccio, Cameo, Raydio, B. Ocean, L. Ritenour, Maze, Clarke/Duke, B.B.Q. Band, C. Lynn, Aurra, Evelyn King, S. Lattisaw, Pointer Sisters, Manhattans, Commodores, L. Graham, Bros. Johnson, F. Joli. ADDS: C. Khan, Tavares, G. Phillinganes, S.O.S. Band, S. Vaughn, R. Crawford. LP ADDS: R. Cameron, Maze.

KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — R. JAMES

JUMPS: 7 To 3 — Q. Jones, 11 To 7 — D. Laws, 12 To 8 — B. Ocean, 14 To 9 — Kool & The Gang, 16 To 12 — Whispers, 18 To 13 — S. Lattisaw, 17 To 14 — One Way, 20 To 15 — G. Soccio, 22 To 16 — Shalamar, 21 To 17 — Fatback, 23 To 18 — Bros. Johnson, 24 To 19 — Commodores, 29 To 20 — C. Lynn, 25 To 21 — Klique, 31 To 22 — T. Marie, 26 To 23 — T-Connection, 28 To 24 — Aurra, 32 To 26 — Sylvester, 36 To 27 — L. Graham, 39 To 28 — E. King, 35 To 29 — C. Lynn, 38 To 30 — D. Williams, 41 To 31 — Atlantic Starr, 40 To 32 — P. Hyman/M. Henderson. ADDS: Reddings, Pointer Sisters, P. Tosh, Linx, C. Carlton, Fantasy, Rene & Angela.

KMJM — ST. LOUIS — DICK EDWARDS, MD — #1 — KIM CARNES

HOTS: Raydio, R. James, R. Winters & Fall, T. Gardner, Taste of Honey, Gap Band, C. Khan, S. Robinson, Stars on 45, G. Washington, Atlantic Starr, Santana, S. Clarke/G. Duke, S. Lattisaw, S. Mills, Champaign, A. Meyers, Commodores. ADDS: B. Ocean, R. Fields, Air Supply.

OK100 — WASHINGTON — DWIGHT LANGLEY, MD

HOTS: T. Marie, D. Laws, T. Gardner, B. Ocean, Cameo, Unlimited Touch, Fatback, F. Smith, Aurra, Klique, Bros. Johnson, Q. Jones, S. Lattisaw, C. Lynn, Commodores, Maze. ADDS: K. Blow, R. Flack, L. Graham, Manhattans. LP ADDS: Commodores, Maze.

U.S. Labels Look To Rebound From Soft First Half Overseas

(continued from page 12)

The Netherlands, France and the U.K. by Prince were well-received enough for the label to begin planning a second trek for the artist sometime later this year.

Like the other labels in the WEA International fold, Warner Bros. is looking to new releases from such proven international superstar acts as Fleetwood Mac and Rod Stewart, in addition to the long-awaited second album by Rickie Lee Jones, to bolster sales.

CBS Records International

"In comparison to last year, we've been a little behind," said Allen Davis, president of CBS Records International (CRI). "It hasn't been a very good year for U.S.-originated product overseas, particularly in Spain, Sweden and Norway. Those markets have been pretty chauvinistic. But then again, our product flow will be stronger in the second half of this year, so I'm not too worried."

Again, echoing the sentiments of others, Davis cited the "continued softness of the European market, in terms of buying" as the primary reason for a decline in sales. However, he did add, also like others, that such traditional markets as England, France, Germany and Japan were the strongest territories for CRI in the first half of 1981.

The success of newer artists throughout Europe for CRI, such as Shakin' Stevens, The Cure, The Nolans, Canada's Loverboy and, in particular, Adam And The Ants, among others, has been a bright spot for CRI's first half, however. And the continued worldwide success of such superstar acts as Billy Joel, who received the prestigious Crystal Globe Award earlier this year for sales of over 5 million albums outside the U.S., was also encouraging.

"The most significant tour this year, in artistic terms, was Bruce Springsteen's recent overseas trip," noted CRI's Davis. "Audience reaction to every show was phenomenal, and sales went up on Springsteen's entire catalog everywhere he

Japanese Retail Group Calls For Rental Ban

TOKYO — The AARDJ, the Japanese trade association for record and tape retailers, has called on the government to confront the growing problem of record rentals. In addition, the AARDJ is preparing civil suits against various record rental businesses for indemnities for copyright violations.

The AARDJ has called on the government to outlaw record rentals, a move already taken by the Japanese Phonograph Record Assn. (JPRA), the manufacturers' trade association.

played. Adam And The Ants also had a very successful and well-received overseas and U.S. tour as well, in addition to such acts as the Clash and Judas Priest.

"It's still essential for an artist to tour, although it's quite a bit more costly now. TV, of course, is the most vital media for selling records in Europe, with the press of course. We need a concentrated effort from all sectors of the media and will be relying on that heavily in the second half."

Capitol/EMI/Liberty

Any profit losses experienced by Capitol/EMI/Liberty Records throughout the international markets in the first half of this year were more than made up for by "excellent results from such markets as Australia," according to Capitol/EMI/Liberty Records Group vice president of international Helmut Fest.

"Markets which have been weaker in the past for us, such as France and Spain, have been catching up swiftly, as well," said Fest. "And while we've had some difficulty in the Latin American marketplace due to monetary problems and tough economic conditions in general, we've been fortunate to have the right product to create a very good first half."

Fest pointed to the domestic and international success of such perennial top-sellers as Anne Murray and Kenny Rogers, along with the breakthrough of newcomer Sheena Easton, Kim Carnes and the multi-million worldwide sales of Neil Diamond's *The Jazz Singer* as leading the label during the first six months.

"We've also had great success with Juice Newton, and Gary U.S. Bonds has been very hot," added Fest. "April Wine has just had a very good tour, as well. Sales of The Tubes' new album, 'The Completion Backwards Principle,' in Europe have already exceeded every other album released by the group, and by the time they finish up their most extensive tour ever over there, they will have played more than 45 dates."

As for the remainder of the year, Fest said that "we're basing projections for the second six months on a most promising first half, a good string of current hit records and a number of excellent releases from a number of acts with proven international track records, such as The Knack, Little River Band and The Motels."

A&M

"The industry as a whole, internationally, has been in a lull during the first six months of 1981," said A&M vice president of international Jack Lossman. "We expect the second half to be a much more successful period... especially after August, when things start picking up."

(continued on page 39)



BELEW TO ISLAND — Guitarist Adrian Belew has signed a worldwide recording contract with Island Records. Belew has played with such artists as David Bowie, Talking Heads, Frank Zappa, Garland Jeffreys, Herbie Hancock and Robert Fripp, with whom he has just recorded a new King Crimson album. Belew will record his debut LP this summer at Island's Compass Point Studios in Nassau, Bahamas. Pictured standing at the signing are (l-r): Larry Lighter, Belew's attorney; Ron Goldstein, president, Island USA; and Stan Hertzman, Belew's manager. Pictured seated is Belew.

INTERNATIONAL DATELINE

Italy

MILAN — CGD-Messaggerie Musicali has started a special campaign for the "nouvelle vague," the new pop wave coming from France. Among the acts involved are Lio (currently #1 in Italy with "Amoureux Solitaires"), Eili & Jacno, Sonia and the group *Mathematiques Modernes*.

Fausto Leali, previously at Ciao, recorded his new album on Itaca label, which is distributed by Ri-Fi... Drupl has switched from Real Music to Fonit-Cetra. His new LP, produced by the New Trolls, will be out on the market in September... Singer/songwriter Stefano Rosso signed recently with Lupus. He formerly recorded for Ciao.

A new low-priced jazz line, Giants of Jazz, has been announced by Cinevox. Distributed by Dischi Ricordi, the first release of eight albums will feature recordings by Gerry Mulligan, Dizzy Gillespie, Charles Mingus and others.

A new wholesale company, Disco Ockey, was born in Milan. Affiliated with Panarecord, it will also operate in the import/export activity. Managing director of the new society is Franco Caleca.

Organizer Vittorio Salvetti announced the 18th edition of Festivalbar, the record contest created to reward the songs most played through the jukeboxes in Italy during the summer. The prizes will be given in Verona on Sept. 5.

mario de luigi

Japan

TOKYO — Nobutaka Matsumura, senior director of Nippon Columbia, has been appointed as the president of the company, succeeding Takami Shobochi, who was named chairman of the board of directors. The appointments were announced at the meeting of directors held on June 18 at the company's headquarters in Tokyo.

Akira Kobayashi, head of the Haneda factory of Apollon Music Industries, was appointed as the senior director of the

company at the 43rd regular stockholders' meeting, held at the Hotel Okura in Tokyo on June 19.

Epic-Sony Record Co., has instituted a new label, Sweet Donuts, which is slated to release music. The first release will be "Radio Gale" by the Dolly Dots, which is expected to appear on the market on July 21.

The Japan Music Instrument Manufacturing Co., a subsidiary of the Yamaha Music Instrument Co., is slated to hold the "Light Music Contest '81" on Sept. 15 at Nemu-No-Sato in the Mie prefecture. Amateur bands that won at the preliminary contests in each district of the country are entitled to take part in the contest. The company has previously held such contests in the past in nine districts of the country. However, the company decided to get a national contest started this year to expand and make it more prosperous.

Discomate Records is expected to release a two-discs set of the "Very Best of ABBA" LP in July. The LP will feature 24 songs from the "Dancing Queen" LP to the present.

