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NINE TONIGHT

THE NEW DOUBLE ALBUM

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Bob SEGER & THE SILVER BULLET BAND

FEATURING THE NEW SMASH SINGLE
"TRYIN' TO LIVE MY LIFE WITHOUT YOU"

Bob SEGER
& THE
SILVER BULLET BAND

NINE TONIGHT

PRODUCED BY BOB SEGER & PUNCH

Capitol

CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL More Help On The Way

The news last week that an alleged "record library" had been closed down by the Burbank (Calif.) Police acting under California anti-piracy and anti-bootlegging statutes was encouraging indeed. Pirate, bootleg and counterfeit product are currently problems that threaten to destroy the industry as we know it, and the added involvement of local authorities in the fight against them is a big step in the right direction.

To date, practically all of the cases against counterfeiting, piracy and bootlegging have been compiled by the FBI, acting under the authority of the federal statutes against Copyright Infringement, Interstate Transportation of Stolen Goods or Racketeer-Influenced Corrupt Organization (RICO). This time, California got involved with its own Sec. 653H of the state Penal Code, prohibiting "willful

transfer or sale of recorded sound without the owner's consent."

Cash Box has continually come out in favor of the toughest, strictest application of all copyright laws to protect the artist. Music is an art, a gift from those with talent — to steal such a gift deserves the severest punishment. The musicians and singers give the world so much in terms of aesthetics, fun or artistic values; it is truly a crime against the people to steal such a gift.

Cash Box is proud to report the involvement of yet another segment of the government in the fight against illegal recordings. The crime involves the alleged theft of artists' gifts to the people, and anyone who would stoop so low as to steal them deserves the appropriate punishment as decreed by the law of the land.

NEWS HIGHLIGHTS

- California anti-piracy law invoked against Discontinued Records operation (page 5).
- FCC asks Congress to abolish fairness doctrine (page 5).
- NRBA convention focuses on First Amendment rights (page 5).
- "Heart Of Mine" by Bob Dylan and Arlan Day's "I Surrender" (new and developing artist) are the top Cash Box Singles Picks (page 9).
- "Songs In The Attic" by Billy Joel and Billy Idol's "Don't Stop" (new and developing artist) are the top Cash Box Album Picks (page 11).

TOP POP DEBUTS

| | | |
|----------------|----|--|
| SINGLES | 64 | EVERY LITTLE THING SHE DOES IS MAGIC — The Police — A&M |
| ALBUMS | 10 | NINE TONIGHT — Bob Seger & The Silver Bullet Band — Capitol |

POP SINGLE

ENDLESS LOVE
Diana Ross and Lionel Richie
Motown

B/C SINGLE

ENDLESS LOVE
Diana Ross and Lionel Richie
Motown

COUNTRY SINGLE

YOU DON'T KNOW ME
Mickey Gilley
Epic

JAZZ

BREAKIN' AWAY
Al Jarreau
Warner Bros.

NUMBER ONES



Rolling Stones

POP ALBUM

TATTOO YOU
Rolling Stones
Rolling Stones/Atlantic

B/C ALBUM

STREET SONGS
Rick James
Gordy/Motown

COUNTRY ALBUM

FANCY FREE
Oak Ridge Boys
MCA

GOSPEL

THE LORD WILL MAKE A WAY
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

September 27, 1981

| | Weeks On Chart | 9/19 | | Weeks On Chart | 9/19 | | Weeks On Chart | 9/19 |
|-----------|----------------|--|-----------|----------------|---|-----------|----------------|---|
| 1 | 13 | ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F) | 34 | 41 | TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042) | 66 | — | HE'S A LIAR BEE GEES (RSO/PolyGram RS 1066) |
| 2 | 18 | QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997) | 35 | 23 | FEELS SO RIGHT ALABAMA (RCA PB-12236) | 67 | 59 | YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172) |
| 3 | 7 | ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787) | 36 | 21 | FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529) | 68 | 50 | BOY FROM NEW YORK CITY MANHATTAN TRANSFER (Atlantic 3816) |
| 4 | 7 | STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336) | 37 | 31 | CHLOE ELTON JOHN (Geffen 49768) | 69 | 58 | DON'T GIVE IT UP ROBBIE PATTON (Liberty P 1420) |
| 5 | 11 | WHO'S CRYING NOW JOURNEY (Columbia 18-02241) | 38 | 35 | YOU COULD TAKE MY HEART AWAY SILVER CONDO (Columbia 18-02268) | 70 | 62 | NICOLE POINT BLANK (MCA-51132) |
| 6 | 18 | SLOW HAND POINTER SISTERS (Planet/Elektra P-42928) | 39 | 43 | SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488) | 71 | 49 | I DON'T NEED YOU KENNY ROGERS (Liberty 1415) |
| 7 | 11 | STEP BY STEP EDDIE RABBITT (Elektra E-47174) | 40 | 48 | SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518) | 72 | 65 | ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL (RSC RS 1065) |
| 8 | 10 | THE BEACH BOYS MEDLEY (Capitol P 5030) | 41 | 25 | ELVIRA THE OAK RIDGE BOYS (MCA-51084) | 73 | 61 | THE SUN AIN'T GONNA SHINE ANYMORE NIELSEN/PEARSON (Capitol P 5032) |
| 9 | 10 | HOLD ON TIGHT ELO (Jet/CBS ZS5 02408) | 42 | 39 | BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526) | 74 | 84 | MORE STARS STARS ON 45 (Radio Records/Atlantic RR 3863) |
| 10 | 13 | FOR YOUR EYES ONLY SHEENA EASTON (Liberty P 1416) | 43 | 47 | BURNIN' FOR YOU BLUE OYSTER CULT (Columbia 18-02415) | 75 | 67 | THE STROKE BILLY SQUIER (Capitol P-5005) |
| 11 | 15 | START ME UP ROLLING STONES (Rolling Stones/Atlantic RS21003) | 44 | 54 | THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186) | 76 | 81 | STAY AWAKE RONNIE LAWS (Liberty P-A 1424) |
| 12 | 13 | URGENT FOREIGNER (Atlantic 3631) | 45 | 40 | STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND (Arista AS 6618) | 77 | 72 | SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102) |
| 13 | 14 | (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PB-12264) | 46 | 42 | THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KINN BAND (Beserkley/Elektra B-47149) | 78 | 70 | TEMPTED SQUEEZE (A&M 2345) |
| 14 | 5 | PRIVATE EYES GARYL HALL & JOHN OATES (RCA PB-12286) | 47 | 52 | ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471) | 79 | 74 | DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W86351) |
| 15 | 8 | THE VOICE THE MOODY BLUES (Threshold/PolyGram TR 602) | 48 | 45 | SOME DAYS ARE DIAMONDS JOHN DENVER (RCA PB-12246) | 80 | 76 | EASY TO LOVE AGAIN CAROLE BAYER SAGER (Boardwalk NB7-11-118) |
| 16 | 15 | LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F) | 49 | 44 | I'M IN LOVE EVELYN KING (RCA PB 12243) | 81 | — | NO REPLY AT ALL GENESIS (Atlantic 3858) |
| 17 | 14 | THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47147) | 50 | 46 | THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616) | 82 | 90 | NO TIME TO LOSE THE TARNEY/SPENCER BAND (A&M 2368) |
| 18 | 20 | I COULD NEVER MISS YOU (MORE THAN I DO) LULU (ALFA ALF-7006) | 51 | 57 | LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624) | 83 | — | MY GIRL (GONE, GONE, GONE) CHILLIWACK (Millennium/RCA YB-11813) |
| 19 | 16 | JESSIE'S GIRL RICK SPRINGFIELD (RCA PB-12201) | 52 | 60 | ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI-America P-A-8093) | 84 | — | A LUCKY GUY PICKIE LEE JONES (Warner Bros. WBS 49816) |
| 20 | 6 | THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033) | 53 | 51 | LOVE ON A TWO WAY STREET STACY LATTISAW (Columbia/Atlantic 46015) | 85 | — | AIMING AT YOUR HEART TEMPTATIONS (Gordy G 7208F) |
| 21 | 19 | REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769) | 54 | 64 | WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204) | 86 | 88 | MONY MONY BILLY IDOL (Chrysalis CHS 2543) |
| 22 | 13 | COOL LOVE PABLO CRUISE (A&M 2349) | 55 | 60 | HERE I AM AIR SUPPLY (Arista AS 0626) | 87 | — | FIRE IN THE SKY THE DIRT BAND (Liberty P-A-1429) |
| 23 | 5 | HARD TO SAY DAN FOGELBERG (Fut. Moon/Epic 14-02488) | 56 | 56 | HEAVY METAL (TAKIN' A RIDE) DON FELDER (Full Moon/Asylum E-47175) | 88 | — | LEILA ZZ TOP (Warner Bros. WBS 49782) |
| 24 | 12 | BREAKING AWAY BALANCE (Portrait/CBS 24-02177) | 57 | 63 | OUR LIPS ARE SEALED GO-GO'S (I.R.S./A&M IR-8901) | 89 | — | LET'S PUT FUN BACK IN ROCK N ROLL FREDDY GANNON & THE BELMONTS (Mia Sound MS-1002) |
| 25 | 8 | DRAW OF THE CARDS KIM CARNES (EMI-America 8087) | 58 | 60 | A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307) | 90 | — | SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122) |
| 26 | 8 | SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G7205F) | 59 | 71 | SAUSALITO SUMMERNIGHT DIESEL (Regency RY 7309) | 91 | 77 | AT THIS MOMENT BILLY & THE BEATERS (Alfa ALF-7095) |
| 27 | 9 | WE'RE IN THIS LOVE TOGETHER AL JARPEAU (Warner Bros. WBS 49746) | 60 | 75 | YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008) | 92 | 66 | FALLING IN LOVE AGAIN MICHAEL STANLEY BAND (EMI-America 8590) |
| 28 | 8 | IN YOUR LETTER REG SPEEDWAGON (Epic 14-02457) | 61 | 55 | SILLY DENIECE WILLIAMS (ARC/Columbia 18-2456) | 93 | 79 | THE ONE THAT YOU LOVE AIR SUPPLY (Arista AS 0604) |
| 29 | 4 | SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430) | 62 | 69 | IN THE DARK BILLY SQUIER (Capitol P-A-5040) | 94 | 73 | HEARTS MARTY BALIN (EMI-America 8084) |
| 30 | 7 | JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357) | 63 | 53 | SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F) | 95 | — | IT'S OVER TEDDY BAKER (Casablanca/PolyGram NB2340) |
| 31 | 10 | GENERAL HOSPI-TALE "THE AFTERNOON DELIGHTS" (MCA-51148) | 64 | — | EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE (A&M 2371) | 96 | 83 | BETTE DAVIS EYES KIM CARNES (EMI-America 8077) |
| 32 | 6 | I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12186) | 65 | 85 | OH NO COMMODORES (Motown M 1527F) | 97 | 82 | THE SENSITIVE KIND SANTANA (Columbia 18-02178) |
| 33 | 6 | WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338) | | | | 98 | — | FANCY FREE OAK RIDGE BOYS (MCA-51169) |