Akira Terao of Toshiba/EMI is establishing sales records every day with his many hits this year. As of July 22, his three smashes, "Ruby No Yubiwa," "Shadow City" and "Sasurai," have been ranked within the Top 15 on the singles chart of this country.

kozo itsuka

United Kingdom

LONDON — The Associated Communications Corp. (ACC) announcement through deputy chief executive Jack Gill that it will reorganize its involvement with the record and tape industry is something of a conundrum. The company plans to expand its record and tape selling and distribution activities, while it will close its manufacturing facility at Mitcham Surrey, resulting in the loss of 180 jobs. This announcement follows the recent plans announced by RCA

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Papucho Amor — Lucrecia — CBS
- 2 Tu Para Mi — Franco Simone — Microfon
- 3 The Gambler — Kenny Rogers — EMI
- 4 Este Es Mi Regalo — Mario Milito — Microfon
- 5 Hoy He Empezado A Quererte — Dyango — EMI
- 6 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 7 Living In The Front Line — Eddy Grant — ATC/Music Hall
- 8 Babooska — Kate Bush — EMI
- 9 Tremendo Amor — Maria Celeste — Dyango-EMI
- 10 Carita De Pena — Los Moros — RCA

TOP TEN LPs

- 1 Come Ti Amo — various artists — K-tel/ATC
- 2 De Nina A Mujer — Julio Iglesias — CBS
- 3 En Argentina — Franco Simone — Microfon
- 4 Musica Muy Exclusiva — various artists — K-tel
- 5 Flash Gordon — soundtrack — EMI
- 6 Estrellas En 45 — various artists — Phonogram
- 7 Greatest Hits — Kenny Rogers — EMI
- 8 Exitos Del Amor 81 — various artists — Microfon
- 9 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 10 Culpable — Barbra Streisand — CBS

—Prensario

Australia

TOP TEN 45s

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

TOP TEN LPs

- 1 The Beatles Ballads — Parlophone
- 2 Face Value — Phil Collins — Atlantic
- 3 Corroboree — Split Enz — Chrysalis
- 4 Vienna — Ultravox — Chrysalis
- 5 Loverboy — CBS
- 6 Hi Infidelity — REO Speedwagon — Epic
- 7 1981... The Sound — various artists — EMI
- 8 The Fox — Elton John — Rocket
- 9 Christopher Cross — Warner Bros.
- 10 Arc Of A Diver — Steve Winwood — Island

—Kent Music Report

Germany

TOP TEN 45s

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

TOP TEN LPs

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

—Der Musikmarkt

INTERNATIONAL



WEA APE OVER FAY RAY — WEA International recently signed British rock band Fay Ray to a long-term, worldwide contract. The group's debut album will be distributed by Elektra in the U.S. Celebrating the group's signing are (l-r): Rick Smith and Bobby Urban, attorneys for Fay Ray; Fred Haayen, senior vice president, WEA International; and Mel Fuhrman, East Coast general manager, Elektra/Asylum.

INTERNATIONAL DATELINE

to cut its manufacturing in the U.K., Under the new plan, ACC will have its records and tapes made by two new suppliers (who have been given guarantees of capacity and to whom ACC will supply finance for equipment and plant). ACC's current record label, PRT, is to be discontinued, and the expansion of its recording activities will take place through a new company, details of which are yet to be announced. **Derek Honey**, last MD of PRT, will take up other responsibilities within ACC; general manager **Trevor Eyles** is leaving the company; and **Howard Barrow** will become general manager of the sales and distribution company. Other appointments will be made as the new operations take shape.

GEM Records has ceased trading "due to market conditions." All of the label's acts have been released, with the exception of **Samson**, which is licensed to RCA for the U.K. and Japan. MD **David Simone** has joined Arista/Ariola as business affairs director, with **Kim Marshall** following. Also, **Carole Pini** has moved to the expanding Zomba Organisation... Independent label Ensign, formed in 1977 by **Nigel Grainge** after he left Phonogram, is to expand into the U.S. Following the signing of a licensing deal for the U.K. and parts of Europe, negotiations with a U.S. major are well under way.

The drive on catalog product through price cutting and mass promotion have improved sales in the U.K. considerably. First in the field was CBS with its "Nice Price" series of titles, to which it recently added a further 15 titles. As noted recently, Virgin now has "Cheap Thrills," WEA has tagged its budget series "X-tra," Capitol/Liberty has "Green Light" and Ariola/Arista has its "Price Cutter" scheme. Latecomers to the idea are Polydor and DJM, and soon to be announced are schemes in the works from Motown and MCA. Retailers are reporting increased sales for catalog product, not only because of the advantageous prices

they are able to offer on the product, but also because advertising campaigns have reminded consumers of the wealth of "aging," but excellent, product in the racks... Record companies should pay careful attention to the findings of a recent Chrysalis Records dealer survey that showed retailers were often unable to provide customers with information on catalog product because it was simply not on hand. It is also a timely reminder that the BPI is only now considering overall promotion of the industry some 10 years after retailers suggested it.

Sales of videocassette recorders have grown so quickly in the last few months that shortages are restricting sales. Sales have actually indicated that 750,000 units will be installed this year, but if there was enough hardware available, the figure could easily be a full million. Plans for videodisc promotion continue with Thorn-EMI announcing that it is setting up a manufacturing facility in the U.K., with an annual capacity of three million discs. The first of two factories, located in Swindon Wiltshire, will commence production in January 1982, reaching full capacity by April. Thorn-EMI is developing its own manufacturing equipment in Germany and is also discussing the possibility of hardware manufacturing in Europe as a joint venture with AEG Telefunken, JVC and Thomson Brandt... Just as the distribution of video software is paralleling the record industry, with many videograms distributed by record company teams, so, too, the independent operators as one-stop wholesalers have moved into the field. As an attempt to persuade retailers who have not yet moved into video, the system of leasing a batch of tapes to retailers has been introduced. After an initial trial period, the retailer has several options; to return tapes and rental club membership fees, to buy the tapes outright at a reduced rate or to opt for another trial period.

paul bridge

U.S. Labels Look To Rebound From Soft First Half Overseas

(continued from page 38)

The international sales picture for A&M has been far from gloomy, however. Led by Styx and the Police, which finished a very successful worldwide tour, as well as Quincy Jones, Split Enz, Squeeze and Supertramp, the label fared well in the traditional European markets, as well as Japan and Canada, according to Lossman. Catalog product from such perennial top-selling international acts as Herb Alpert and The Carpenters also contributed to A&M's bottom line.

Lossman further indicated that such "growth markets" as the Latin American territories, and Mexico in particular, should prove to be bright spots for the label "in the very near future."

"We found that such cities as Caracas, Venezuela are viable marketplaces, not only for touring but for selling LPs," he pointed out. "And until The Police played there, we weren't aware that Greece was more receptive to rock and pop acts than we thought it was."

Lossman added that although Australia and New Zealand appeared "a little weak" for tours "due to the glut of bands in those countries right now," South America was still a very lucrative touring area. In fact, Lossman noted that a full tour of the continent has been planned for The Police during the latter half of the year.

PolyGram

PolyGram is currently readying a substantial campaign internationally to promote upcoming releases by such established acts as Carlyne Mas, Gloria Gaynor, Dr. Hook, and Lipps, Inc. in Europe, and particularly the German market, according to Jenny Meyers, international exploitation manager.

"Although nothing has been locked in as far as tours are concerned, our top priority, currently, is The Moody Blues," said Meyers. "As a superstar act with worldwide presence, the next phase in our plan for the Moody Blues is to promote awareness in markets throughout Europe. We expect that the soundtrack to the motion picture *Endless Love*, with Diana Ross and Lionel Richie, which we will distribute overseas, will be an important piece of product for us."

During the first half of the year, Meyers pointed to the success of Polydor's *Visage* throughout Europe, and in Germany particularly, where the single, "Fade To Grey," was certified gold and the LP went to #1, as one of the label's highlights. She also noted that Rainbow "did very well with its 'Difficult To Cure' album in Japan, The Netherlands, Germany and France, as well as the U.K., where it charted Top 5."

Scheduled August releases such as new

LPs from Isaac Hayes, Busta Jones, Nick Gilder, Peaches & Herb, as well as new act Novo Combo, are expected to boost sales. Other highlights are expected to be a motion picture soundtrack entitled *Green Ice*, scored by Rolling Stones' Bill Wyman, new product in the fall from Kool & The Gang and Benny Mardones, and live, two-record sets from Rush and Cameo.

MCA

MCA vice president, international, Lou Cook noted that although the past six months have been "relatively flat, saleswise" for the label, he said that he "didn't consider that bad for the state of the record business overall." He added that the label has had "probably fewer acts touring overseas" this year due to economic conditions, especially newer acts.

"This year, we didn't send many new acts overseas for promotional or concert tours, whereas in the past that was almost mandatory," said Cook. "There are fewer large venues overseas now, and it's too costly to send a band on a tour of small halls or clubs. Even if they sell out it's hard to break even."

However, concert tours for acts with solid international followings, such as the Crusaders, Don Williams and Tom Petty, are still undertaken, according to Cook because "in the case of those artists, it makes more sense to mount a tour."

The case of Australia-based Joe Dolce's success with the novelty record "Shaddap You Face" was a unique case of "breaking an artist from overseas here, rather than the other way around," according to Cook. He said that, of course, he would like to take more overseas artists with hits like Dolce to break in the U.S., but added that the label has "no specific plans" to beef up its roster of international acts.

Toshiba/EMI Reports Revenues Up In '80-'81

TOKYO — Total sales for Toshiba/EMI rose in Japan during the fiscal year ended March 31. Sales revenues of 25.7 billion yen (\$116.7 million) represented a 7.7% increase for the company over the totals of the previous fiscal year.

Records accounted for 72.9% of the total sales revenues, bringing in 18.7 billion yen (\$84.1 million). On the other hand, prerecorded tapes brought in 7.0 billion yen (\$32.6 million).

Domestic recordings — headed by Of Course, Go Nagafuchi, Yumi Matsutoya, Akira Terao and the Kai Band — accounted for 68.5% of the total sales. International acts, including Cheryl Ladd, Blondie, Paul McCartney, Kate Bush and Beatles catalog, accounted for the balance.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 Amoureux Solitaires — Lio — Ariola
- 2 Semplice — Gianni Togni — Paradiso/CGC
- 3 Sara Perche TI Amo — Ricchi e Poveri — Baby
- 4 Chi Fermera La Musica — Pooh — CGD
- 5 Canta Appress A Nule — Edoardo Bennato — Ricordi
- 6 Enola Gay — Orchestral Manoeuvres in the Dark — Dindisc
- 7 Woman — John Lennon — Geffen
- 8 Gloca Jouer — Claudio Cecchetto — Hit Mania
- 9 Johnny And Mary — Robert Palmer — Island
- 10 L'Artigliano — Adriano Celentano — Clan

TOP TEN LPs

- 1 Icaro — Renato Zero — Zerolandia/RCA
- 2 Making Movies — Dire Straits — Vertigo
- 3 Rondo Veneziano — Rondo Veneziano — Baby
- 4 Le Mie Strade — Gianni Togni — Paradiso/CGD
- 5 Lio — Ariola
- 6 Gullity — Barbra Streisand — CBS
- 7 1978-1980 — Pooh — CGD
- 8 Pleasure — Steven Schlaks — Baby
- 9 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 10 Notte Rosa — Umberto Tòzzi — CGD

—Musica E Disch

Japan

TOP TEN 45s

- 1 Hurricane — Chanels — Epic/Sony
- 2 Ruby No Yubliwa — Akira Terao — Toshiba/EMI
- 3 Nagal Yoru — Chiharu Matsuyama — News
- 4 Smile For Me — Nahoko Kawai — Nippon Columbia
- 5 Natsu No Tobira — Seiko Matsuda — CBS/Sony
- 6 Dakaretayl, Mo Ichido — Eikichi Yazawa — Warner/Pioneer
- 7 Oyome Sanba — Hiromi Goh — CBS Sony
- 8 Nagisa No Love Letter — Kenji Sawada — Polydor
- 9 Okuhida Bojo — Tetsuya Ryu — Trio
- 10 Sunset Memory — Naomo Sugimura — Polystar

TOP TEN LPs

- 1 Reflections — Akira Terao — Toshiba/EMI
- 2 Jidal O Koete — Chiharu Matsuyama — News
- 3 Greatest Hits — Arabesque — Cictor
- 4 Silhouette — Seiko Matsuda — CBS/Sony
- 5 A Long Vacation — Eiichi Otaki — CBS/Sony
- 6 Modern Girl — Sheena Easton — Toshiba/EMI
- 7 Orange Express — Sadao Watanabe — CBS/Sony
- 8 Mizu No Naka No Asla We — Yumi Matsutoya — Toshiba/EMI
- 9 Al No Corrida — Quincy Jones — Alfa
- 10 Yoko Hara Ga Kataru Hitotoki — Yoko Hara — Victor

—Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 Belng With You — Smokey Robinson — Motown
- 2 One Day In Your Life — Michael Jackson — Motown
- 3 Going Back To My Roots — Odyssey — RCA
- 4 How 'Bout Us — Champaign — CBS
- 5 More Than In Love — Kate Robbins — RCA
- 6 Teddy Bear — Red Sovine — Starday
- 7 Ghost Town — The Specials — 2 Tone
- 8 All Stood Still — Ultravox — Chrysalis
- 9 Will You? — Hazel O'Connor — A&M
- 10 Memory — Elaine Paige — Polydor

TOP TEN LPs

- 1 Present Arms — UB40 — DEP International
- 2 Anthem — Toyah — Safari
- 3 Stars On 45 — Star Sound — CBS
- 4 Charlots Of Fire — Vangelis — Polydor
- 5 Magnetic Fields — Jean-Michel Jarre — Polydor
- 6 Disco Nites, Disco Daze — various artists — Ronco
- 7 Heaven Up Here — Echo & The Bunnymen — Korova
- 8 Somewhere In England — George Harrison — Dark Horse
- 9 The River — Bruce Springsteen — CBS
- 10 Kings Of The Wild Frontier — Adam & The Ants — CBS

—Melody Maker

Losk And Petrone Are Promoted In Reshuffle Of PolyGram Marketing Unit

(continued from page 5)

Prior to his current promotion, Harry Losk was vice president, midwest region, PolyGram Distribution, Inc. (PDI). Losk began his music business career as operations manager for CBS' Minneapolis distribution branch. He moved on to own Music City, his own retail outlet, from 1959-64. From there, he joined Lieberman Enterprises, as vice president, and in 1975, he joined Phonogram/Mercury as national sales manager. He later became vice president, national sales, a post he kept until attaining his position at PDI.

Commenting on the changes, Sherwood stated, "Harry's reputation as a creative, artist-oriented record man is well-known and well-founded. He's a man of great intelligence, warmth and proven skills, and as the senior marketing man, he fills a key role in the overall development of our management team."

The promotion of Emiel Petrone places an increased emphasis on PolyGram

Records' West Coast operation.

"The enormous success of many of our West Coast-based artists made it plain that we needed to afford greater responsibilities to our Los Angeles operations so that we may further maximize these artists' career opportunities," Sherwood said. "With Emiel's long-proven track record in building a successful team, he and West Coast vice president and general manager Russ Regan will further advance the building of our West Coast creative staff."

"Emiel's feel for music, his great individual style and his depth of experience involving West Coast distribution and many other record operations make him a wonderful asset in his new position," Sherwood added.

Petrone started in the music industry as a salesman for United Distributing Corp. in 1971. In 1974, he became the regional director for Phonodisc, Inc. He rose to the position of regional director, West Coast Distribution, Phonodisc, and in 1977, became the Western regional director for PDI. Prior to his current appointment, Petrone served as vice president, West Coast region, for PDI.

Capitol Set To Release Five Albums In July

LOS ANGELES — Capitol Records has scheduled the release of new albums by Red Rider, Rene and Angela, Eric Mercury, Deserters and The Brooklyn, Bronx & Queens Band for July 13.

Red Rider's "As Far As Siam" is the Toronto-based quintet's follow-up to its debut LP last year, "Don't Fight It." The album features nine tunes and was produced by Capitol staffer Richard Landis. Rene Moore and Angela Winbush's second album for Capitol, "Wall To Wall," was produced by the duo with Bobby Watson of Rufus. Several members of Rufus and Toto play on the album, and a preview single, "I Love You More," has already gained radio airplay and is bulleting up the **Cash Box** B/C Singles chart.

While "Gimme A Call Sometime" is Eric Mercury's debut LP for Capitol, he is an established artist with four albums under his belt. In addition, Mercury has had his songs recorded by Roberta Flack and Donny Hathaway and Kenny Rankin and has production credit for his work on the Roberta Flack featuring Donny Hathaway album.

Deserters and The Brooklyn, Bronx & Queens Band (BB&Q) are each making debuts with self-titled albums. Deserters consists of British vocalist/bassist Chris Gibb, Scottish vocalist/guitarist Ken MacLean and drummer Henry DiClemente from Toronto. BB&Q's single, "On The Beat," has already been released.



FORGET THE FINE PRINT — Jazz keyboardist Tom Grant has signed with W.M.O.T. Records. Grant, who has recorded with Tony Williams, Joe Henderson and Woody Shaw, will have his first solo LP, "You Hardly Know Me," released in July. The first single released from the LP, "Heaven Is Waiting," will feature Patrice Rushen.

A&M Launches Push For Brothers Johnson Album

LOS ANGELES — The Brothers Johnson's upcoming A&M album, "Winners," will be the subject of an extensive marketing campaign, with the label's marketing, merchandising and the artists' management also participating in the project.

According to Jeff Ayeroff, vice president of creative services at A&M, " 'Winners' evolved out of a desire to do something different for our biggest R&B/pop-oriented act."

The cornerstone of the campaign is the album's cover graphics that feature a play on the LP's title including a double cover gatefold package, the Olympic style Brothers Johnson medallion and an inner spread depicting George and Louis Johnson running, cycling, playing soccer, baseball, basketball and practicing karate.

The album's graphics extend to the merchandising kit, to be made available to retail, including six 18"x24" posters (from the inner spread pictures), a two foot circular die-cut of the medallion and 10 front and back cover flats. Medallion buttons and paperweights will also be distributed.

Ayeroff said he expects the LPs theme to encourage creative retailing with potential for tie-ins with sports stores, makers of athletic equipment and local sports activity.

Several film and video spots have been recorded. Kramer/Rockien filmed soundstage performance of the artists' first single, "Real Thing," and Dancing Bear Prod. shot footage of the group while working at UCLA photographing the Brothers' cover art session. A three and a half minute promo spot featuring the single and a 30-second TV spot have been cut to run on *Soul Train* shows.

Famous Set To Push 'Raiders' Film Score

NEW YORK — Famous Music, a division of Paramount Pictures, has launched a campaign to support the John Williams score for the Paramount film *Raiders Of The Lost Ark*. An extensive promotional effort will be put behind the upcoming single release of the *Raiders* theme by Meco, which will be released on Columbia Records.

Famous Music will also publish the theme in multiple arrangements for band, concert and symphonic performance and in various folios. Original artwork corresponding to the movie advertising will be used to increase recognition.



B'NAI B'RITH HONORS HAMMOND, FRANKLIN — The B'nai B'rith music and performing arts lodge recently held its 17th annual awards dinner at the Grand Ballroom of New York's Sheraton Centre Hotel. Pictured are (l-r): Larry Kramer, dinner chairman; Herb Linsky, president, music & performing arts lodge, B'nai B'rith; Tony Bennett; Jerry Wexler, who accepted the Creative Achievement award for Aretha Franklin, who was ill; John Hammond, recipient of the Humanitarian Award; Bob Jones, WNEW radio personality; and Robert Sugarman, president, district one, B'nai B'rith.

Labels Move On Bar Coding

(continued from page 5)

according to Joe Cohen, NARM executive vice president, a questionnaire distributed last year to 100 rack jobbers showed that 75% wanted labels to use bar code.

"The problem was that the manufacturers and the merchandisers were each waiting for the other to make the first move," says Cohen, "so we encouraged the manufacturers to make the first move."

Cohen noted that the advantages bar coding provides on the warehouse level with inventory, returns and sorting of records in boxes are matched by the uses on a retail level in controlling inventory and determining sales patterns either in one store or, by using telecommunications equipment, in a chain of stores. NARM, in cooperation with Elroy Enterprises, plans to set up a store that will use scanning equipment and only labels that are bar

coded will be included in the test (see separate story).

NARM will also hold regular meetings every six months of the Retailers Advisory Committee and the Merchandisers Advisory Committee beginning in March 1982, with an initial meeting scheduled for September of this year.

Cohen also notes that the price of the scanning equipment and film masters needed to make a code for each album release have come down in the past year and that the symbol itself "is not seen as such an eyesore now because of its wide use elsewhere."

"We want every manufacturer to be using bar code at least on new releases within the next nine months," he said.

NARM, Elroy To Set Up Bar Code Store

NEW YORK — As part of a continued effort to encourage the use of bar coding, the National Assn. of Recording Merchandisers (NARM), in collaboration with Elroy Enterprises, will install point-of-purchase scanning equipment in a retail store to develop sales and inventory information. Only those record labels using bar coding on album product will be involved in the test.

The equipment, developed by Long Island company Symbol Technology, will be installed in an existing Record World store owned by the Elroy chain.

The point-of-purchase scanning equipment, which will cost from \$5,000-\$10,000 per checkout counter, will give the retailer instantaneous sales and inventory figures on all bar coded product in the store.

MCA To Release LPs

LOS ANGELES — MCA Records recently announced plans to release 11 new albums in July, including seven country releases. Among the country LPs is a live album by Merle Haggard, entitled, "Rainbow Stew;" a studio album by Don Williams, entitled "Especially For You;" and "With Love" by John Conlee.

Other albums due for July include "Blue And Gray" by Poco; Tanya Tucker's "Should I Do It;" a self-titled LP by Bad Manners; the soundtrack to the film *The Legend of the Lone Ranger*; a self-titled debut by Shaun Nielson; "Master Of Bluegrass" by Bill Monroe; the MCA debut by The Thrasher Brothers, entitled "Smooth Southern Highway;" and Jerry Clower's "More Good 'Uns."