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

| | | | |
|--|--|---|---|
| A Heart In (Headquarters Artist/Irving — BMI) 58 | Let's Put The Fun (Gryhound — ASCAP) 89 | Falling In Love (Berna/Michael Stanley — ASCAP) 92 | Dutchman/Sweet Harmony — BMI) 6 |
| A Lucky Guy (Easy Money Music — ASCAP) 84 | Love All The (Irving/Liesrika Music — BMI) 51 | Fancy Free (Goldline/Silverline — ASCAP — BMI) 98 | Somedays Are (Tree — BMI) 48 |
| Aiming At Your Heart (Assorted Music — BMI) 85 | Love On A Two (Gambi — BMI) 53 | Feels So Right (Maypop — BMI) 35 | Square Biz (Jobete — ASCAP) 63 |
| Alien (Low Sai Music — BMI) 47 | Mony Mony (Big Seven — BMI) 86 | Fire And Ice (Rare Blue/Big Tooth/Dispot/Denise Barry — ASCAP) 36 | Start Me Up (Colgems-EMI — ASCAP) 11 |
| All I Have To Do (House Of Bryant — BMI) 72 | More Stars (Various Publishers — BMI/ASCAP) 74 | Fire In The Sky (Vicious Circle Music — ASCAP) 87 | Stay Awake (Sweetbeat Music — ASCAP) 76 |
| Arthur's Theme (Irving/Woolough/Unichappell/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP) 3 | My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.) 83 | For Your Eyes (United Artists — ASCAP) 10 | Step By Step (Briarpatch/Dab/Dave — BMI) 7 |
| At This Moment (WB Music + Vera Cruz Music — ASCAP) 91 | Nicole (Hamstein — BMI) 70 | General Hospi-tale (Solid Smash — ASCAP) 31 | Stop Draggin' (Gone Gator/Wild Gator — ASCAP) 4 |
| Atlanta Lady (Mercury Shoes/Great Pyramid — BMI) 52 | No Gettin' Over Me (Rick Hall — ASCAP) 13 | Hard To Say (Hickory Grove Admin. By April Music — ASCAP) 23 | Straight From The (Pangola/Careers/Milene — BMI) 45 |
| Backfired (Chic — BMI) 42 | No Reply At All (Hit & Run Ltd./Admin. by Pun Music — ASCAP) 81 | Hearts (Mercury Shoes/Great Pyramid — BMI) 94 | Super Freak (Jobete & Stone City — ASCAP) 26 |
| Beach Boys-Medley (BMI) 3 | No Time To Lose (ATV Music — BMI) 82 | Heavy Metal (Fingers — ASCAP) 56 | Tempted (Illegal Song — BMI) 78 |
| Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI) 95 | Oh No (Jobete + Commodores Entertainment — ASCAP) 65 | Here I Am (Al Gallico/Turtle — BMI) 55 | The One That You (Raydiola — ASCAP) 50 |
| Boy From New York (Trio — BMI) 68 | Our Lips (Gottown/Plangent Visions — ASCAP) 57 | He's A Liar (Gibb Bros. Music/Unichappell Music Admin.) — BMI) 66 | The Breakup Song (Flye Boy — ASCAP) 45 |
| Breaking Away (Daksel — BMI) 24 | Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI) 14 | Hold On Tight (Blackwood/Jet — BMI) 9 | The Night Owls (Colgems-EMI — ASCAP) 20 |
| Burnin' For You (B.O. Cult — ASCAP) 43 | Queen Of Hearts (Drunk Monkey — ASCAP) 2 | I Don't Need You (Boothcote — BMI) 71 | The Sensitive Kind (Audigram — BMI) 97 |
| Chloe (Intersong — ASCAP) 37 | Really Wanna (Roader, Adm. By Almo/High Wave — ASCAP) 21 | It's Over (Kat Family/Unichappell — BMI) 18 | The Stroke (Songs Of The Knight — BMI) 75 |
| Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) 22 | Sausalito Summernight (Southern — ASCAP) 59 | I Don't Need You (Boothcote — BMI) 71 | The Sun Ain't (Saturday/Seasons Sour — BMI) 73 |
| Don't Give It Up (British Rocket/Adm. — ASCAP) 69 | Say Goodbye To Hollywood (Blackwood — BMI) 40 | I'll Do Anything (Big Seven/Bert Reid — BMI/Becket/Miller — ASCAP) 99 | Theme: "Greatest American Hero" (April/Blackwood/Darla/Earlen/ SJC & Cannel — BMI/ASCAP) 17 |
| Double Dutch (Wimot/Frashion/Supermarket BMI) 79 | Shake It Up Tonight (April — ASCAP) 77 | I'm In Love (Duchess — BMI) 49 | Theme: Hill St. Blues (MGM Music — ASCAP) 44 |
| Draw Of The Cards (Appian/Almo/Pants Down/Black Mountain — ASCAP/BMI) 25 | Share Your Love (Duchess Music Corp. (MCA) — BMI) 29 | In The Dark (Abesongs, Ltd. — BMI) 18 | The Voice (WB — ASCAP) 15 |
| Easy To Love Again (Unichappell/Begonia Melodies — BMI/Hidden Valley — ASCAP) 80 | She Don't Let (Fekaris — ASCAP/M&M — BMI) 90 | In Your Letter (Stam Dunk — ASCAP) 28 | Urgent (Gomerseet/Evansongs — ASCAP) 12 |
| Elvira (Acuff-Rose — BMI) 41 | She's A Bad Mama Jama (Jim/EOD — BMI) 39 | It's Over (Kat Family/Unichappell — BMI) 18 | Who's Crying (Week High Nightmare — BMI) 5 |
| Endless Love (PGP/Brockman/Intersong — ASCAP Administered) 1 | Silly (Rosebud) 61 | I've Done Everything (Warner-Tamerlane-BMI) 32 | Working In The Coal (Marsaint Music — BMI) 54 |
| Every Little Thing (Virgin Music — Admin. in U.S. by Chappell — ASCAP) 64 | Slow Hand (Warner-Tamerlane/Flying | Just Once (ATV/Mann & Weil — BMI) 30 | You Could Take (Grey Hare — ASCAP) 38 |
| | | Lady (Jobete & Commodores — ASCAP) 16 | You Don't Know Me (Rightsong — BMI) 67 |
| | | Laila (Hamstein Music — BMI) 68 | You Saved My Soul (Shillogagh — BMI) 60 |
| | | | You're My Girl (Big Teeth — BMI/Bright Smile — ASCAP) 100 |

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

CASH BOX NEWS

FCC Adopts Broad Radio Deregulation Legislative Package

by Earl B. Abrams

WASHINGTON — A proposal to end the fairness doctrine and equal time provisions of the Communications Act, which would in effect extend First Amendment rights to the electronic media, is the key recommendation of the proposed legislative package approved last week by the Federal Communications Commission (FCC).

In voting to ask Congress to amend the Communications Act, the FCC on Sept. 17 also adopted several proposals concerning radio deregulation that were dropped from the Senate's FCC reconciliation bill just before Congress' August recess. The FCC ordered radio deregulation last February (*Cash Box*, Jan. 24).

(continued on page 14)



UNKNOWN FEAR -- Mercury/PolyGram Records recently signed former Ian Hunter Band bassist Martin Briley to an exclusive, long-term recording contract and plans release of his debut LP, "Fear Of The Unknown," Sept. 13. Pictured seated during the signing are (l-r): Mike Lembo, president, Mike's Management; Chip Taylor, vice president, A&R; Briley; Peter Lubin, director, A&R; Eileen Garrish, vice president, legal and business affairs; and Bob Sherwood, executive vice president and general manager of the label. Pictured standing are (l-r): Fae Horowitz, production coordination, Mike's Management; and Harry Losk, senior vice president, marketing.

Calif. Anti-Piracy Law Is Invoked In 'Discontinued' Case

by Richard Imamura and Marc Cetner

LOS ANGELES — Discontinued Records, a "record library" allegedly involved in illegal taping activities, was closed down Sept. 16 by officers of the Burbank (Calif.) Police Dept. in what is believed to be one of the first times local or state law has been invoked against an alleged record pirate. The Burbank Police, in conjunction with the office of Los Angeles District Attorney John Van De Kamp, closed the business using Sec. 653 of the California Penal Code.

In addition, the proprietor, Les Szarvas, was arrested.

The Discontinued Records operation allegedly was involved in the practice of illegally duplicating sound recordings without the permission of the copyright owner. Discontinued Records allegedly allowed customers to choose for taping from its on-site catalog of an estimated 1.5-2 million record collection. The customer allegedly paid a fee for the service.

The practice was deemed in violation of Sec. 653H of the California Penal Code. According to Lt. J. Gibson of the Burbank Police, Sec. 653H involves the "willful transfer or sale of recorded sound without owner's consent."

"This represents a significant breakthrough because it (Discontinued Records) was a very large operation that

(continued on page 36)

Focus On First Amendment Rights At NRBA

by Larry Riggs

MIAMI BEACH — Impending deregulation of radio, First Amendment protection for radio broadcasters, the impact of cable and satellite technology on the industry, adapting to changing demographics and radio's need to form a strong lobbying organization were the key issues addressed at the eighth annual National Radio Broadcasters Assn. (NRBA) convention held here at the Fontainebleau Hotel Sept. 13-16.

Setting the tone for the convention, Rep. Cecil Heftel of Hawaii, the founder of Heftel Broadcasting and keynote speaker, said, "Broadcasting is an umbrella under which the community and Congress seldom focus on anything but a set of rules for television. Radio never gets noticed." Heftel, in his Monday morning speech, called for strong grassroots lobbying to change the laws regulating radio broadcasting. "You will have to communicate that the public will be better served by deregulation," Heftel said. "The law can only be changed when Congress understands it is in the public interest."

'Long Way To Go'

Echoing Heftel's sentiments, Sen. Bob Packwood of Oregon, who has led the fight for radio deregulation in Congress, cited airlines, railroads and trucking industries that have benefitted from deregulation. Adding that "we still have a long way to go before we can get the deregulation statutes on the books," he, too, urged the NRBA to lobby in Washington.

Packwood also affirmed his desire to lead a movement in Congress to give radio

First Amendment protection. "It is now time to make a frontal assault on amending the Constitution to give the electronic media the protection that we give to print media," he said. He cautioned that he would not go ahead with this proposal without the active support of all branches of the electronic media but would be "a willing leader" with that support.

At Tuesday's luncheon, Mark Fowler, chairman of the Federal Communications Commission (FCC), spoke about the efforts he is making to deregulate radio, including the repeal of the "Fairness Doctrine," which requires broadcasters to present both sides of any controversial issue. "I have directed the staff to prepare for the Commission's consideration a recommendation that the Congress abolish it," Fowler said. "The commission will vote on this recommendation Thursday." Fowler stated his belief that with the proliferation of broadcast media, there is nothing to justify "the burden of the fairness doctrine on free expression."

Within the FCC, Fowler said that he will establish a working group to evaluate "every rule on a first priority basis." In other FCC business, Fowler said that the issue of changing the AM band spacing from 10 kHz to 9kHz has been "successfully resolved" and that he intends to bring the issue of AM stereo before Congress in the first quarter of 1982. Other issues the FCC will be considering will be the private use of VHF radio and common ownership of AM and FM stations, according to Dick Shihen, chief of the FCC Broadcast Bureau, who spoke at a workshop entitled "The New FCC" Tuesday morning.

One reason why deregulation is so popular among the broadcasters is that technology has changed the original purpose of the regulations. Among the newest technologies discussed at the convention were cable television and satellite broadcasting. In a well-attended Sunday night workshop entitled "Cable and Satellite Forum," Bill Burton, vice president of Eastman Radio, a company representing several cable television firms, tried to allay fears that cable will cut into radio's share of advertising dollars. "Cable still has some distance to go," he said, citing Chicago, Dallas, Detroit and Boston as major markets currently lacking cable television service. Although Burton stated that cable television, like radio, is a community-oriented frequency medium "targeted for busy people who are difficult to reach," he felt that "network television's biggest enemy is going to be cable."

The workshop also dealt with the future of local radio programming in the face of

emerging satellite radio networks. "We've learned too much about doing local radio to throw it all out," said Rick Sklar, president of ABC Radio Networks. "We need much more collaboration between the satellite networks and local programmers." Citing satellite radio's benefits, Sklar said he feels satellite networks save small stations money on personnel and can attract top disc jockeys because they have facilities good enough to help them develop their

(continued on page 17)

Retailers Call On Labels For More Help At NARM Meeting

by Richard Imamura

LOS ANGELES — While the proposal to embark on a \$2 million institutional advertising campaign for the "Gift Of Music" was certainly the highlight, other priority issues for retailers were also discussed at the National Assn. of Recording Merchandisers (NARM) Retailers Advisory Committee meeting Sept. 9-11. Bar coding, appreciation of the role of the retailers in the industry, the quality of pre-recorded tape and the standardization of forms to facilitate communication were also identified as priorities for the retail sector.

None of the majors — Capitol/EMI America/Liberty, CBS, MCA, PolyGram, RCA and WEA — have yet committed to the proposal to contribute 1/2 cent per album or tape unit sold to fund the institutional advertising campaign, but additional NARM presentations on the subject are scheduled for the upcoming executive board meetings of the Recording Industry Assn. of America (RIAA), Country Music Assn. (CMA) and Black Music Assn. (BMA) (*Cash Box*, Sept. 19).

Aside from the institutional advertising campaign, the nearly 50 retailers and label representatives gathered at the La Costa Hotel in Carlsbad, Calif. held lively discussions on the topics identified as priorities by Retailers Advisory Committee chairman Lou Fogelman (president of the Los Angeles-based Music Plus chain and City One-Stop).

Bar Coding

Retailers on the bar coding panel came out strongly in favor of implementation as soon as possible (*Cash Box*, Sept. 19). Citing greater efficiency in processing sales, shipping, inventory and returns figures (and the resultant lowering of overhead), retailers urged the labels to adopt the Universal Product Code (UPC) bar coding system as a "painless" way to cut costs.

The panel — consisting of Kent Arett, Pickwick International; Roy Imber, Elroy Enterprises; Evan Lasky, DanJay Music; Stewart Schwartz, Harmony Hut; Sandra Paul, NARM consultant; and moderator George Arvan, Musicland Group — unanimously urged the labels to adopt UPC since "at least 70% participation" is needed for the system to be practical.

Another of the priorities — appreciation of the role of the retailer in the music industry — was enthusiastically addressed by the retailers panel, consisting of moderator Jim Bonk, Camelot Music; and panelists Jerry Adams, Harmony House; Bill Golden, Record Bar; Alan Levenson, Turtles; Carl Rosenbaum, Flip Side; Fred Traub, Musicland Group; and Russ Solomon, Tower.

In urging greater industry support of the retail sector, the panel identified eight points it felt illuminated the retailers' critical role in the industry.

First, the panel pointed out that retailers are the ones that can work with labels on a central marketing concept for a particular record. Citing such advantages (over the racks and other outlets) as in-house advertising divisions and promotion/merchandising pushes possible in retail stores, the panel felt the labels should help whenever possible to facilitate these efforts.

In the area of artist development, the panel pointed out that retailers are again in the best position to work new artists by carrying the product in the first place (something the racks cannot do) and by sponsoring such activities as in-store artist appearances. Asking the labels for greater consideration, Bonk said, "Along with rising labor and other costs to sustain all of the above, we have to assume the lion's share of the risk when we support breaking artists."

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HOLMES AT E/A — Singer/songwriter/producer Rupert Holmes recently entered an exclusive worldwide recording pact with Elektra/Asylum (E/A) Records, and will release his debut LP for the label, "Full Circle," in mid-October. Pictured at E/A's New York offices are (l-r): Bruce Lundvall, E/A senior vice president; Norman Kurtz, Holmes' manager; and Holmes.

Retailers Praise Labels' Fall Discount, Dating Programs

by Michael Martinez

LOS ANGELES — Dating and discounting programs developed for the fall sales season by many of the major labels are being lauded by retailers, who predict the deals will allow them to purchase product in larger volume, offer more sales or specials to consumers and to be better prepared for the holiday sales season.

Among the labels offering such programs are the WEA labels, as well as CBS, PolyGram, Arista, RCA, MCA and Capitol.

Many of the retailers contacted by **Cash Box** maintained that the five to ten percent discounting and the extended billing offered for the fall are the most substantial deals extended to retailers since the late '70s when the entire record industry experienced a sales slump.

"It really is a turnaround from the tight conditions we've been experiencing the last few years," noted Joe Bressi, vice president of the Canton-based Stark/Camelot company, which encompasses the 185-store Camelot Music and Grapevine webs.

Viewed collectively, the deals offer discounting and dating on anywhere from 50 to 150 titles, covering pop, R&B, country and classical product. The most common discount percentage was five percent, while the highest was 10%.

But as Alan Levenson, president of the 17-store Turtles chain based in Atlanta, noted, "We've (dealers) come to expect the five percent discount."

Perhaps the most complex of the programs is being offered by PolyGram, which is extending a basic 4.8% discount on purchases made before Oct. 23. There's an additional 60 days deferred billing on the classics except for new releases in September and October.

PolyGram is also offering some discounting on its pop catalog, including Jan. 10, 1982 dating. The Moody Blues LP and the *Endless Love* soundtrack album are being offered at a 3.8% discount. To qualify for both the pop and classical programs, accounts are required to buy a minimum of 200 pieces.

WEA is offering a five percent, four-week program, which started last week, on 140 catalog titles with deferred billing, half payable in December, half in January. Some retailers contacted noted that WEA's program was a "one shot" deal allowing retailers to order from the catalog program only once.

Offering a more diverse program is CBS, which is extending a five percent discount on about 50 chart-cracking LPs and

deferred billing until Dec. 10. Another element in the CBS program includes a 10% discount and Jan. 10, 1982 dating on some catalog product, exclusive of midline and classical titles. Masterworks and the Odyssey boxes bought under the program receive a five percent discount and Feb. 10 dating.

The RCA program ends Sept. 25 but offers a 5.66% discount and extended billing to Dec. 10 on 100 catalog titles. Also included in the RCA deal are about 25 titles on the A&M label which will receive a five percent discount with dating to Dec. 25.

Arista started a dating and discounting program last week that runs through Thanksgiving and offers dealers 60 catalog titles.

MCA has plans to run individual two-week programs on the catalog of Lynyrd Skynyrd, the Who and Neil Diamond, campaigns which will start in October. The programs offer discounting but no dating.

The Capitol program will include extensive television advertising along with radio and print ads tying into the NARM gift giving campaign. The deal will extend to about 150 titles, current and catalog.

Right Time

Many retailers contacted by **Cash Box** said that the programs come at a time when unit sales are continuing to diminish and when it is increasingly difficult to maintain adequate stock, given returns and credit policies.

"I think it's a step in the right direction," said Ben Karol, president of the New York-based King Karol chain, who added that "since prices have gone up and they (manufacturers) step on dealers so hard, they should offer deals like these.

"If there wasn't a break like these programs, I'd have to raise my prices again for the holiday season," he continued.

Bressi viewed the label discount and dating programs as an "insurance policy against running out of stock.

"If we bought conservatively, as we normally do, then coming into the holiday seasons we could be faced with serious stock outages, and if we don't have what the consumer wants during this season, we could be out of business before Christmas," he added.

Bressi further noted that the deals will allow the Camelot and Grapevine chains to develop more specials and promotions.

The timing by which the labels have offered the deals has made the entire proposition more attractive for the Everybody's chain based in Portland, Ore.,

(continued on page 14)

Schlosser, Summer Foresee Larger Vid Role At RCA Label

by Fred Goodman

NEW YORK — In a major corporate restructuring move revealed last week, RCA Corp. has consolidated all entertainment activities with the exception of NBC into a single group headed by RCA executive vice president Herbert S. Schlosser. Reporting to Schlosser will be RCA Records, RCA SelectaVision VideoDiscs, RCA International Audio-Visuals, Inc., and RCA Cable, Inc.

In an exclusive interview with **Cash Box**, Schlosser and RCA Records Division president Bob Summer revealed that the consolidation presages greater involvement by the Records Division in distribution of video software, and that it is expected to hasten RCA's involvement in video music productions. Additionally, Summer confirmed speculation that last month's relocation of RCA Records' European regional headquarters was in anticipation of this corporate restructuring.

Schlosser indicated that the consolidation is in keeping with RCA's plans for the expansion of the home video market and that stepped up use of the Records Division for software distribution was a logical and long anticipated move.

"We have always indicated that in the first phase of the video disc we would sell the discs where the players were sold because there would be no other way to launch it," said Schlosser. "I think what's actually happened in the marketplace has validated that decision a hundred-fold. We've always said that as the player population goes up, video discs will begin to appear in record stores and software only

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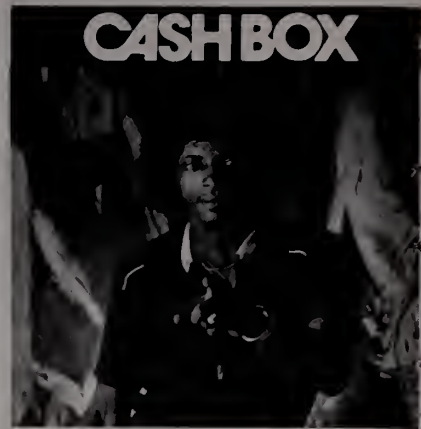
11 Arrested At 'Secret' Rolling Stones Concert

NEW YORK — Eleven people were arrested Sept. 14 for disorderly conduct as they threw beer bottles and acted rowdy outside a "secret" Rolling Stones gig at a small club near Boston. The concert, sponsored by WAAF, Boston, was free to 300 people wearing WAAF T-shirts stopped on Boston streets by WAAF spotters. No seats were sold and WAAF did not reveal the venue.

But fellow AOR station WBCN got wind that the club was Sir Morgan's Cove in Worcester, from the Worcester chief of police and broadcast it, against WAAF's wishes. "Any radio station which announces over and over and over again a limited engagement in a small club is reckless and irresponsible," said Steve Stockman, director of promotion of WAAF. But Dave Bieber, director of creative services at WBCN, said the announcements were broadcast only on the 12:50 and 5:50 p.m. news spots on the day of the concert. Despite the arrests, the outside crowd caused no further disturbance. "There were no injuries or destruction," said Stockman. "In fact, 4,000 people got to hear the Stones because the police set up barriers in front of the club and opened the doors."

The concert came about because of the efforts of WAAF, which according to David Bernstein, WAAF program director, tracked the group down at Boston's airport and asked them to do an interview. One thing led to another, and the group chose Boston for what they termed "an informal gig" because they had not scheduled a major concert there.

This was why WBCN had made so much of this concert according to Bieber. He added that the mayor of Boston last Thursday offered the Stones a chance to play Boston's 4600-seat Metropolitan Center but the Stones had turned him down.



Twentieth Century-Fox Records recording artist Carl Carlton is one of this year's most exciting black contemporary newcomers... sort of. His brand of light, laid back R&B/funk and the wonderfully infectious "She's A Bad Mama Jama (She's Built, She's Stacked)," which has already gone to the #1 spot on the **Cash Box** B/C Singles Chart, have made him the new face to watch in R&B circles, but he's far from an overnight sensation.

The 29-year-old, Detroit-born Carlton has been pounding the soul pavement since the age of 14, and he even had a Top 10 hit in 1974 with a remake of Robert Knight's "Everlasting Love." But his self-titled debut for 20th and its first single have really turned the tide for Carlton as far as national acclaim is concerned.

The album has rocketed to the #7 spot on **Cash Box** B/C Album chart, and the single has shown tremendous crossover appeal as "Bad Mama..." has bulleted into the Top 40 on the Pop Singles chart. And other songs on the LP like the breezy "Sexy Lady" and the bouncy funkier, "Don't You Wanna Make Love," should guarantee Carlton a long stay at the top of the charts.

Born and raised in the eastern section of the Motor City, Carlton had already earned a reputation, via local talent contests, as quite a crooner by the time he was in his early teens. He cut his first single on a tiny Detroit label in 1964. And while the song didn't go anywhere, it led Don Robey, founder of The Duke, Peacock and Backbeat labels, to sign the youngster and take him to his headquarters in Houston.

Carlton began opening for such acts as The Four Tops and The Miracles, and in 1970, his work on the Backbeat label earned him a Golden Mike Award as most promising vocalist by the black broadcasting group National Assn. of Radio and Television Announcers.