Spearhead Int'l Bowed

LOS ANGELES — Spearhead International, a public relations company handling entertainment, music industry and allied accounts, was formed recently. The new firm is located at 8833 Sunset Blvd., Suite 402, Los Angeles, Calif. 90069. The telephone number is (213) 652-8831.

COIN MACHINE

Sega's P.J. Pizzazz Restaurant Will Open Nationwide

OCEANSIDE, CA — Sega Enterprises, Inc. plans to introduce its P.J. Pizzazz family fun restaurants throughout the United States, according to David Rosen, chairman and chief executive officer.

Rosen's announcement was made at the factory's annual distributor meeting at the La Costa Hotel & Resort here on the first anniversary of the opening of Sega's P.J. Pizzazz prototype in West Covina, Calif. Owned and operated by Sega, P.J. Pizzazz is a futuristic concept in dining and entertainment featuring a variety of pizzas and other foods, colorful live entertainment and a full complement of sophisticated computer video amusement games.

According to Rosen, P.J. Pizzazz is a family fun restaurant and entertainment concept that is proving to be the family entertainment phenomenon of the 1980s.

"Our decision to expand the P.J. Pizzazz concept nationally comes after a very thorough analysis and refinement of our existing operation and the very favorable response we have received from customers," Rosen stated. "We are confident that the product we are offering is of the highest quality in terms of substance and presentation, and should prove as successful and well received in other parts of California and the country as it has in West

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Terence Cunningham

Cunningham Is Exidy's Field Service Manager

SUNNYVALE — Terence Cunningham recently "landed" at Exidy to serve as the company's field service manager, as depicted in the accompanying photo of Cunningham in his Pterodactyl flying buffalo. With over eight years experience in the electronic/computer field (including Customer Service at Atari) Cunningham said he is "looking forward to soaring to new heights with Exidy."

Elaborating further, he said, "The flight plan is to expand our customer field services through schools, manuals, bulletins and our toll free service hotline, so our customers arrive at zero downtime." Zero Downtime also happens to be the name of Exidy's monthly service bulletin.

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Williams Electronics Hosts Third 'Achievement' Conference

CHICAGO — Key members of the Williams Electronics, Inc. staff assembled at Pheasant Run Resort June 12 and 13 for the company's Third Annual Accent on Achievement Conference. The yearly event provides an opportunity for Williams employees to meet in a relaxed atmosphere to exchange ideas that will help form Williams company strategy for the coming year.

The theme of this year's two-day conference was "Responding to the Changing Climate of our Industry." The event began with a meeting on Friday which was devoted to discussions between the engineering, game design and marketing departments followed by a Saturday conference, focusing on additional input from the manufacturing, quality control, Menasha controls and financial departments of Williams.

On Saturday evening, employees were invited to attend a reception and dinner followed by dancing to the music of the Michael Lerich Band. The evening was highlighted by the annual awards presenta-

tion honoring those employees who contributed significantly to Williams' success during the past year. Michael Stroll, president of Williams, presided over this portion of the program, presenting this year's awards to the following employees for major contributions in four categories: Bob Loose (Operation and Support), Steve Ritchie (Game Design), Ernie Pellegrino (Manufacturing/Production) and Paul Dussault (Technical). In addition to an engraved plaque the four each received an all expense paid trip to Las Vegas for themselves and their wives.

John Nemec, vice president of finance, was singled out to receive an engraved watch in recognition of his outstanding contribution towards the successful spin-off of Williams from Xcor (the former parent company). Williams' coveted Special Recognition Award, usually presented to one individual, was this year presented to a team of seven people for the design and development of the company's first video game, "Defender." Recipients were Ken Fedesna, Tom Hart, Chuck Bleich, Paul Dussault, Sam Dicker, Wally Smolucha and Jerry Hendrix, all of whom received Tiffany key chains with

(continued on page 42)

Taito America Names Modern Vending Sales

CHICAGO — On June 16, Taito America welcomed Modern Vending Sales Company at its Indiana distributor by hosting a tour of the Taito facilities in suburban Chicago, along with luncheon and a special conference during which David Poole, vice president of engineering, introduced Taito's new service-priority cabinet and electronic system.

In commenting on the appointment, Al Calderon, chairman and vice president of Modern Vending Sales, stated, "Taito America is the pioneer of video games. With 'Space Invaders' they literally created the marketplace and have since been instrumental in expanding that market by opening up a variety of new locations."

Modern's president Tom Goldberg added that he is "extremely optimistic about the new easy-to-service security cabinet and powerful electronic system. The architecture," he said, "is designed to a

(continued on page 42)

Photo coverage appears on page 43.

tion honoring those employees who contributed significantly to Williams' success during the past year. Michael Stroll, president of Williams, presided over this portion of the program, presenting this year's awards to the following employees for major contributions in four categories: Bob Loose (Operation and Support), Steve Ritchie (Game Design), Ernie Pellegrino (Manufacturing/Production) and Paul Dussault (Technical). In addition to an engraved plaque the four each received an all expense paid trip to Las Vegas for themselves and their wives.

John Nemec, vice president of finance,

Rock-Ola Launches 'Armor Attack' Video Game In Overseas Markets

CHICAGO — Rock-Ola Manufacturing Corp., under license by Cinematronics, Inc. of El Cajon, Calif., is currently marketing for export the new "Armor Attack" video game. The prominent U.S. jukebox and vending machine manufacturer made its debut in the video game business late last year with the highly successful "Star Castle" video game licensed from Cinematronics. The Rock-Ola/Cinematronics agreement extends to Rock-Ola exclusive export sales and marketing rights for Europe, Canada, Australia and Japan, and non-exclusive rights for all other export markets.

In a statement, Dr. David R. Rockola, senior vice president-marketing, expressed his delight over this promising new marketing venture, noting that "Armor Attack is currently performing as the top new video game throughout the U.S., Canada, Europe and Australia. Initial field testing in major export markets began in early April and collections to date indicate that this top earning video game also has the kind of longevity which is the mark of a truly outstanding game."

"Armor Attack is the kind of compelling action game everyone wants to play and play," Dr. Rockola added, "because no one can resist the dramatic true-to-life audio and visual effects of a fierce military encounter."

"Also accounting for Armor Attack's amazing ability to make money is the fact that the game can be played equally well by one or two players. Most important, in the 2-player mode, the game doubles income without increasing playing time, since both players play simultaneously." Rock-Ola is

offering the machine in both the standard upright and 19" cocktail table versions.

Referring to Rock-Ola's successful litigation recently undertaken before a West German court against an alleged pirated version of its first video game, "Star Castle," and a subsequent series of favorable out-of-court settlements in Europe and Japan, Dr. Rockola warned potential copiers to "be on their guard against future transgressions against Rock-Ola and its proprietary games."

(continued on page 42)



'Armor Attack'

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. GEMINI DREAM THE MOODY BLUES (Threshold/PolyGram TR601)
2. SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)
3. I DON'T NEED YOU KENNY ROGERS (Liberty 1415)
4. DON'T LET HIM GO REO SPEEDWAGON (Epic 19-02127)
5. LADY (YOU BRING ME UP) COMMODORES (Motown M1514F)
6. TOUCH ME WHEN WE'RE DANCING CARPENTERS (A&M 2344)
7. (THERE'S NO GETTIN') OVER ME RONNIE MILSAP (RCA PH-12264)
8. DON'T WANT TO WAIT ANYMORE TUBES (Capitol P-A5007)
9. EVERLASTING LOVE REX SMITH/RACHEL SWEET (Columbia 18-02169)
10. THE KID IS HOT TONITE LOVERBOY (Columbia 11-02068)

TOP NEW COUNTRY SINGLES

1. I DON'T NEED YOU KENNY ROGERS (Liberty 1415)
2. RAINBOW STEW MERLE HAGGARD (MCA 51120)
3. THEY COULD PUT ME IN JAIL BELLAMY BROTHERS (Warner Bros./Curb WBS-49729)
4. RICH MAN TERRI GIBBS (MCA 51119)
5. DON'T WAIT ON ME THE STATLER BROTHERS (Mercury 57051)
6. A TEXAS STATE OF MIND DAVID FRIZELL & SHELLY WEST (Warner/Viva WBS 49745)
7. (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)
8. WHILE THE FEELING'S GOOD REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49738)
9. MIRACLES DON WILLIAMS (MCA-51134)
10. YOU'RE THE BEST KIERAN KANE (Elektra E-47138)

TOP NEW B/C SINGLES

1. LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015)
2. I'M IN LOVE EVELYN KING (RCA PB-12243)
3. THE REAL THING THE BROTHERS JOHNSON (A&M 2343)
4. LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)
5. SQUARE BIZ TEENA MARIE (Gordy/Motown T 54327F)
6. YOU ARE FOREVER SMOKEY ROBINSON (Tamia/Motown T 54327F)
7. JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)
8. FOREVER YESTERDAY (FOR THE CHILDREN) GLADYS KNIGHT & THE PIPS (Columbia 11-02113)
9. NOTHING BUT LOVE PETER TOSH (EMI America 8083)
10. I LOVE YOU MORE RENE & ANGELA (Capitol P-5010)

TOP NEW A/C SINGLES

1. THEME FROM THE GREATEST AMERICAN HERO JOEY SCARBURY (Elektra E-47147)
2. SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)
3. QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)
4. HEARTS MARTY BALIN (EMI-America 8084)
5. HARD TIMES JAMES TAYLOR (Columbia 11-02093)

COIN MACHINE

Taito America Names Modern Vending Sales

(continued from page 41)

very high standard. Taito has the creative people, the professionals and the support that warrants our major commitment to their line."

Jane Goldberg, secretary/treasurer of Modern, also expressed enthusiasm about the new association. "We've increased our sales staff with the expectations of increasing our penetration in the territory. This is the best thing that could have happened to us," she commented.

Taito America president Jack Mittel responded, "Modern Vending Sales has 100% of our support. I'm very pleased they're making a total commitment to the factory and I know both companies will only become stronger because of it." Expressing his personal enthusiasm, Taito's sales manager Mike Von Kennel added, "We are pleased that an organization such as Modern Vending Sales is representing our line in Indiana. Their people are well regarded and their management is top notch."



A MODERN MEETING — Modern Vending Sales Co. of Indiana recently pacted with Taito America to distribute the manufacturer's line of product in that state. Pictured at a meeting solidifying the agreement are (l-r): Al Calderon, chairman and vice president,



Modern Vending; Jack Mittel, president, Taito America; Tom Goldberg, president, Modern Vending; Calderon; Mittel; and Jan Goldberg, secretary/treasurer, Modern Vending.

Williams Joins Business Builders

CHICAGO — Patti Williams has joined Business Builders, the Cupertino, Calif.-based promotion and marketing firm specializing in the coin-operated amusement machine industry, as an associate with company president Carol Kantor. She will be working as an account executive.

"Patti's marketing know-how and creativity together with her knowledge of the coin-op industry gives her excellent credentials to develop promotion programs for our clients," commented

(continued on page 43)



Patti Williams

(continued from page 41)

"The news of Armor Attack's uncanny ability to generate extremely high cashbox receipts is traveling like wildfire," he said. "It is, therefore, very probable that some ill-advised individuals, who make a profession of copying legitimate manufacturers' games, will attempt to rip-off our latest video. Accordingly, we have prepared ourselves for this eventually and fortunately, Rock-Ola is today in an even better position to defend its video copyrights than was the case last January, at which time we were awarded the first Injunction ever granted by a high European Court to an American video game manufacturer in restraint of a European video game infringer.

"For example, in several foreign countries, whenever it has seemed appropriate, we have taken all necessary steps to defend our Armor Attack copyright, well in ad-

Williams Electronics Hosts Its Third Annual Accent On Achievement Meet

(continued from page 41)

the key to their brand new "Defender" cocktail tables. The presentation was climaxed by Stroll's announcement that Ken Fedesna had been made a vice president of Williams.

In his closing remarks Stroll personally lauded the staff members and acknowledged Williams' tremendous achievements in the coin machine industry,

vance of the introduction of the game itself," he continued. "This includes not only publishing the usual copyright warnings and notices, and the issuances of the usual power-of-attorney, but as in the case of Italy and other countries wherever video game plagiarism is particularly acute, Rock-Ola has undertaken at considerable effort and expense to formally register its proprietary game directly with local foreign government patent authorities."

In conclusion Dr. Rockola stated, "Let the potential rip-off artists be aware that Rock-Ola now has at its disposal top professional legal talent in such cities as London, Frankfurt, Paris, Rome and Tokyo, who are constantly monitoring the marketplace and who will at the slightest sign of wrongdoing take swift and appropriate legal action against all Armor Attack copiers, this is assured."

initially in the pinball market and most recently in video games. "Being associated with you is absolutely spectacular," he told the employees. "Being number one means building the most exciting, dynamic, innovative equipment, which is what Williams has been doing. And when we continue to follow our act with games such as Defender, which is number one, we will not only be the best but the biggest, as well!"

Sega's P.J. Pizzazz Going Nationwide

(continued from page 41)

Covina."

Sega plans to open P.J. Pizzazz family fun restaurants either on a company owned and operated basis, through franchise arrangements and, possibly, in the form of joint ventures.

P.J. Pizzazz, located in a 12,000 square-foot free-standing building adjacent to a major shopping center complex, provides a full assortment of entertainment attractions. There are over 80 computer video and electronic pinball amusement games to challenge parents and young adults; Lunar Bounce and styrofoam-filled Space Crawl activities for young children and a private lounge area for adults featuring cocktail-table computer video games.

Live entertainment — including Dixieland bands, cartoonists and magicians — perform regularly, as well as at birthday parties and other celebrations held at P.J. Pizzazz. Movie theater-size video screens provide cartoons, coverage of sporting events, Sega-produced short subjects and listings of general announcements. "P.J.," an electronically-controlled robot, serves as mascot of P.J. Pizzazz mingling with guests, delivering personalized messages, emceeding birthday parties and serving as a representative at special mall events and community activities.

"We have integrated into P.J. Pizzazz all of the elements that insure the adult or child will receive maximum return on their entertainment dollar," Rosen said.

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OTHER _____

COIN MACHINE



WILLIAMS BIG ON ACHIEVEMENT — Williams Electronics Inc. recently held its third annual Accent On Achievement Conference at Pheasant Run Resort in Illinois. The event was designed to allow Williams employees to meet and exchange ideas for the year to come and also to pay tribute to especially productive staffers. Pictured at the event are (l-r): Ron Crouse, marketing director; award winners Paul Dussault (technical), Steve Ritchie (game

design), Ernie Pellegrino (manufacturing/production) and Bob Loose (operation and support) with president Mike Stroll and special recognition award winners Ken Fedesna, Tom Hart, Chuck Bleich, Sam Dicker, Wally Smolucha, Paul Dussault and Jerry Hendrix with Stroll. The theme of this year's two-day conference was "Responding to the Changing Climate of our Industry."

Centuri Announces Licensing Pact With Tehkan For 'Pleiades' Video

CHICAGO — Centuri, Inc. of Hialeah, Fla. has announced a licensing agreement with Tehkan International Corporation to manufacture "Pleiades," a fast paced multi-phased video space game. This marks the second licensing agreement between Centuri and the Japan-based firm.

According to Centuri president Ed Miller, "The decision to enter into the agreement was twofold. First, our initial licensing agreement with Tehkan was very positive and secondly, the income figures from Japan on Pleiades were outstanding."

Under the terms of the agreement, according to Miller, Centuri has exclusive manufacturing rights to Pleiades in upright, cocktail table and new "elite" models for North and South America and Europe, excluding the United Kingdom and Germany.

"Like Phoenix (a previous Centuri game), Pleiades continues the progressive screen concept which has become increasingly popular in the world-wide market," commented Ivan Rothstein, vice president of sales. "Players perceive the game as four different games and this contributes to high earnings and longevity of income."

"The name Pleiades also adds a mystical quality to the game," he added. "It comes from Greek mythology."

As the story goes, the seven daughters of Atlas were transformed into a group of stars. This group of stars, known as Pleiades, is readily visible in the constellation Taurus. The setting for the game begins with Pleiades brilliantly glittering over earth city.

The first of Pleiades' four frames begins with an alien attack of the earth city. The players' efforts to thwart the attack are hindered by barrier blocks constantly being constructed by the alien creatures.

Once the city is safe, the player's craft takes off into space to combat the flying space monsters. When the screen is cleared of the attackers, the player faces a dramatic space battleship and more attacking aliens. Mission accomplished, the player must then return to control base by docking the spacecraft. Success with this delicate journey gives the player the chance to begin another round.

Delivery of the game was scheduled to begin shortly.

Cunningham is Named

(continued from page 41)

Cunningham is obviously a flying enthusiast, and holds a world record for distance in ultralight aircraft. "Flying is fun," he said, "but for real excitement nothing compares with the video game industry. With a new president and expanded R&D and service facilities, the action at Exidy has gone supersonic!"

In announcing the appointment marketing director Lila Zinter commented, "We're delighted to have Terry join the crew. His experience in the industry will greatly contribute to the continued strengthening of Exidy Field Service, making it the best in the industry."

CHICAGO CHATTER

Williams' third annual Accent On Achievement Conference at Pheasant Run Resort (June 12 and 13) was quite a gala gathering for company execs and key employees, who fully enjoyed the environs and recreational facilities of this popular resort (especially the volley ball court) and yet found time for some productive, internal business discussions. To those employees who were singled out for special recognition of their contributions to a successful year for Williams (see separate story) we extend **Cash Box** felicitations — and twice over to **Ken Fedesna** whose elevation to a vice presidency at the firm was announced when his "Special Recognition Award" was presented by company president **Mike Stroll**. The carnival atmosphere of this annual occasion made for a delightful evening — especially for those of us who were invited as guests, welcomed as "family" and treated like royalty. Stroll was a super host, along with marketing director **Ron Crouse**, advertising manager **Nancy Goodwin** and all of the good people who comprise the Williams team.

ANOTHER BIG EVENT in these parts was the annual ICMOA convention at Lincolnshire Marriott Resort (June 11-13), which drew a great turnout of members and guests. In addition to the full support of area distributors, this year's conclave brought donations from RCA (golf caps & records), Capitol (records) and Singer One Stops For Ops (golf balls, tees & ball markers), as giveaways and prizes — which were put to good use during the state group's annual golf tournament.

DATELINE EL CAJON, CA — Cinematronics country, where preparations are in progress for the move into new facilities. Vice president of marketing **David Stroud** advised that, as of now, the new address is 1841 Friendship Drive, El Cajon, Calif. 92020. Phone number is (714) 562-7000. For customer service, call (800) 854-2666. Needless to say, the firm's recently debuted "Armor Attack" video game is enjoying wide acceptance already.

ON THE SINGLES SCENE: **Gus Tartol** of Singer One Stop For Ops is all excited about a newly released single which, he feels, has all the makings of a jukebox hit — with no location barriers. Title is "Scratch My Back (And Whisper In My Ear)" by **Razzy Bailey** (RCA) and Gus said it will go all the way in pop, country, R&B — just about every type of location.

DATELINE SANTA CLARA, CA, home of Universal U.S.A. where they hope to begin sample shipping (around mid-July) their next scheduled video game called "Cosmic Avenger." Watch for it! Meanwhile, of course, "Space Panic" continues to be a very heavy seller out there. Company prexy **Paul Jacobs** recently returned from a very productive trip to factory headquarters in Japan where he looked at a number of exciting new products, with emphasis on two new models that are currently in development. He said the trade can look forward to an "exceptional lineup" of Universal equipment during the remainder of this year!

Williams Joins Business Builders

(continued from page 42)

Carol Kantor, who is entering her third year of business with the agency.

Williams' previous experience in sales and marketing includes a tenure with Sharp Electronics Corp. She accompanied her husband, Gil Williams, when he initiated the operation of Atari's manufacturing facility in Ireland in 1978-79; she is known in the coin machine industry through her participation in the AMOA and ATE trade shows over the past three years. "I have enjoyed my association with the game industry and look forward to being more involved with promotions and advertising for associated businesses," she said. "It is a good opportunity and a challenge to develop creative, effective marketing programs for our clients."

To enhance her qualifications for the new position she is presently completing the MBA program at the University of Santa Clara with emphasis on marketing.

At Business Builders, Williams will ini-

initially be responsible for the advertising and promotion programs for three major accounts including an arcade operator, a distributor and a restaurant. She will also work with Kantor on larger projects for other accounts as well as in developing new business for this agency.



'Pleiades' arcade



'Pleiades' cocktail

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New Meat Loaf, Rickie Lee Jones Product Top Third Quarter LP Releases

(continued from page 5)

Foreigner and Blackfoot, as well as the domestic release of Gary Numan and Tubeway Army's debut LP, on Atlantic; jazz legend Miles Davis' first new studio album in seven years and "Escape" by Journey on Columbia; new collections from Dan Fogelberg and ELO from the Epic, Portrait and Associated Labels; product from top-selling country acts Don Williams and Tanya Tucker, in addition to Poco's "Blue & Gray" LP, on MCA; Billy Preston & Syreeta's album rematch on Motown; Eddie Rabbitt's "Step By Step" on Elektra; Harry and Benatar LPs on Chrysalis; and a broad range of product from Warner Bros., including the follow-up to R&B crooner Larry Graham's gold label debut, a new LP from southern rockers ZZ Top, new wave rock from the B-52's and the Pretenders and the just-shipped "Girls To Chat & Boys To Bounce" from Bearsville rock vets Foghat.