When Backbeat was absorbed by ABC, Carlton went on to record three fine, but unnoticed, albums, save for the "Everlasting Love" hit. After ABC, Carlton went on to Mercury Records, an association that yielded little vinyl but did lead to a friendship with producer Leon Haywood.

With Haywood behind the board and session aces like George Duke and James Ingram in the band, Carlton has finally hit his stride with his first solo flight on 20th.



APRIL-BLACKWOOD PACT WITH ENTERTAINMENT COMPANY — April-Blackwood Music Publishing has signed a sub-publishing agreement with the Entertainment Company for the world outside of the U.S. and Canada. Pictured at the signing in New York are (l-r): Harvey Shapiro, vice president, CBS Songs International; Martin Bandier, executive vice president, Entertainment Company; Michael Stewart, president, April-Blackwood Music Publishing; Mel Ilberman, vice president and general manager, April-Blackwood; and Charles Koppelman, president and chief executive officer, Entertainment Company.

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ROCK 'N' ROLL IS A CONTACT SPORT,

AND WE HAVE THE HITS!



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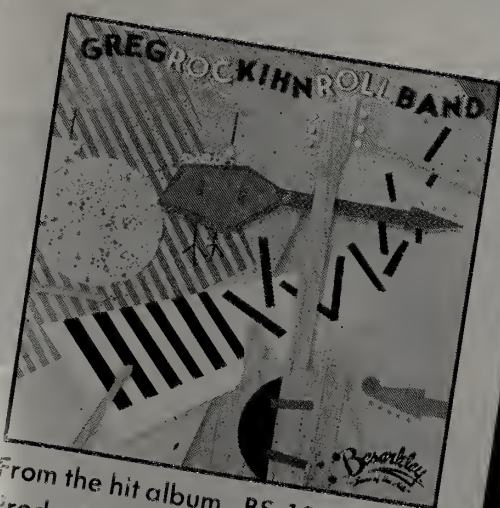
Give your ears a sporting chance

with our new all-pro lineup

GREG KIHN "THE GIRL MOST LIKELY" B-47206

POINTER SISTERS "WHAT A SURPRISE" P-47937

JOEY SCARBURY "WHEN SHE DANCES" E-47201



From the hit album BS-10069
Produced by Matthew King Kaufman



From the Gold album P-18
Produced by Richard Perry



From the debut album 5E-537
Produced by Mike Post

NEW FACES TO WATCH



John K. Neptune

The hackneyed artism that "less brings more" is — for the ten thousandth time — more meaningfully applied to the work of musician John Kiazan Neptune.

Despite the apparent simplicity of his instrument — the five-holed Japanese bamboo flute *shakuhachi* — it requires deep imagination and creative resource to master the sound, which he uses to fuse the personal spiritualism of Eastern music with the robust, jazzy personality of Western music.

The marriage of these idioms is most evident on Neptune's "Shogun" LP, released in the U.S. by Inner City Records. The album is collage of the artist's compositions, which capture the color and textures of music composed on *shakuhachi*. But that music, performed on the five-note pentatonic scale, also forms the melodic and aural base for big beat and free rhythm jazz/R&B rockers, which at once stand out all over the work.

The 29-year-old native San Diegan recalls one composition he originally wrote for three *shakuhachi*, but was later arranged for an 11-piece fusion outfit with additional strings.

"I was not necessarily thinking of jazz while writing this piece for three *shakuhachi*, but the music lent itself to that arrangement," Neptune explains.

"In the traditional music world there (in Tokyo, Japan, where he now resides), there wasn't much encouragement to play around on the instrument," he continued, adding, "but as I learned more about the instrument, I put the focus on how I could improvise with it."

Improvisation. That great Western trait of doing the best with what you have has become the very reason that Neptune was asked by his label, EMI Toshiba, to compose the music for the "Shogun" album.

"There are not many professional *shakuhachi* players in Japan who can compose Western music," he said.

Neptune didn't begin learning the instrument himself until 1971 under the direction of Ryozan Okano, a Buddhist priest living in Hawaii, later earning the "shi-han" (master's certificate) in Japan, where he spent time doing public recitals, appearing on local television on his way to becoming one of the top five *shakuhachi* players in the country.

Neptune released two solo albums on Toshiba EMI, entitled "Bamboo Textures" and "Bamboo." Following those LPs, Neptune did an album for a Buddhist label that placed the *shakuhachi* in an Indian music setting.

He said that following the Buddhist label project, Toshiba asked him to compose the music for "Shogun," an LP described by arranger Takao Naoi as an effort to tell a Japanese story in a language that would be familiar to Westerners.

Even with this assembly of musicians, Neptune was able to transcend perceptions — his own, those of others — and offer a piece that can penetrate the commercial jazz record industry and also bring a new facet to commercial jazz language.

"If I can bring something to jazz that is different, then that's what I want to do," says Neptune, adding, "I not only want to make good music, but music that no one else makes."



Novo Combo

The four individuals who make up PolyGram recording group Novo Combo offer a combination of youth and music business experience that sets them apart from most other new outfits. With drummer Mike Shrieve having spent seven years with Santana and being involved in numerous other past projects; bassist Stephen Dees having spent two years with Hall & Oates and recorded his own solo album; guitarist Pete Hewlett having also released a solo LP previously; and guitarist Jack Griffith having played with his share of local groups, Novo Combo seems dedicated to the idea that by collaborating they can forge a group sound that is even better than their output as individuals.

"We were looking for a group where everyone was a good musician, could write well and could sing," says Shrieve, who put the band together after meeting Dees in New York a little over a year and a half ago.

In order to complete the lineup, Shrieve and Dees left the Apple for Miami, where Dees was from originally, to look for musicians. There they met both Hewlett and Griffith and, as it turns out, their management as well.

They returned to New York and immediately started gigging regularly under the name Soldier. "We wanted to establish ourselves as a live performing band," Shrieve says, "and to develop a group sound. We felt that playing regularly in front of audiences was the best way to do it."

Although courted by a number of labels, the group decided to go with PolyGram because "they came to us and showed their interest and enthusiasm for us very early on," according to Shrieve.

By the time Novo Combo went into the studio to record its debut LP with producer Chris Kimsey, the time spent gigging had made its mark on them. "In the beginning we just did everybody's individual songs, but by working together we realized we'd have to push things further so that every song would be representative of the whole band," says Shrieve. "We wanted to reproduce our live performance sound on the record anyhow, and because we knew the material so well we were able to finish the basic tracks in five days."

Novo Combo's self-titled album has, according to Shrieve, drawn a lot of comparisons to the sound of The Police. Like that group, Novo Combo favors a spacious sound and attempts to fuse rock'n'roll, funk, reggae and jazz styles. Although Shrieve says they are aware of certain similarities, he says the group decided to "keep going in the direction we've been going."

The group will have the chance to effect that evolution on the road starting next month. They plan an American tour that will take them through December, with a European jaunt to follow immediately on its heels.

Here, they'll be playing mostly club dates, because, says Shrieve, "we want to be able to headline and not have to compromise our sound."

"When we first started playing the clubs I felt nervous because it was so direct and I hadn't done it in a long time," Shrieve admits. "But after having spent over a year doing it now, I really love the intimacy a club gives you."

ARTIST PROFILE

Bill Monroe: Bluegrass Star Still Spreading His Message

by Jennifer Bohler

NASHVILLE — It takes years of hard work, dedication and talent to earn the title legend. It takes surviving the lean years when there are only a handful of faithful followers and a limited cash flow. It takes surviving the good years when the money's flowing pretty good and people are all too ready to tell you how great you are. It takes sticking close to your roots, playing your hand wisely and, as Ricky Skaggs sings, "not gettin' above your raisin'."

Bill Monroe has earned that title and another as well. Known the world round as the father of bluegrass music, the softspoken, erudite Monroe remains unaffected by it all. Probably the man most responsible for introducing bluegrass to the masses, Monroe spent years on the road perfecting his craft and little by little, generating a massive following. Within the bluegrass realm, he is indeed the epitome of what every artist strives to be.

He is a self-confessed purist in his music. "I try to keep my music pure. I believe in playing it that way," he says. "I believe in sticking close to the melody and the way it was written. I like songs that have got a good story."

Monroe was introduced to the "good story" music at an early age. Born Sept. 13, 1911 on a 655-acre farm in Rosine, Ky., he was the youngest of eight. Music was not uncommon in his home — his mother, Malissa Vandiver, played fiddle and accordion, his uncle, Pendleton Vandiver, was a noted fiddler, and his older brothers, Charlie and Birch, played guitar and fiddle, respectively. In fact, his brothers' choices in instruments were what led Monroe to opt for the mandolin, which he taught himself to play. Monroe was also attracted to Arnold Shultz, a black blues player whom Monroe labels one of the best, "a really good blues man."

Monroe furthered his musical education by playing any number of square dances with his Uncle Pen and Shultz, until his 18th birthday, when he joined his older brothers in Indiana. In addition to working in oil refineries, the Monroe brothers were working on their music. The trio spent part of its time working for a Gary, Ind. radio station when the Texas Crystal Co. offered them a sponsorship and a chance to play their music on a full time basis.

First Record Contract

Brother Birch dropped out of the band about this time. Bill and Charlie carried on the duo, travelling across the country until 1936, when they were approached by RCA Victor and offered the chance to record. Some may find it hard to believe, but at first, the Monroes weren't really crazy about the



Bill Monroe

idea. But once they started, it seems it was hard to stop. Within a two-year period, they recorded 60 songs, including their first hit "What Would You Give In Exchange?"

It was in 1938 that Bill and Charlie parted ways and Bill became a solo act, continuing to forge the title that would one day become "father of bluegrass." If Monroe looked upon his native state's rich musical heritage as his school and the people he knew and grew up with his teachers, then, indeed, Monroe and his music have served as the grand master for any number of aspiring musicians, including Emmylou Harris and Ricky Skaggs. And truly, Monroe has more than once been quoted as referring to bluegrass itself as a school — a music that will teach a great deal.

"If you learn to play bluegrass, you know a lot about music," he said. "If you can really play bluegrass right, you can play nearly any kind of music. For young kids coming up, it's a school of music for them. It's got a lot of different times, and it's got a good drive to it, a good beat. There's a lot of kids playing bluegrass today, and they love it."

Loves Music

How does Monroe keep it interesting for himself, a challenge after so many years? His response is as simple, unchanging and true as his heritage. "I love good music. When you get it where you want it and the people like it, well that gives you a good boost in the way of doing something for the people. I like to do it that way. I also like to write instrumentals and come up with a melody people haven't heard. I enjoy that — it gives me a good feeling."

Monroe's current MCA album, "Master of Blue Grass," is an instrumental and the first totally mandolin album he has ever done. The first single from the album was a melancholy, rather introspective effort called "My Last Days On Earth," a song that instantly causes the listener to question the intent of the writer/performer.

"The song did make me feel sad, and I

(continued on page 22)



JUANA PACT? — Fred Knight's production company and Juana Records recently entered a pact with newly formed R&L Distribution, headed by president Michael Roshkind. Pictured toasting the signing are (l-r): Wally Roker, consultant to Knight; Knight; Mike Lushka, executive vice president of R&L; and Roshkind.

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

ARLAN DAY (Pasha ZS5 02480)

Surrender (3:42) (WB Music Corp./The Pasha Music Company/Hovona Music Co.-ASCAP) (A. Day) (Producer: L. Brown, in association with S. Proffer)

Dreamy multi-tracked high harmonies, sexy sax breaks and a carressing keyboards-rhythm combination are the key ingredients in this entrancing bit of pop from newcomer Day. Fans of the early Hall & Oates/Bee Gees sound should find this right up their alley.