August will see a new bebop inspired outing from England's Joe Jackson, as well as the latest collection of trumpet-led instrumentals from Herb Alpert on A&M; mellow, yet eclectic, pop and rock from Al Stewart on Arista; the Atlantic debut of The Who's John Entwistle, as well as the aforementioned Stones album and Nicks' Modern LP; Linda Ronstadt's latest on E/A; more top-selling country music from Barbara Mandrell and the follow-up to the gold debut by the Rossington-Collins Band on MCA; the Knack's third Capitol LP; new releases from the currently hot Hall & Oates and country crossover artist Ronnie Milsap on RCA; Rickie Lee Jones' "Pirates" and more theatre rock from Alice Cooper on Warner Bros.; Meat Loaf's eagerly anticipated second album on Cleveland International, "A Real Dead Ringer For Love," in addition to platinum soulster Teddy Pendergrass' latest on Philadelphia International; Ian Hunter's "Short Back 'n Sides"

on Chrysalis; and new Temptations and Jermaine Jackson LPs on Motown.

Rounding out the third quarter will be such key September releases as new AC/DC and Genesis albums on Atlantic; a new collection of A/C-oriented and pop music from Olivia Newton-John and the return of Chaka Khan and Rufus on the first studio LP for the group since "Masterjam;" Carly Simon's Warner Bros. debut, in addition to label releases from new wavers Devo, comedian Steve Martin and more

polished R&B from Ashford & Simpson; a strong string from best-selling PolyGram acts Kool & The Gang (De-Lite), Kiss (Casablanca), Yarbrough & Peoples (Mercury) and Benny Mardones (Polydor); mainstream pop LPs from EMIA/Liberty stalwarts Cliff Richard and Rocky Burnette; KC and the Sunshine Band's Epic debut; and second solo LPs for RCA from Daryl Hall and the presently hot Rick Springfield. For further release throughout the third quarter, consult the listing on pages 18 and 19.

Canadian Rights Viewed At NMPF Meet

(continued from page 26)

royalties sent to BMI, SESAC and ASCAP for distribution by the American affiliates, publishers were worried that the U.S. agencies were not acting on the same data as PRO-CAN. Matejcek insisted, however, that ASCAP, SESAC and BMI all retained royalty statements during the year and should have been paying the royalties in the same amounts that PRO-CAN would.

It was also pointed out that a U.S. publisher could receive performance royalties from PRO-CAN a quarter earlier by affiliating simultaneously with an American performing rights agency and the Canadian agency if the license signed with the American organization excluded Canada. Under the standard agreement, an American performing rights organization would receive the royalties from Canada and pay the writer and publisher a quarter later.

The Nashville Music Publishers Forum is planning three more meetings concerning print, TV packages and how to deal with the new technology in video, cable television, and satellites. Forum officials hope that the next session can be scheduled for a late summer or early-fall date.

AFM Promotes Boyd

(continued from page 26)

Charlie Cook, Bill Ezell, Don Langford and Ron Martin; artist/entertainer — Jack Fossing, Patsy Montana, Jonie Mosby and Jerry Naylor; TV/motion picture — Rac Clark, Jim Freeman and Ron Weed; record company — John E. Brown, Leona Levine, Marge Meoli and Carson Schreiber; and affiliated — Manuel, Paige Sober and Guy Thomas.

Two persons will be elected from each category to serve on the board of the Academy, which was founded in 1964.

ON JAZZ

(continued from page 33)

by guitarist **Nels Cline**, bassist **Eric von Essen**, pianist **Wayne Peet** and percussionist **Alex Cline**. "Distributors will sound a record out," said Colia, "but sometimes it'll just sit. When you're a one-man operation, you can't break doors down. But I know our sales power will grow as the catalog increases." However, Golia makes it clear that he hasn't opened his label to other artists simply to gain clout for his own records. The projects are all by musicians that he has been associated with for some time, and the expansion is a natural outgrowth of the music that Nine Winds has already presented. "There's a real collective energy involved with Nine Winds," he said. "The unity is good for the musicians, and we're all very happy with the arrangement. It seems like when musicians have a say in the production of their music, it gives them a real shot in the arm."

fred goodman

NARM Retailers Committee To Propose Additional Meet

(continued from page 5)

our thoughts together and ask for their help and views on some of these subjects."

Chief among the issues the retailers will be seeking the cooperation of the manufacturers on is bar coding (see separate story).

"We will be encouraging those manufacturers who have not been bar coding their music to do so," said NARM executive vice president Joe Cohen. "To this end, we're starting to see some results from the June meeting already. Bar coding is a major issue right now only because the retailers, through NARM, have voiced their interest in seeing the manufacturers move faster than they had planned to."

While an agenda is yet to be set for the September meeting, the inclusion of the manufacturers and distributors is expected to foreshadow a broader spectrum of topics for the organization.

"I don't see us going away from

retailers," said Fogelman, "but I think it's time for us to answer the questions of different segments of the community a little more intimately than we're able to at the yearly convention."

Fogelman pointed to the inclusion of distributors as an example of the broader forum the committee would like to see NARM adopt.

"While it's important to deal with Warner Bros. or Atlantic Records through the manufacturers advisory committee, it's also important to deal with WEA as a distributor. A lot of the mutual problems we have with the manufacturers involve those people, too. In this way, I think NARM could cover all ends of the spectrum. I see focusing on the different key issues of our industry as the next step up. We got a lot accomplished in Dallas, and a lot of people are anxious to put forth more of an effort," he said.

Positive Results

Cohen agrees. "The meeting in Dallas was extremely positive," he said, although he emphasized that the retailers advisory committee would be exercising caution as it tries to expand NARM's agenda.

"The committee wants to move slowly," said Cohen. "We want to work on achievable goals and find solutions to things that are within our sights. At some point in the future we may deal with broader issues that may not have immediate answers. But for the meantime, we're going to work on those things that can be knocked off in the short term."

Aside from chairman Fogelman, the other members of the retailers advisory committee are Jerry Adams, Harmony House; Jim Bonk, Camelot; Jack Eugester and Fred Taub, Pickwick; Frank Fisher, National Record Mart; Bill Golden, Record Bar; Jim Greenwood, Licorice Pizza; Roy Imber, Elroy; Tom Keenan, Everybody's; Evan Lasky, DanJay; Al Levinson, Turtle's; Carl Rosenbaum, The Flip Side; Stu Schwartz, Harmony Hut; Russ Solomon, Tower; and NARM president John Maraduke, Hastings Music.



ALL THE WAY TO BLACKWOOD — While in New York to finish off his new "Short Back 'n Sides" LP, April Blackwood songwriter Ian Hunter (c) dropped by his publishing company's offices to visit with the staff. Pictured at the meeting surrounding Hunter (l-r): Wayne Brooks, director of business affairs, April Blackwood; Sam Letterman, vice president, Cleveland International management; Harvey Shapiro, vice president, CBS Songs International; Mike Stewart, president, April Blackwood; and Robert Epstein, Hunter's attorney.

Satellite Music Network Pacts With Bonneville

LOS ANGELES — The Satellite Music Network (SMN) has pacted with Bonneville Broadcast Consultants to make Bonneville's beautiful music format available through SMN by late August. The beautiful music format will be the third offering from SMN, joining country and adult contemporary (**Cash Box**, April 11).

SMN was formed by the Burkhart/Abrams/Michaels/Douglas consulting firm, in conjunction with Midwest Radio & TV, John Tyler & Assoc. and United Video. The formats will be live, full service, 24-hour-a-day broadcasts originating from Chicago.

George Williams, national PD for SMN, said that Aug. 15 is the projected date for bowing the country and A/C formats. He said that Robert Hall, former program director at CKGM/Toronto, has been hired as PD for the A/C format and that the on-air personalities for that format would be announced in two or three weeks. A program director for the country format has not yet been named.

EXECUTIVES ON THE MOVE

(continued from page 10)

Leben Joins Alfa—The appointment of Vicki Leben as director of national singles promotion for Alfa Records has been announced by Kevin Keogh, vice president-promotion. She will base at the company's offices in Los Angeles. Prior to joining Alfa, Leben spent seven years in the areas of local and regional record promotion, with companies such as 20th Century-Fox Records and RCA Records.

Changes At Sansui — Sansui has announced changes in its sales and marketing structure. Len Gielarowski continues to be western regional sales manager, operating out of the California sales office. The midwestern region, with Keith Nakakita as regional sales manager, has been expanded to include western Pennsylvania, Ohio and West Virginia. Nakakita will continue to operate out of the Chicago sales office. Bill Rauworth, who has been with the company for four years at company headquarters, has been appointed district sales manager for the new territory. Rauworth will headquarter in Detroit. To head the eastern region Warren Mann has been added as regional sales manager. He comes from a similar position at Maxell. Harry Harashima, who continues as southwestern regional manager with headquarters in Texas, takes on the added responsibility for North and South Carolina, Tennessee, Georgia, Alabama and Mississippi. Jim Rasmussen will assist Harashima in coverage of the new territory.

McDonald Named — John McDonald has been named the new southern regional manager for Magnetic Video Corp. Prior to joining Magnetic Video, he spent 15 years with Sylvania, most recently as an area manager and prior to that as general sales manager headquartered in Batavia, N.Y.

Guthrie Named At Sony — Jim Guthrie has been named national sales manager for Sony Professional Audio. Before joining Sony, he was the manager of the professional products division of Paul Seaman Co., in San Leandro, Calif.

Rothwell Joins Sony — Robert Rothwell has joined Sony Video Products Company as exhibits manager. He was most recently employed by Grumman Corp. in a similar position.

Emma Promoted — Tom Emma has been promoted to assistant general attorney and associate director of business affairs for ABC Video Enterprises. Prior to his promotion, he had been attorney and associate director of business affairs for ABC Video Enterprises. He joined ABC in 1978 as manager of contracts services for ABC Pictures International.

Bresler Promoted At ABC Video — Judith Ann Bresler has been promoted to general attorney and associate director of business affairs for ABC Video Enterprises. Most recently, she was assistant general attorney and associate director of business affairs for ABC Video Enterprises since May 1980. Prior to that, she had been a program attorney for ABC for one and a-half years.