GREG KIHN (Beserkley B-47206)

The Girl Most Likely (2:40) (Rye-Boy Music-ASCAP) (G. Kihn, S. Wright, L. Lunch, D. Carpenter, G. Phillips) (Producer: M. King Kaufman)

Who says good guys finish last? After six albums, likable rocker Greg Kihn finally nabbed his first Top 20 single with "The Breakup Song," and this tumbling follow-up should help maintain the momentum. Steve Wright's brawny bass work and Larry Lynch's muscular yet precise drumming provide the rhythmic hook here.



ICEHOUSE (Chrysalis CHS 2556)

Walls (3:49) (Rare Blue Music, Inc.-ASCAP) (I. Davies) (Producers: C. Allan, I. Davies)

Icehouse's Iva Davies entreats the listener to once again enter the Australian band's world of densely textured synth rock on the follow-up to "We Can Get Together." The title is appropriate enough, as the quartet bursts from a heartbeat rhythm into a wall-like keyboard and guitar hook.



PETER TOSH (EMI America A-8094)

Reggae-Myllits (3:15) (Mabrak Music, admin. by The Bug Music Group-BMI) (P. Tosh) (Producer: P. Tosh)

A great deal closer to a roots groove than the last single, the latest from Tosh finds the ex-Wailer vocalizing about a very "dread" disease indeed, and one that programmers will hopefully catch. With a slow, deliberate rhythm anyone can skank to, it is definitely contagious.

CHRIS CHRISTIAN (Boardwalk NB7-11-126)

I Want You, I Need You (3:38) (Marvin Gardens Music/Home Sweet Home Music/Bug and Bear Music-ASCAP/John Charles Crowley Music-BMI) (C. Christian, S. Smith, J.C. Crowley) (Producer: B. Gaudio)

Are you a Top 40 or A/C programmer looking for something that sounds a little like Air Supply? Look no further, buddy, 'cuz we've got a record for you. This secular number from Christian artist Christian is light and lovely pop.



BILLY BURNETTE (Columbia 18-02527)

(Blow Out The Candle) Let The New Love Begin (2:55) (Dorsey Music Co./Third Son Music-ASCAP) (B. Burnette, M. Williams) (Producers: B. Seidel, B. Beckett)

Burnette, unlike his trendy contemporaries, doesn't seem so intent on mimicking early rockabilly, and that is why his music is so effortlessly winning. Billy contemporizes the old Burnette sound with a mix of country, rock and rockabilly.



SUE ANN (Warner Bros. WBS 49822)

Company (4:19) (Easy Money Music/Know One Nose Music-ASCAP) (R.L.Jones, A. Johnson) (Producer: P. Bellotte)

Part of the Minneapolis scene that spawned labelmates Prince and The Time, young Sue Ann, in truth, bears little resemblance to either act musically on the first single from her self-titled debut. Instead, she takes a Rickie Lee Jones song and turns it into a straight R&B ballad with Emotions-like inflections.



RAMONES (Sire SRE 49812)

We Want The Airwaves (3:21) (Bleu Disque Music Co., Inc./Taco Tunes-ASCAP) (J. Ramone) (Producer: G. Gouldman)

After years of doggedly thrashing about with three chords, America's original punks have gotten sorta slick in their old age. Under producer Graham (10cc) Gouldman, they've turned out a pounding yet dynamic rocker that even AC/DC fans will find appealing. Turn it up, AOR, and give 'em the airwaves.

FEATURE PICKS

HITS OUT OF THE BOX

EARL KLUGH (Liberty A-1431)

Twinkle (4:15) (United Artists Music Co., Inc./Earl Klugh Music-ASCAP) (E. Klugh) (Producer: E. Klugh)

Klugh's finger poppin' picking style is framed in a frothy fusion setting on this instrumental from the "Crazy For You" LP. Keyboards and congas combine to set the rhythm hopping here on this jazzy B/C sleeper.

GRAND FUNK RAILROAD (Full Moon FMS 49823)

Y.O.U. (2:52) (Cram Renraff Co.-BMI) (M. Farner) (Producers: A. Cavaliere, B. Destocki)

Grand Funk Railroad is back on the track, with Mark Farner and Don Brewer surviving from the original unit. The sound on its first single from the "Grand Funk Lives" LP is tight with plenty of rock bite. Rapid fire axe licks pace the punchy hook.

CHERYL LYNN (Columbia 18-02511)

In The Night (3:59) (Raydiola Music-ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)

Lynn and producer/composer/arranger Ray Parker, Jr. make an unbeatable combination on the title track from Cheryl's latest. The trademark Raydio sound creates this a silky, seamless dance number to showcase Lynn's liquid vocalizing.

ATLANTIC STARR (A&M 2364)

Think About That (3:42) (Almo Music Corp./Newban Music/Audio Music Publishers-ASCAP) (D. Lewis, W. Lewis) (Producer: J.A. Carmichael)

The Starr is on a roll, with the "Radiant" LP reaching gold and its latest single grabbing all sorts of B/C adds. Singer/keyboardist Wayne Lewis is the prime mover and shaker here, with his growling gospel intonations as the force behind the funk.

FRANK SINATRA (Reprise RPS 49827)

Say Hello (2:23) (Elliot Music Co., Inc./Sergeant Music Co., Inc.-ASCAP) (D. Behrke, S. Cahn.) (Producers: F. Sinatra, D. Costa)

Those inimitable Sammy Cahn lyrics, which grace other big Sinatra showstoppers, are applied to Behrke's Pan Am commercial theme for another rouser from Ol' Blue Eyes. The flip is a more mellow Stephen Sondheim number from *Merrily We Roll Along*.

YATES BROTHERS & SISTERS (MCA MCA-51188)

Electricity (4:20) (Echo-Rama Music World/Ritesonion Music-ASCAP) (K. Echols, A. Sanderson) (Producer: B. Wright)

A sturdy mid-tempo R&B rhythm fills out this stylish dancer from newcomers the Yates, as sharp, zesty female vocals and harmonies grab the hook and shake it out. Plenty of punch in the horn and rhythm sections underscore the uptempo mood.

DAN HARTMAN (Blue Sky ZS9 02472)

All I Need (3:20) (Silver Steed Music, Inc.-BMI) (D. Hartman) (Producer: D. Hartman)

A spacious production surrounds this dreamy adult pop, A/C cut, as the heavily echoed vocals and instrumentals move from a simple piano opening to big, string-filled crescendoes.

AMII STEWART (Handshake WS9 02441)

Why'd You Have To Be So Sexy (3:10) (Louise-Jack Publishing Inc.-ASCAP) (L. Boone, L. LaFalce) (Producers: B. Leng, S. May)

Crisp, inventive horn arrangements spark this brassy dance number, but Stewart's red hot vocals here will actually melt turntables. She carries this winning club, B/C number off with considerable panache.

RANDY CRAWFORD (Warner Bros. WBS 49821)

Rio De Janeiro Blue (3:57) (Glenwood Music Corp./Rockyn Robyn Music-ASCAP) (R. Torrance, J. Haeny) (Producer: T. Lipuma)

A jazzy samba beat, accented by zephyr-like flute, provides the instrumental bedrock for Crawford's bluesy vocalizing on this tune from the "Secret Combination" LP. A top-flight B/C track.

CHOCOLATE MILK (RCA JH-12335)

Blue Jeans (3:58) (Cessess Pub./Electric Apple Music/Le-Ha Music-BMI) (H. Redmon, Jr., L. Hayes) (Producer: A. Jones)

Makers of designer jeans will absolutely love the free publicity this funkier offers, as Chocolate Milk chants a litany of major manufacturers behind a lead which extols the virtues of tight denims around a woman's posterior.

BOB DYLAN (Columbia 18-02510)

Heart Of Mine (3:30) (Special Rider Music-ASCAP) (B. Dylan) (Producers: C. Plotkin, B. Dylan)

THE POLICE (A&M 2371)

Every Little Thing She Does Is Magic (3:58) (Virgin Music, Inc., admin. in the U.S. by Chappell Music Co.-ASCAP) (Sting) (Producers: The Police, H. Padgham)

GENESIS (Atlantic 3858)

No Reply At All (4:37) (Hit & Run Music Ltd., admin. by Pun Music-ASCAP) (Banks, Collins, Rutherford) (Producers: Genesis)

MORE STARS (Radio RR 3863)

More Stars on 45 — Papa Was A Rolling Stone, Dance To The Music*, Sugar Baby Love, Let's Go To San Francisco, A Horse With No Name, Monday Monday, Tears Of A Clown, Stop In The Name Of Love, Cracklin' Rosie, Do Way Diddy Diddy*, A Lover's Concerto, Reach Out I'll Be There, Sounds Of Silence, Stars On 45 (4:40) (All songs published by ASCAP except * BMI) (Producer: J. Eggermont)

GINO VANNELLI (A&M 2360)

Wheels Of Life (3:56) (Almo Music Corp./Giva Music-ASCAP) (G. Vannelli) (Producers: G. Vannelli, J. Vannelli, R. Vannelli)

Paul Marks, ASCAP Managing Director, Dies

NEW YORK — Paul Marks, managing director of the American Society of Composers, Authors and Publishers (ASCAP), died Sept. 15 in New York City. He was 52 years old.

Marks, a graduate of Yale Law School, joined the ASCAP legal staff in 1957 after serving as Law Secretary in the U.S. District Court for the Southern District of New York. He was later named distribution manager and appointed ASCAP chief operating officer in 1976. Marks was responsible for overseeing the licensing of the Society's repertoire, distributing its revenue, developing its information systems and handling transactions with foreign performing rights organizations. Marks directed a staff of over 700 in 18 locations throughout the country.

A special long-standing interest in the international music community was reflected in Marks' membership in both the Executive Bureau and Administrative Council of the Confederation of International Societies of Authors and Composers (CISAC).

"There was no one more dedicated to the growth and well-being of ASCAP," said Society president Hai David. "He was greatly respected and loved by all who knew him. All of us feel a tremendous loss."

He is survived by his wife, Janet, daughter, Julia, and mother, Ester Marks. Memorial services were held Sept. 16 at Riverside Memorial Chapel in Manhattan.

MSI Records Bows; Inks Stiff America P&D

NEW YORK — Shadow Prods. of New York and Mutiny Records of San Francisco have merged to form MSI Records. The company's first releases include SVT's "No Regrets" LP and Hurricane Jones' self-titled album. Both LPs are slated to be in the stores by October.

In addition, MSI has pacted Stiff America Records to manufacture and distribute MSI product.

"We're extremely happy to be involved with this energetic new label," said Bruce Kirkland, head of Stiff America. "They've got the musical chops to make hit records and the promotional experience to deliver them. With our network of independents, we'll work to achieve the distribution and visibility these albums deserve."

RIAA Sponsors U.K., U.S. Tax Symposium

NEW YORK — The Recording Industry Assn. of America (RIAA) is presenting a symposium, entitled "Current Developments in U.K. taxation of U.S. and Resident Entertainers and Entertainment Companies," Nov. 4 at the Plaza Hotel.

The symposium, given under the auspices of the RIAA tax committee, will review current tax developments in the U.K. relevant to American lawyers and their clients. The committee will also cover recent developments in the federal and state tax laws that apply to the entertainment industry. A question and answer session will follow the symposium.

Harry Apostaleris Dies

NEW YORK — Harry Apostaleris, founder and chairman of the board of Alpha Distributors of New York, died Sept. 8 after a two year battle against cancer. He was 62 years old.

Memorial services were held at the Greek Orthodox Cathedral of St. John the Theologian in Tenafly, N.J. on Sept. 12.

Apostaleris is survived by his son, Nick, who suggests that any memorial contributions be made to the T.J. Martell foundation or the Greek Orthodox Cathedral of St. John.



Paul Pieretti

Pieretti Upped To VP Position With Bearsville

LOS ANGELES — Paul Pieretti was recently appointed to a vice president post at Bearsville Records. In addition to assuming an expanded administrative role for the Warner Bros. distributed label, Pieretti will continue to serve as Bearsville's national promotion director.

Prior to joining the label in 1979, Pieretti was both regional and west coast promotion director for Casablanca Records. Prior to the Casablanca post, he served as local promotion manager for Atlantic Records and earlier with H.R. Basford Distributors in San Francisco.

Garlund Formed To Sell Film Scores

NEW YORK — Garlund Entertainment Corp. has been formed by Eric Gardner and Janis Lundy. The new firm will broker the services of popular recording artists to film studios for composing, producing and performing on soundtracks; negotiate the soundtrack's distribution with a record company; and coordinate the cross-marketing of the resulting soundtracks between the respective record companies and film studios.

Garlund has concluded an agreement with International Creative Management (ICM) whereby Garlund Entertainment will represent ICM's music and film clients for soundtrack projects. This arrangement represents the first time a major talent agency has utilized an outside organization to facilitate the creation and promotion of commercially viable soundtracks. The firm will also represent recording artists and composers for their services on soundtracks and have obtained the exclusive representation of three artists: Bill Wyman of the Rolling Stones; producer/artist Todd Rundgren; and Gary Mielke, synthesizer player who records and tours with Supertramp.

Gardner and Lundy will serve as co-directors of Garlund Entertainment. Gardner is also the president of Panacea Entertainment and business and personal manager for Todd Rundgren and Bill Wyman. Lundy was most recently director of artist development, RSO Records.

Garlund Entertainment Corp. will be headquartered at 8913 Sunset Boulevard, Los Angeles, CA 90069. The phone will be (213) 854-4404.

Permanent Press Bows

NEW YORK — Permanent Press Records has been formed by Ray Paul. The Boston-based label will be distributed independently.

The company's first releases are a single by Paul entitled "How Do You Know?" and "Complicated Girl" by Puppet Rulers.

Permanent Press Records can be reached at P.O. Box 125, Suite 101, Arlington, Mass. 02174. The telephone number is (617) 643-7395.



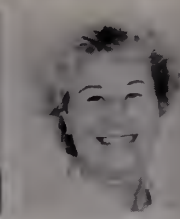
Jeffries



Marks



White



Schwartz

Jeffries To New Vinyl Times — Jim Jeffries has been named vice president of marketing for New Vinyl Times, the music marketing system that allows record buyers to sample new music in retail record stores. Jeffries was most recently music/video marketing director for Rolling Stone Magazine after spending ten years as a national promotion director.

Changes At Capitol — Capitol Records has announced the following promotions within the controller's group: Dave Palacio is appointed assistant controller. He joined Capitol in May 1972 as an internal auditor and has held positions in banking and insurance, where he was promoted to manager, and in financial planning and analysis, where he progressed to director. Steve Hershfield is appointed director, financial planning and analysis, replacing Palacio. Steve joined Capitol in February 1975 and has held various positions in the corporate accounting area, most recently as director of financial reporting. Sally Kinley is appointed a director in the corporate accounting department, replacing Hershfield. Sally attained her degree at Scripps College and spent several years working for Coopers & Lybrand, certified public accountants, prior to joining Capitol as a senior internal auditor in April 1977.

Marks Promoted — Chrysalis Records has announced the promotion of Gary Marks to sales and merchandising manager. He has been with the sales department for 2½ years and will now be primarily responsible for the marketing of all Chrysalis merchandising within the western region.

White Appointed — Granville White has been appointed director, special projects, black music and jazz promotion, CBS Records. He has been with CBS Records since 1946, in positions ranging from sales to regional promotion manager in Chicago.

Schwartz Named — Kragen & Company has announced the appointment of Dorothy Schwartz as office administrator. Previously, she served as accountant for Jerry Perenchio and Tandem Productions.

Friedman Appointed — Radio City Music Hall Entertainment Center has named Neil S. Friedman to publicist. He was previously an assistant in the music department of Solters/Roskin/Friedman, Inc. Public Relations, and a news editor for a Brooklyn weekly newspaper.

Wilcox Named At Benson — The Benson Company, Christian Communications Company of Nashville, Tennessee, has announced the appointment of Vince Wilcox as sales representative for the Northeastern United States. He spent 3 years working as youth director at churches in Virginia before coming to work for the Benson Company.

Lenz To Airways — Airways Records has announced the appointment of Anita Lenz to media specialist. She comes to Airways from the Franklin Music chain and WOR-FM/Orlando.

Benson Promotes Three — Director of sales for The Benson Company has announced the promotion of three salesman to new management positions. Bill Robinson, formerly salesman for Indiana, Kentucky, and parts of Illinois has been promoted to midwestern regional sales manager. Jack Menard, formerly salesman for the Carolinas and Virginia, is now northeastern regional sales manager. Clyde White has been promoted to national music publications sales co-ordinator.

Salzman To Bloom — June Salzman has joined the Howard Bloom Organization as an account executive. She was previously publicity director for Ballantine Books and author promotion manager for Doubleday & Co.

Botnick Leaves Columbia — Bruce Botnick has exited Columbia Records after five years, serving most recently as Executive Producer, A & R, to assume full time duties with Bruce Botnick Productions. Botnick also was the producer of The Doors' "L.A. Woman" LP, and was the engineer on all other Doors albums. Botnick also was the music producer for Kenny Loggins' upcoming ON T.V. special, "Kenny Loggins Alive," which was digitally recorded and edited. Bruce Botnick Productions can be reached in Los Angeles at (213) 276-5495.

Fox Appointed — Susan Fox has been appointed as general publicist/coordinator for Jensen/Roberts & Associates. She comes to Jensen/Roberts & Associates from ACI (Athletic Consultants International), a Los Angeles-based sports management company.

Lumkin Joins Nationwide — Nationwide Sound Distributors has announced the appointment of Gary Lumkin to operations assistant and publishing coordinator within the organization. He has been both a songwriter and a recording artist for NSD's affiliated label Sound Waves Records.

Shaner To Arslanian — Barbara Shaner has joined the public relations firm of Oscar P. Arslanian & Associates. She comes from Capitol Records where she served as assistant to the director, press & artist relations and most recently executive secretary to vice president, advertising, merchandising, press & artist relations.

Meister To Redline — Redline Talent & Booking has announced Debbie Meister as an agent. For the last two years, she has been promotional direct and talent buyer for the Golden Bear.

Destiny Sets Releases

LOS ANGELES — Destiny Records president Arnie Orleans recently announced that the label plans release of 18 LPs domestically and six exclusively for the international market within its first year of operation.

Among releases scheduled for Sept. 15 are product by Charles Lloyd, Skool Boys, Take Five and Eloise Whittaker. Special marketing campaigns are being prepared for the initial releases, including print advertising, television, in-store display and other point-of-purchase materials.

TCI Management Bowe

LOS ANGELES — Tolan Communications, Inc. (TCI), an artist management firm with offices in Beverly Hills, was recently formed by Jesse G. Tolan. The company recently entered a two-year, three-album deal with Disc International for Tolan's own product, an album entitled "Corporate Rock."

Cleveland Int'l Moves

NEW YORK — Cleveland International Records has relocated its New York offices to 1775 Broadway, 7th Floor, New York, N.Y. 10019. The telephone number is (212) 757-5120.

HITS OUT OF THE BOX

HITS OUT OF THE BOX

SONGS IN THE ATTIC — Billy Joel — Columbia TC 37461 — Producer: Phil Ramone — List: None — Bar Coded

It wasn't easy for Billy Joel in those years before he attained superstar status with "The Stranger." Albums like 1970's "Cold Spring Harbor" and 1975's "Turnstiles" slipped by the American public totally unnoticed. And that's what makes "Songs In The Attic" such a special live LP. Vintage piano ballads that were written up to a decade ago, such as "She's Got A Way" and "You're My Home," sound like brand new songs to the public. Many of them, including "Captain Jack" and "Turnstiles," rank right up there with Joel's best material.



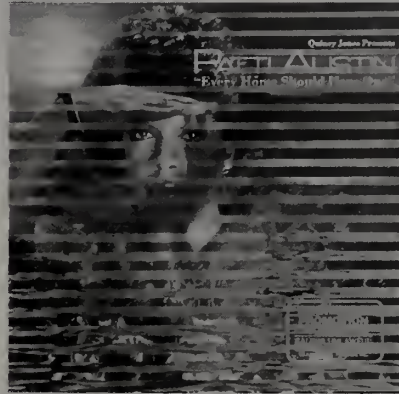
NEVER TOO MUCH — Luther Vandross — Epic FE 37451 — Producer: Luther Vandross — List: None — Bar Coded

This R&B/pop veteran has already had a pretty prestigious career as lead singer for Change and background vocalist for David Bowie and Todd Rundgren, but it's superstar time for Vandross on this self-titled debut LP. He's got an outrageous vocal style filled with energy, power and soul, and the music on this album is brilliantly thought out B/C-pop, making for an irresistible mix. Already high on the R&B charts, the album is headed for #1 status as it is four hits deep with "Never Too Much," "Sugar And Spice (I Found My Girl)," "She's A Super Lady" and "You Stopped Lovin'."



TOO LATE THE HERO — John Entwistle — Atco SD 38-142 — Producers: John Entwistle and Cy Langston — List: 8.98

John "The Ox" Entwistle, the shy, eccentric bassist for The Who, has always come up with off-kilter solo albums like "Smash Your Head Against The Wall" and "When Rigor Mortis Sets In." And while this album has its share of lunacy, the renowned bass player is anchored by the awesome hard rock guitar/percussion combination of Joe Walsh and Joe Vitale on "Too Late The Hero." Of course, the breaks and jams are classic examples of power rock, but the songs are there as well, and the album is a perfect candidate for mainstream AOR airplay as a result.



EVERY HOME SHOULD HAVE ONE — Patti Austin — Qwest QWS 3591 — Producer: Quincy Jones — List: 8.98

The veteran R&B-flavored jazz vocalist and longtime Quincy Jones cohort really comes into her own on her debut for Qwest and demonstrates why she just might be B/C-pop crossover's next star. Mixmaster Jones has pulled out his very best Michael Jackson-styled production bag for this LP, and Austin's wailing, sensual vocals make this work a contemporary R&B alchemist's dream. Plenty of plucked guitar, floating harmonies and synthesized effects accent already full-bodied compositions by the likes of modern B/C greats Rod Temperton, Thom Bell and Rod Bowkett.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

SHOCK TREATMENT — Various Artists — Warner Bros. LLA 3615 — Producer: Richard O'Brien — List: 8.98 — Bar Coded

This is the soundtrack to a new rock musical/movie by Rocky Horror Picture Show creator Richard O'Brien, and it concerns the continuing adventures of the legendary Janet and Brad Majors in Denton U.S.A., an apple pie American town that is possessed by the television screen. The music here is a little more contemporary than its glitter rock era predecessor, but it has a similar stage-oriented charm. Top tracks on this album, which still satirizes the sexual revolution, are the title cut and the sensitive "Lookin' For Trade."

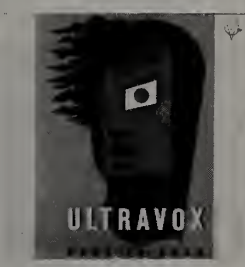


RODNEY CROWELL — Warner Bros. BSK 3587 — Producer: Rodney Crowell — List: 8.98 — Bar Coded

One of the most talked about questions in country pop circles is "Why isn't Rodney Crowell a Star?" The Houston born, neo-Nashville resident has written such classics as "Til I Gain Control Again," "Voila, An American Dream" and "Ashes By Now," played in Emmylou Harris' Hot Band and released two fine LPs for Warner Bros. Still, he's yet to gain a national following or a hit record. The third time's the charm, though, and this album is packed with vital country rockers.