Ostrov Names — Pioneer Video Inc. has appointed Alan Ostrov as west coast regional sales manager. Previously, he was director of merchandising at Infinity Records and most recently was product manager for Epic Records.

Friedland Named At ATI Video — ATI Equities has named Cynthia Friedland to vice president in charge of programming and acquisition, ATI Video. She has been associated with Franklin for more than ten years in various capacities.

Levinsohn Promoted — Roann K. Levinsohn has been promoted to director, public relations, ABC Video Enterprises. She has been manager, business information, public relations, since June, 1979, serving as press liaison to trade and business publications on matters pertaining to ABC as a business.

O'Toole Named At Station Business Systems — William P. O'Toole has joined Station Business Systems as vice president of sales. He was in marketing and sales with the Service Bureau Company (SBC), also a division of Control Data, where he served most recently as group manager for the Manufacturing Industry in SBC's Greenwich headquarters.

Volkman Exits Kragen — Lyon Volkman has left Kragen & Co. and can be reached at (212) 929-1676.



INTERNATIONAL CONFAB — The annual International Publishing Conference was recently conducted by Screen Gems/Colgems/EMI Music, Inc. at the Beverly Hilton Hotel in Los Angeles, a two-day confab which was highlighted by the attendance of representatives from 10 countries. Pictured in the **first row** are (l-r): Joan Schulman, copyright manager; Ira Ellman, royalties manager; Lester Sill, Screen Gems president; Ron White, managing director of EMI Music, London; Gerd Muller, director of creative affairs; Charlie Foldman, general manager of Screen Gems, Nashville; Jan D'Haese, general manager of EMI Music Belgium; Roberto Citterio, Edizioni Musicali la Voce del Padrone, Italy; and Lee Reed, assistant to copyright department. Pictured in the **second row** are (l-r): Bob Skoro, professional manager; Rick Riccobono, director of professional activities; Yoshitada Futara, president of Toshiba/EMI Music Publishing, Japan; Vince Perrone, Screen Gems vice president and general counselor; Mak Jirai, manager, American repertoire, Toshiba/EMI Music, Japan; Greg Weber, assistant controller, Capitol Records; Jose Cruz Ayala, general manager, EMI Music Publishing, Latin America; Fred Williams, vice president of business development and assistant to chairman, Capitol Industries-EMI; Peter Ende, managing director of Francis Day & Hunter GmbH, Germany; Holly Greene, professional manager, EMI Music, Sweden; Des McCamley, manager, Screen Gems/EMI Music, England. Pictured in the **third row** are (l-r): Paul Tannen, vice president and director of professional activities, Screen Gems, New York; Aveilino Esparza, general manager of EGO Musical, Spain; Ole Georg, national director, Capitol Production Music, Capitol Records; Jack Rosner, vice president of administration, Screen Gems; and Daniel Goldschmidt, general manager, Les Editions et Productions Musicales Pathe Marconi, France.

CASH BOX TOP 100 ALBUMS

July 11, 1981

		8.98	Weeks On Chart
1 MISTAKEN IDENTITY	KIM CARNES (EMI-America SO-17052)	8.98	1 11
2 HI INFIDELITY	REO SPEEDWAGON (Epic FE 36844)	---	2 31
3 PARADISE THEATER	STYX (A&M SP-3719)	8.98	3 24
4 HARD PROMISES	TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	4 8
5 LONG DISTANCE VOYAGER	THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	7 6
6 DIRTY DEEDS DONE DIRTY CHEAP	AC/DC (Atlantic SD 16033)	8.98	5 13
7 FAIR WARNING	VAN HALEN (Warner Bros. HS 3540)	8.98	6 7
8 STREET SONGS	RICK JAMES (Gordy/Motown G8-1002M1)	8.98	10 12
9 ZEBOP!	SANTANA (Columbia FC 37158)	---	9 13
10 STARS ON LONG PLAY	(Radio Records/Atlantic RR 16044)	8.98	16 9
11 SOMEWHERE IN ENGLAND	GEORGE HARRISON (Dark Horse DHK 3492)	8.98	13 4
12 FACE VALUE	PHIL COLLINS (Atlantic SD 16029)	8.98	12 18
13 GREATEST HITS	KENNY ROGERS (Liberty LOO-1072)	8.98	8 39
14 THERE GOES THE NEIGHBORHOOD	JOE WALSH (Asylum SE-523)	8.98	14 8
15 MOVING PICTURES	RUSH (Mercury/PolyGram SRM-1-14013)	8.98	15 20
16 THE ONE THAT YOU LOVE	AIR SUPPLY (Ariste AL 9551)	8.98	19 5
17 ARC OF A DIVER	STEVE WINWOOD (Island ILPS 9576)	8.98	11 28
18 SHARE YOUR LOVE	KENNY ROGERS (Liberty LOO-1108)	8.98	— 1
19 CHRISTOPHER CROSS	(Warner Bros. BSK 3383)	8.98	18 78
20 FANCY FREE	OAK RIDGE BOYS (MCA-5209)	8.98	31 8
21 THE FOX	ELTON JOHN (Gaffan GHS 2002)	8.98	17 6
22 WINELIGHT	GROVER WASHINGTON, JR. (Elektra 6E-305)	8.98	20 35
23 BLIZZARD OF OZZ	OZZY OSBOURNE (Jat/CBS JZ 36812)	---	25 13
24 KNIGHT OF THE SOUND TABLE	CAMEO (Chocoleta City/PolyGram CCLP 2019)	8.98	26 6
25 THE DUDE	QUINCY JONES (A&M SP-3721)	8.98	22 15
26 DON'T SAY NO	BILLY SOUIER (Capitol ST 12146)	8.98	35 10
27 WHAT CHA' GONNA DO FOR ME	CHAKA KHAN (Warner Bros. HS 3526)	8.98	23 11
28 BACK IN BLACK	AC/DC (Atlantic SD 16108)	8.98	28 46
29 WILD-EYED SOUTHERN BOYS	.38 SPECIAL (A&M SP-4835)	8.98	29 22
30 VOICES	DARYL HALL & JOHN OATES (RCA AOL 1-3646)	8.98	30 48
31 THE JAZZ SINGER	NEIL DIAMOND (Capitol SWAV-12120)	9.98	24 30
32 LOVERBOY	(Columbia JC 36762)	---	-32 25
33 A WOMAN NEEDS LOVE	RAY PARKER, JR. & RAYDIO (Arista AL 9543)	8.98	21 13
34 WORKING CLASS DOG	RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	48 16
35 DANCERSIZE	CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	36 21

		8.98	Weeks On Chart
36 MECCA FOR MODERNS	THE MANHATTAN TRANSFER (Atlantic SD 16036)	8.98	42 5
37 DOUBLE FANTASY	JOHN LENNON and YOKO ONO (Gaffan GHS 2001)	8.98	27 32
38 IT MUST BE MAGIC	TEENA MARIE (Gordy/Motown G8-1004 M1)	8.98	44 5
39 THE CLARKE/DUKE PROJECT	STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	---	41 11
40 "RIT"	LEE RITENOUR (Elektra 6E-331)	8.98	40 10
41 SEVEN YEAR ACHE	ROSANNE CASH (Columbia JC 36965)	---	39 17
42 NIGHTCLUBBING	GRACE JONES (Island ILPS 9624)	8.98	33 8
43 BREAKING ALL THE RULES	PETER FRAMPTON (A&M SP-3722)	8.98	50 4
44 DEDICATION	GARY U.S. BONDS (EMI-America SO-17051)	8.98	34 11
45 FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930)	8.98	47 18
46 MODERN TIMES	JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448)	8.98	43 13
47 SEASON OF GLASS	YOKO ONO (Gaffan GHS 2004)	8.98	58 3
48 STEPHANIE	STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	46 9
49 BEING WITH YOU	SMOKEY ROBINSON (Tama/Motown T8375M1)	8.98	38 19
50 THE COMPLETION BACKWARD PRINCIPLE	TUBES (Capitol SOO-12151)	8.98	56 7
51 CRIMES OF PASSION	PAT BENATAR (Chrysalis CHE 1275)	8.98	49 47
52 ROCKIHNROLL	GREG KIHN BAND (Beserklay/Elektra BZ-10069)	8.98	57 15
53 EXPOSED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK	VARIOUS ARTISTS (CBS X2 37124)	---	62 5
54 THE NATURE OF THE BEAST	APRIL WINE (Capitol SOO-12125)	8.98	51 24
55 LIVE IN NEW ORLEANS	MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	11.98	86 3
56 NIGHTWALKER	GINO VANNELLI (Arista AL 9539)	8.98	45 14
57 FACE DANCES	THE WHO (Warner Bros. HS 3516)	8.98	37 20
58 GAP BAND III	GAP BAND (Mercury/PolyGram SRM-1-4003)	8.98	54 29
59 BLACK & WHITE	POINTER SISTERS (Planet/Elektra P-18)	8.98	72 2
60 SHEENA EASTON	(EMI-America ST-17049)	8.98	52 19
61 URBAN CHIPMUNK	THE CHIPMUNKS (RCA AFL-1-4027)	8.98	70 7
62 BALIN	MARTY BALIN (EMI-America SOO-17054)	8.98	68 7
63 RADIANT	ATLANTIC STARR (A&M SP-4833)	8.98	63 19
64 VERY SPECIAL	DEBRA LAWS (Elektra 6E-300)	8.98	64 16
65 BAD FOR GOOD	JIM STEINMAN (Clavend Int'l./CBS FE 36531)	---	59 9
66 WAIATA	SPLIT ENZ (A&M SP-4848)	8.98	53 9
67 MY MELODY	DENIECE WILLIAMS (ARC/Columbia FC 37048)	---	77 15
68 GUILTY	BARBRA STREISAND (Columbia FC 36750)	---	67 40
69 JUICE	JUICE NEWTON (Capitol ST-12136)	8.98	66 19

		8.98	Weeks On Chart
70 TASTY JAM	FATBACK (Spring/PolyGram SP-1-6731)	8.98	76 6
71 DAD LOVES HIS WORK	JAMES TAYLOR (Columbia TC 37009)	---	55 17
72 THREE FOR LOVE	SHALAMAR (Soler/RCA BZL 1-3577)	8.98	61 26
73 EAST SIDE STORY	SOUZZE (A&M SP 4854)	8.98	74 7
74 IN THE POCKET	COMMODORES (Motown M8-955M1)	8.98	— 1
75 SECRET COMBINATION	RANDY CRAWFORD (Warner Bros. BSK 3493)	8.98	82 8
76 ZENYATTA MONDATTA	THE POLICE (A&M SP-4831)	8.98	69 38
77 WHERE DO YOU GO WHEN YOU DREAM	ANNE MURRAY (Capitol SOO-12144)	8.98	65 11
78 SOMEWHERE OVER THE RAINBOW	WILLIE NELSON (Columbia FC 36883)	---	79 17
79 KINGS OF THE WILD FRONTIER	ADAM AND THE ANTS (Epic NJE 37033)	---	71 21
80 TINSEL TOWN REBELLION	FRANK ZAPPA (Barking Pumpkin/CBS PW2 37336)	---	60 7
81 AS FALLS WICHITA, SO FALLS WICHITA FALLS	PAT METHENY & LYLE MAYS (ECM-1-1190)	8.98	95 4
82 POINT OF ENTRY	JUDAS PRIEST (Columbia FC 37052)	---	75 15
83 CELEBRATE	KOOL & THE GANG (De-Lita/PolyGram DE-9518)	8.98	80 39
84 HOT! LIVE AND OTHERWISE	DIONNE WARWICK (Ariste A2L 8605)	13.98	93 5
85 EXTENDED PLAY	PRETENDERS (Sire MINI 3563)	5.98	73 13
86 THE TURN OF A FRIENDLY CARD	THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	92 35
87 FIRE OF UNKNOWN ORIGIN	BLUE OYSTER CULT (Columbia FC 37389)	---	— 1
88 CLOSER	GINO SOCCIO (Atlantic SD 16042)	8.98	90 9
89 VOYEUR	DAVID SANBORN (Warner Bros. BSK 3546)	8.98	78 13
90 COMPUTER WORLD	KRAFTWERK (Warner Bros. HS 3549)	8.98	97 8
91 FRANKE & THE KNOCKOUTS	(Millennium/RCA BXL 1-7755)	8.98	84 16
92 CAPTURED	JOURNEY (Columbia KC2 37016)	---	88 21
93 THE SECRET POLICEMAN'S BALL — THE MUSIC	VARIOUS ARTISTS (Island IL 9630)	5.99	85 8
94 SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA AFL-1-4055)	8.98	118 2
95 SUPER TROUPER	ABBA (Atlantic SD 16023)	8.98	89 31
96 SOMETIMES LATE AT NIGHT	CAROLE BAYER SAGER (Boardwalk NBI-33237)	8.98	100 9
97 MIRACLES	CHANGE (RFC/Atlantic SD 19301)	8.98	81 13
98 SEND YOUR LOVE	AURRA (Selsoul/RCA 8538)	8.98	108 10
99 DEDICATED	THE MARSHALL TUCKER BAND (Warner Bros. HS 3525)	8.98	83 8
100 REACH UP AND TOUCH THE SKY	SOUTHSIDE JOHNNY and THE ASBURY JUKES (Mercury/PolyGram SRM 2-8602)	9.98	94 10

Cash Box Top Albums/101 to 200

July 11, 1981

		Weeks On 6/4 Chart			Weeks On 6/4 Chart			Weeks On 6/4 Chart	
101	LIVE STEPHANE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	8.98	105	8	133	DEUCE KURTIS BLOW (Mercury/PolyGram SRM-14020)	8.98	144	2
102	KILLERS IRON MAIDEN (Harvest/Capitol ST 12141)	8.98	116	6	134	TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	8.98	134	7
103	TARANTELLA CHUCK MANGIONE (A&M SP-6513)	13.98	91	8	135	AMERICAN EXCESS POINT BLANK (MCA-5189)	8.98	140	11
104	FLYING THE FLAG CLIMAX BLUES BAND (Warner Bros. 3493)	8.98	98	11	136	NOTHIN' MATTERS AND WHAT IF IT DID JOHN CCUGAR (Riva/PolyGram RVL 7403)	8.98	112	41
105	NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	8.98	136	3	137	RAIDERS OF THE LOST ARK ORIGINAL SOUNDTRACK (Columbia JS 37373)	8.98	172	3
106	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110)	8.98	102	42	138	HUSH JOHN KLEMMER (Elektra 5E-527)	8.98	111	6
107	HIGHWAY TO HELL AC/DC (Atlantic SD 12944)	8.98	107	10	139	UNLIMITED TOUCH (Prelude PRL 12184)	7.98	146	4
108	FRIDAY NIGHT IN SAN FRANCISCO AL DIMEOLA, JOHN McI AUGHLIN, PACO DeLUCIA (Columbia FC 37152)	8.98	99	6	140	BUSTIN' LOOSE ORIGINAL SOUNDTRACK music by ROBERTA FLACK (MCA-5141)	8.98	153	2
109	I'VE GOT THE ROCK 'N' ROLLS AGAIN THE JOE PERRY PROJECT (Columbia FC 37384)	8.98	119	3	141	THREE PIECE SUITE HAMSEY LEWIS (Columbia FC 37153)	8.98	145	5
110	TALK TALK TALK THE PSYCHEDELIC FURS (Columbia NFC 37339)	8.98	114	61	142	STARDUST WILLIE NELSON (Columbia JC 36588)	8.98	149	71
111	LOST IN LOVE AIR SUPPLY (Arista AL 9530)	8.98	123	3	143	SUPERMAN II ORIGINAL SOUNDTRACK (Warner Bros. HS 3505)	8.98	165	2
112	DANNY JOE BROWN and THE DANNY JOE BROWN BAND (Epic ARE 37385)	8.98	101	17	144	FAME ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	109	58
113	TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	8.98	115	12	145	YEARS AGO THE STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	8.98	162	2
114	TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5268)	8.98	104	17	146	VAN HALEN (Warner Bros. 3075)	8.98	150	182
115	HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	8.98	87	17	147	IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	8.98	159	2
116	ANOTHER TICKET ERIC CLAPTON (RSO RX-13095)	8.98	126	38	148	WANTED DREAD AND ALIVE PETER TOSH (Rolling Stones/EMI-America SO-17055)	8.98	159	2
117	MESSINA JIM MESSINA (Warner Bros. BSK 3559)	8.98	125	37	149	THE RIGHT PLACE GARY WRIGHT (Warner Bros. BSK 3511)	8.98	156	2
118	ROUND TWO JOHNNY VAN ZANT (Polydor/PolyGram PD-1-6322)	8.98	96	10	150	LIVE IN CONCERT ROGER WHITTAKER (RCA CLP2-4057)	13.98	154	3
119	GRAND SLAM THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	8.98	121	6	151	AUTOAMERICAN BLONDIE (Chrysalis CHE 1290)	8.98	120	32
120	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3277)	8.98	106	18	152	NICK MASON'S FICTITIOUS SPORTS NICK MASON (Columbia FC 37307)	8.98	157	3
121	EL RAYO-X DAVID LINDLEY (Asylum 5E-524)	8.98	126	38	153	I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK 3528)	8.98	110	12
122	MADE IN AMERICA CARPENTERS (A&M SP-3723)	8.98	95	10	154	UPRISING BOB MARLEY and the WAILERS (Island LIPS 3595)	8.98	137	6
123	GREATEST HITS THE DOORS (Elektra 5E-515)	8.98	121	6	155	CLASS THE REDDINGS (Belleve In A Dream/CBS FZ 37175)	8.98	113	9
124	FANTASTIC VOYAGE LAKESIDE (Soifer/RCA BXL 1-3720)	8.98	128	116	156	HIGH VOLTAGE AC/DC (Atco SD 36142)	8.98	113	9
125	BEYOND THE VALLEY OF 1984 PLASMATICS (Stiff America WOW II)	8.98	103	33	157	OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AL 1-3932)	8.98	131	12
126	THE GREAT MUPPET CAPER ORIGINAL SOUNDTRACK (Atlantic SD 16047)	8.98	128	116	158	STILL FEELS GOOD TOM JOHNSTON (Warner Bros. BSK 3527)	8.98	141	9
127	WHA'PPEN THE ENGLISH BEAT (Sire SRK 3567)	8.98	130	4	159	LOVE IS... ONE WAY ONE WAY (MCA-5163)	8.98	164	9
128	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	8.98	142	2	160	SOMETHING IN THE NIGHT PURE PRAIRIE LEAGUE (Casablanca/PolyGram NBLP 7255)	8.98	129	118
129	MAGNETIC FIELDS JEAN-MICHEL JARRE (Polydor/PolyGram PD-1-8325)	8.98	139	3	161	CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	7.98	174	2
130	HERE COMES THE NIGHT DAVID JOHANSEN (Blue Sky/CBS FZ 36599)	8.98	124	52	162	LOOK OUT! 20/20 (Portrait/CBS NFR 37050)	8.98	166	5
131	HORIZON EDDIE RABBITT (Elektra 6E-276)	8.98	135	8	163	THE PRODUCERS (Portrait/CBS NJR 37097)	8.98	163	9
132	I AM WHAT I AM GEORGE JONES (Epic FE 30586)	8.98	135	8	164	FROM BRANCH TO BRANCH LEON REDBONE (Emerald City/Atlantic EC 38-136)	8.98	138	16
					165	MAGIC TOM BROWNE (GRP/Arista 5503)	8.98	148	21

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Taste Of Honey	113	Cougar, John	136	Jeffreys, Garland	167	Mass Production	114	Raydio	33	Taylor, Roger	197
ABBA	95	Crawford, Randy	75	Jennings, Waylon	128	Meze	55	Redbone, Leon	164	.38 Special	29
AC/DC	6,28,107,166	Cross, Christopher	19	Johansen, David	130	Messina, Jim	117	Reddings	155	Tosh, Peter	148
Adam And The Ants	79	Denver, John	94	John, Elton	21	Mothey/Mays	81	Reno Speedwagon	2	Tubes	50
Air Supply	16,111	Diamond, Nell	31	Johnston, Tom	158	Mickey Mouse Disco	188	Ritenour, Lee	40	20/20	162
Alabama	45	Dimeola, Al	108	Jones, Grace	42	Mills, Stephanie	48	Robinson, Smokey	49	Unlimited Touch	139
April Wine	54	Doors	123	Jones, George	132	Milsap, Ronnie	120,157	Rogers, Kenny	13,18	Van Halen	7,146
Atlantic Starr	63	Dupree, Robbie	193	Jones, Quincy	25	Moody Blues	5	Rush	15	Van Zant, Johnny	118
Aurra	98	Easton, Sheena	60	Journey	92	Mother's Finest	198	Sager, Cerole Bayer	96	Vannelli, Gino	56
Ballin, Marty	62	Edmunds, Dave	190	Judas Priest	82	Murray, Anne	77,106	Sanborn, David	89	Vitale, Joe	185
Benatar, Pat	51	English Beat	127	Khan, Chaka	27	Nelson, Willie	78,142	Santana	9	Volunteer Jam VII	170
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