RAGE IN EDEN — Ultravox — Chrysalis CHR 1338 — Producer: Ultravox — List: 8.98 — Bar Coded

Rock's original new romantic band has gone through more than a few personnel and directional changes since its first Eno-produced album back in 1975. But last year's "Vienna" album showed the foursome was right in step with the Blitz movement with its kinetic drum and danceable synth rock sound. And, later in the year, the boys laid down the sound for new romantic purveyors Steve Strange and Rusty Egan under the guise of Visage. And they continue on in the same vein on this gorgeously produced dance club delight.



RASTA FESTIVAL — Black Slate — Alligator 8302 — Producer: Black Slate — List: 7.98

Small but mighty Chicago-based vintage blues/R&B label Alligator Records released the debut album by Black Slate as its first reggae product last year. On its second time out in the States, the British-headquartered rasta band explores more of the mainstream reggae territory it mined on last year's superb "Amigo" LP. The sextet infuses its already intoxicating melodies and rhythms with more of a dub sound this time out, and it works beautifully.

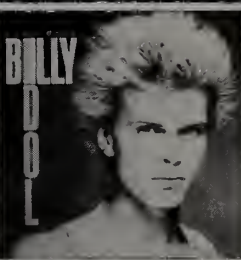
CHANGES — Roger Whittaker — RCA AFL-4129 — Producer: Chet Atkins — List: 8.98 — Bar Coded

Roger Whittaker, one of the finest vocalists of our time — remember "The Last Farewell?" — tips his hat to some of Nashville's finest songs with this release, recorded in Nashville and produced by Chet Atkins. Whittaker lends his special touch to "When I Dream," "Rocky Top," "I Can Hear Kentucky Calling Me" and "How Does It Feel." This really isn't a country album — it's a Whittaker. Enough said?



DON'T STOP — Billy Idol — Chrysalis CEP 4000 — Producer: Keith Forsey — List: 5.98 — EP

The former leader of famed British punkers Generation X comes forth with an EP that has all the energy and force of the new wave circa 1976, but he infuses it with an uplifting pure pop appeal, and it's a wonderfully winning combination. His cover of Tommy James' old "Mony Mony" stands up to the original and the "Untouchables" and "Dancing With Myself" are two of the best rock dance numbers to come down the pike this year. Modern British pop at its best — frantic and fun.



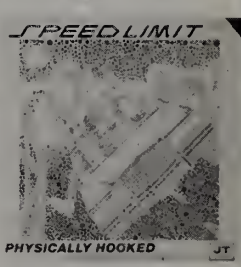
THE EVIL ONE — Roky Erickson and the Aliens — 415 415A-0005 — Producer: Stu Cook — List: 7.98

San Francisco's mini musical mogul of a label, 415 Records, has made a real find in Austin rocker Roky Erickson. Long recognized as the wild-man of Texas rock 'n' roll since becoming the leader of the state's flagship acid rockers, The 13th Floor, in the '60s, Roky has had his share of drug busts and barroom brawls. Yet he's always stayed one of Lone Star State's top rockers. This new album, recorded in San Francisco with the Aliens and under the control of ex-Creedence drummer Stu Cook, is a classic example of a high voltage modern rock.



PHYSICALLY HOOKED (AND ADDICTED TO LOVE) — Speed Limit — JT Records — 007A — Producer: Speed Limit — Price 5.98 — EP

This L.A.-based quartet plays a unique brand of modern pop that walks the edge between the new rock and mainstream making it perfect add for AOR. Hot leads, quick paced hard edged pop tunes and hooks and the outlandishly high Mickey Dolenz-like vocals of Danny Schneider make this band the group to watch on the local scene. Original, inventive 80s pop rock that should draw major label interest.



ASSAULT AND BATTERY — Rose Tattoo — Mirage WTG 19312 — Producers: Vanda and Young — List: 8.98

This is one band that you wouldn't want to meet in a dark alley. This Aussie crew is not only big, mean and ugly, but they brandish a heavy metal sound that hits you like a lead pipe and then hammers you into the ground. Lead singer Angry Anderson, with his screeching wail, should have been the rightful heir to Bon Scott. This Vanda and Young-produced quintet sounds like AC/DC's cousin. An AOR natch.



COVERS GIRL — Bebe Buell — Rhino RNEP 600 — Producers: Rick Derringer and Ric Ocasek — List: 5.98 — EP

The sometime model and sometime girlfriend of Elvis Costello and Todd Rundgren decides she can croon a tune herself, and she's brought along some heavy company to accomplish the feat. She has a pretty fair voice, and the album could become somewhat of a new wave novelty with Rick Derringer producing and playing behind the toothsome lass on "My Little Red Book" and Petty's "The Wild One Forever," and Rick Ocasek and The Cars working out with her on Pop and Bowie's "Funtime."



MERCHANDISING

Retailers Call On Labels For More Help At NARM Meeting

(continued from page 5)

One area the panel felt the labels could help retail was returns. Citing the fact that most of the returns policies in effect today allow retailers returns in the range of 18-20%, while racks are allowed up to 22-23%, the panel members all felt that they were being shortchanged.

"The most significant point to be made here is that the retail segment of our industry has the highest risk factor and is burdened with the lowest return percentage," Bonk said. "This greatly hampers our ability to buy in properly on established artists and speculate on new acts. . . . We also ensure control of defectives at the retail level by enforcing and maintaining reasonable customer return policies. Again, we feel we're the most efficient type of record and tape selling operation in this area, but instead of being rewarded, we are penalized for others' inefficiencies."

All members of the panel felt that they "subsidized" the racks by getting a lower returns percentage and that the labels should modify their policies to correct the situation.

Home Taping

The fourth point, the home taping problem, was also identified by the retailers as something the labels could take immediate steps to alleviate. "We control this at the store level by requesting that customers exchange opened product for the same artist," said Bonk. "This is literally impossible to do in department stores where their policies are 'we'll take anything and everything back'. . . . Remember, we still have to explain to the tape customer why his or her favorite artist is only available on LP on initial release."

Cassettes Late

"One of the best examples of this is Ronnie Milsap's new LP (on RCA), which was released Aug. 11, with the tape not available until Sept. 1. Here is a mass appeal artist who can sell in excess of one million units, and we don't have a prerecorded tape available. In this case, we feel it fair to say that the manufacturer is inadvertently promoting blank tape sales," Bonk said.

Another strong point for the retail sector is the area of catalog and specialty product. "Without the retailer, there wouldn't be a need for manufacturers to produce catalog product," said Bonk. "The fact of the matter is that the retail store is the only conduit

Alfa, Sony In Joint DVC Promotion

LOS ANGELES — The winning artist in a contest to design a logo for Alfa recording artist DVC will get a Sony Betamax video recorder as grand prize. The prize is being offered at both the retail and distributor levels as well as to consumers, who are not required to make any purchase.

Consumer contestants must design a logo or an emblem they believe reflects the music of DVC on a sheet of white paper, no smaller than 8½" x 11" and submit them by Oct. 15. Winners are to be notified by Nov. 15.

Each store will select a winner for the store who will receive a DVC T-shirt and become eligible for one of the 22 regional prizes of a Sony Walkman tape player. Regional winners will then compete for the grand prize. The 22 regional winners will be judged by DVC and Alfa Records on the basis of creativity and readability.

The same process will be applied to the regional distributor salesmen or merchandisers and retail store managers entering the regional competition.

labels have to reach the customer with classical product, audiophile, big bands, show tunes and the deep catalog of proven artists. For this, we occasionally get a percentage discount for a large catalog buy-in. But when you look at the total cost of carrying inventory, an infrequent extra discount is simply not adequate incentive."

In the area of customer service, the panel felt that the professional staffs of the retail stores provided a vital boost to record and tape sales. All agreed that knowledgeable and efficient store personnel certainly helped in selling more product, unlike the "clerks" who usually man the record and tape area at department stores.

A related advantage of retail over rack-serviced accounts, said the panel members, was "direct store access." Unlike the record and tape areas buried somewhere in a department store, retail stores provide the customer with direct and ready access to the product and anything going on inside (i.e. in-stores and other promotions).

Finally, in the area of radio airplay, which the panel members described as "innocuous," the retailers felt they could help the labels.

"This is an area of concern to us all," said Bonk, "due to the increasing number of radio stations that are reducing their playlists or utilizing an oldies format. We, as retailers, can influence the radio stations in our markets by reporting breaking artists and sales trends."

In summary, the retailers felt there should be closer cooperation with the labels to alleviate the problems identified by the panel. If all eight points were addressed and corrected, the panel members felt that significant strides could be made.

Room For Growth

"Not only are we concerned with the prospects of geographic expansion, we are also keenly aware of the trend in expanding our current inventory mix, especially in the video market," Bonk concluded. "If retailers' profit margins continue to erode in the prerecorded music business, it will hinder our move into the video arena. We realize that both retailers and manufacturers will profit greatly if we can effectively tap the video market and, at the same time, improve the retailers' position in the music business."

Addressing another of the priorities at the meeting, Russ Solomon of Tower Records delivered a presentation critical of the quality of prerecorded cassettes. Pointing to the growing percentage of the market taken by cassettes, Solomon said home taping on blank tape was the direct result of the poor quality of the prerecorded product put out by the labels.

"The lazy buyer probably buys prerecorded cassettes," Solomon said. "But anyone with any knowledge of sound quality buys blank tapes. If they're going to listen to the tape on a sophisticated home system or a big 'blaster,' they won't buy our prerecorded tapes. The truth is that we're just not selling top quality prerecorded cassettes."

Calling for "some technological advances" along the line of Dolby or CX systems, Solomon called on the labels to push ahead in the research area. "The head guys at the labels should just tell their engineers that the consumers demand top quality tapes. We shouldn't be using the same old tired stuff."

"Quality (of prerecorded tapes) is the prime factor in the rise in blank tape sales," he added. "We can't lick the programming angle, but if we work on the quality of our prerecorded tapes, we can have a definite effect."

(continued on page 16)

SINGLE BREAKOUT OF THE WEEK

TRYIN' TO LIVE MY LIVE WITHOUT YOU • BOB SEGER • CAPITOL P-A-5042
Breaking out of: Tower — Sacramento, Spec's — South Florida, Tower — San Francisco, Radio Doctors — Milwaukee, P.B. One Stop — St. Louis, Lieberman — Portland, Port O' Call — Nashville, Tower — West Covina, Turtles — Atlanta, Hotline — Memphis, Oz — Atlanta, Waxie Maxie — Washington, National Record Mart — Pittsburgh, Charts — Phoenix, Poplar Tunes — Memphis.

SINGLES BREAKOUTS

SAY GOODBYE TO HOLLYWOOD • BILLY JOEL • COLUMBIA 18-02518
Breaking out of: Port O' Call — Nashville, Lieberman — Portland, Waxie Maxie — Washington, Poplar Tunes — Memphis, P.B. One Stop — St. Louis, Spec's — South Florida, Tower — Campbell, Sam Goody — New York, Record Theatre — Cleveland, Alta — Phoenix, King Karol — New York, Cavages — Buffalo.

THE THEME FROM HILL STREET BLUES • MIKE POST featuring LARRY CARLTON • ELEKTRA E-47186
Breaking out of: National Record Mart — Pittsburgh, Waxie Maxie — Washington, Musicland — St. Louis, King Karol — New York, Alta — Phoenix, Port O' Call — Nashville, Radio Doctors — Milwaukee, Great American Music — Minneapolis.

PRIVATE EYES • DARYL HALL & JOHN OATES • RCA PB-12296
Breaking out of: National Record Mart — Pittsburgh, Waxie Maxie — Washington, Disc Records — Texas, Pickwick — Midwest, Record Theatre — Cincinnati, Peaches — Columbus, Hotline — Memphis, Poplar Tunes — Memphis.

SHARE YOUR LOVE WITH ME • KENNY ROGERS • LIBERTY P-A-1430
Breaking out of: Tower — West Covina, Lieberman — Portland, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Disc Records — Texas.

HARD TO SAY • DAN FOGELBERG • FULL MOON/EPIC 14-02488
Breaking out of: Peaches — Columbus, Pickwick — Midwest, Tower — Sacramento, Charts — Phoenix.

JUST ONCE • QUINCY JONES featuring JAMES INGRAM • A&M 2357
Breaking out of: Waxie Maxie — Washington, Lieberman — Portland, National Record Mart — Pittsburgh, Peaches — Memphis.

FASTEST MOVING MIDLINES

- AC/DC • Let There Be Rock • Atco SD 36151
- BEATLES • Rock 'N' Roll Vol. I • Capitol SN/16020
- BEATLES • Rock 'N' Roll Vol. II • Capitol SN/16021
- B-52'S • Party Mix • Warner Bros. MINI 3596
- Ⓢ TOMMY BOLIN • Teaser • Nempcor/CBS PZ 37534
- DOORS • The Doors • Elektra EKS 74007
- DOORS • The Soft Parade • Elektra EKS 75005
- EXPOSED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK • Various Artists • Columbia X2 37124
- Ⓢ DAN FOGELBERG • Souvenirs • Full Moon/CBS PE33137
- Ⓢ DAN FOGELBERG • Netherlands • Full Moon/CBS PE34185
- BILLY JOEL • Piano Man • Columbia PC 32544
- CAROLE KING • Tapestry • Columbia PE 34946
- TOM PETTY & THE HEARTBREAKERS • You're Gonna Get It • MCA DA 52029
- PRETENDERS • Extended Play • Sire Mini 3563
- PSYCHEDELIC FURS • Talk Talk Talk • Columbia NFC 37339
- SHOOTING STAR • Hang On For Your Life • Virgin/Epic NFR 37407
- VISAGE • Polydor/PolyGram PX-1-501
- BRAD WHITFORD/DEREK ST. HOLMES • (Columbia NFC 37365)

COMPILED FROM: Musicland Group — National • Disc Records — Texas • Cavages — Buffalo • Peaches — Dallas • National Record Mart — Pittsburgh • Tower — San Diego • P.B. One Stop — St. Louis • Licorice Pizza — Los Angeles • Sounds Unlimited — Chicago • Peaches — Cleveland

TOP SELLING ACCESSORIES *

- Ampro Dustbuster Record Care Kit
- Discwasher DW Record Care Kit
- Ⓢ Discwasher D-4 Fluid Re-Fill
- Duracell Alkaline "D" Battery
- Eveready Alkaline "D" Battery 2/Card
- Le-Bo 45 RPM Record Insert
- Le-Bo Cassette Carrying Case TA 300
- Ⓢ Maxell UDXL II C-90
- Maxell UDXL II C-60
- Maxell UDXL I C-90
- Memorex MRX2 C-90 2/Bag
- Parastat Discrepener Record Care Kit
- Savoy Cassette Carrying Case 2330
- Ⓢ TDK SA C-90
- TDK SA C-60
- Ⓢ TDK DC-90 2/Bag
- TDK DC-60 2/Bag
- TDK DC-60
- TDK VHS VIDEO CASSETTE T-120

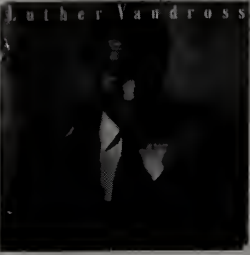
COMPILED FROM: Musicland Group — National • Disc Records — Texas • Cavages — Buffalo • Peaches — Dallas • National Record Mart — Pittsburgh • Tower — San Diego • P.B. One Stop — St. Louis • Licorice Pizza — Los Angeles • Sounds Unlimited — Chicago • Peaches — Cleveland

* Excludes T-Shirts & Paraphernalia

Ⓢ Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



NEVER TOO MUCH • LUTHER VANDROSS • EPIC FE 37451

Breaking out of: Sound Unlimited — National, Disc 'O' Mat — New York, Cutler's — New Haven, Richman Bros. — Philadelphia, Webb's — Philadelphia, Record & Tape Collector — Baltimore, Soul Shack — Washington, Waxie Maxie — Washington, Cavages — Buffalo, Chicago One Stop, Rose Records — Chicago, Streetside — St. Louis, P.B. One Stop — St. Louis, Radio Doctors — Milwaukee, Turtles — Atlanta, Boatners — New Orleans, City One Stop — Los Angeles, Tower — Los Angeles/Sacramento.

MERCHANDISING AIDS: Album Flats, 2x2 Artist Poster, 2x3 Special Foil Artist Poster.

ALBUM BREAKOUTS

TONIGHT! • THE FOUR TOPS • CASABLANCA/POLYGRAM NBLP 7258

Breaking out of: Record Bar — National, Sam Goody — New York, Disc 'O' Mat — New York, Webb's — Philadelphia, Soul Shack — Washington, Waxie Maxie — Washington, Record & Tape Collector — Baltimore, Poplar Tunes — Memphis, Tape City — New Orleans, Boatners — New Orleans, Hotline — Memphis, Chicago One Stop, Rose Records — Chicago, Musicland — St. Louis, P.B. One Stop — St. Louis, Streetside — St. Louis, Tower — Sacramento.

MERCHANDISING AIDS: Trim Fronts.



ALLIED FORCES • TRIUMPH • RCA AFL 1-3902

Breaking out of: Musicland — National, Sound Unlimited — National, National Record Mart — Pittsburgh, Cavages — Buffalo, Peaches — Cleveland, Flipside — Chicago, Radio Doctors — Milwaukee, Waxie Maxie — Washington, Turtles — Atlanta, Licorice Pizza — Los Angeles, Tower — Campbell, Everybody's — Northwest.

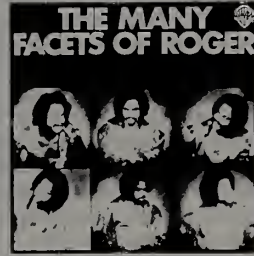
MERCHANDISING AIDS: 22x22 Poster, Die Cut Logo, Mobile Sign, Catalog Poster, Streamer.



THE MANY FACES OF ROGER • ROGER • WARNER BROS. BSK 3594

Breaking out of: Record Bar — National, Chicago One Stop, Radio Doctors — Milwaukee, Streetside — St. Louis, Hotline — Memphis, Poplar Tunes — Memphis, Port 'O' Call — Nashville, Turtles — Atlanta, Cavages — Buffalo, Waxie Maxie — Washington, All Record Service — Oakland, Tower — Sacramento, Mile Hi — Denver, Big Apple — Denver, Independent — Denver.

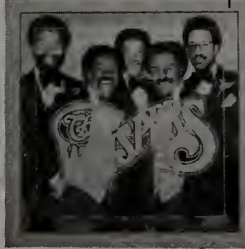
MERCHANDISING AIDS: 1x1 Flats, 2x2 Picture Posters.



THIS KIND OF LOVIN' • THE WHISPERS • SOLAR/RCA BXL1-3976

Breaking out of: Sound Unlimited — National, Disc 'O' Mat — New York, Webb's — Philadelphia, Soul Shack — Washington, Cavages — Buffalo, Harmony House — Detroit, Radio Doctors — Milwaukee, Boatner's — New Orleans, All Record Service — Oakland, Tower — Los Angeles/Seattle, Independent — Denver.

MERCHANDISING AIDS: 22x22 Poster, 11x17 Flyers, 11x11 Box Inserts, Album Flats, Minis.



I LIKE YOUR STYLE • JERMAINE JACKSON • MOTOWN M8-952M1

Breaking out of: Tower — Los Angeles/Seattle/Sacramento, Mile Hi — Denver, Independent — Denver, Streetside — St. Louis, Radio Doctors — Milwaukee, Boatner's — New Orleans, Turtles — Atlanta, Poplar Tunes — Memphis, Soul Shack — Washington, Record & Tape Collector — Baltimore.

MERCHANDISING AIDS: 2x3 Poster.



FIRE DOWN UNDER • RIOT • ELEKTRA 5E-546

Breaking out of: National Record Mart — Pittsburgh, Great American Music — Minneapolis, Radio Doctors — Milwaukee, Sound Warehouse — San Antonio, Everybody's — Northwest, Lieberman — Portland, Tower — Campbell, Alta — Phoenix, Big Apple — Denver.

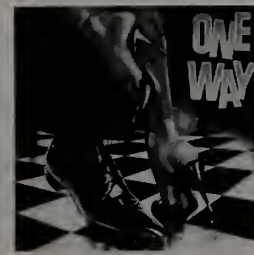
MERCHANDISING AIDS: 1x1 Flats, 2x2 Poster.



FANCY DANCER • ONE WAY • MCA-5247

Breaking out of: Sound Unlimited — National, Chicago One Stop, Streetside — St. Louis, Lieberman — Dallas, Cactus — Houston, Wilcox — Oklahoma City, Turtles — Atlanta, Port 'O' Call — Nashville, Mile Hi — Denver, Independent — Denver.

MERCHANDISING AIDS: 1x1 LP Cover Front Boards, 2x2 Announcement Poster, Multi-Use Counter Headed-Wall Display And Mobile



REAL WINNERS — Louis and George Johnson of A&M recording group the Brothers Johnson recently dropped by the Record Factory store in Oakland, Calif. where they were greeted by more than 1,000 autograph seekers. Pictured kneeling during the in-store are (l-r): Wendell Lee, All Records Service; Mike Evans, Record Factory; Jayne Neches, A&M; and Charlie Clendenin, RCA/A&M. Pictured standing are (l-r): George Lakes, A&M; Rodger Gilbert, All Record Service; Bobby Weeks, manager of the Record Factory; George and Louis Johnson; Kyle Newport, Record Factory; and Jim Swindel, A&M.

WHAT'S IN-STORE

A COMPLETE PACKAGE — Delilah Books and ATV Music Publications has launched a full-scale marketing campaign in support of their exhaustive Beatles tribute, *The Complete Beatles*. The 1,024 page two-volume boxed set carries a \$39.95 price tag and is distributed to the music trade by Cherry Lane through direct orders and its network of local music jobbers. Aside from the complete sheet music to 211 Beatles songs, newly arranged by Cherry Lane's Milton Okun, the tome features over 100 rare photographs, interviews with John Lennon and Paul McCartney, an alphabetical discography, a comprehensive history and chronology and articles by John Rockwell, Dave Marsh, Lester Bangs, Nicholas Schaffner, David Fricke and others. With the rising appeal and prices of books on popular musicians (new trade paperback biographies of Jimi Hendrix and Keith Moon are listing for about \$10, while a French outfit is offering a leatherbound photo bio of Charlie Parker for \$125), the price for the Beatles set is not considered unreasonable, and Delilah and ATV expect the set to be a big Christmas item. In order to attract the attention of the gift buying public, posters, stills and audio material are available upon request to retailers. Additionally, a one-hour video program is available in cassette and disc configurations for both sale and promotional use. The video features interviews with Okun, George Martin, Billy Preston, Mike McCartney, Bruce Johnson of the Beach Boys, Roger McGuinn and Brian Epstein and clips from *Help!*, *A Hard Day's Night* and promotion films and TV tapes.

THAT SAN FRANCISCO SOUND — Here's something that won't make you feel any younger — San Francisco Sound, a Malibu, Calif.-based label headed by psychedelic-era veteran Matthew Katz, is marketing some gems from the late '60s as what Katz termed "an instant hippie package." When the Bay Area's flower power movement was in full bloom, Katz was instrumental in the recording of such groups as *It's A Beautiful Day* and *Moby Grape*, and has regained rights to many of the LPs he was involved with. Starting with a mail order operation, Katz offers such long unobtainable items as the first "It's A Beautiful Day" LP (a friend of ours once traded a copy for a refrigerator), and the Moby Grape "obscene gesture" album (after the first printing the cover was air brushed into acceptability by Columbia Records, making that first batch collectable). With most rock collectors already aware of San Francisco Sound's reissue series, Katz is looking to crack a new market. "A lot of the kids now don't know what the whole era was about," Katz told us. "We're trying to introduce them to the music." Towards that end, Katz has designed bin cards that prominently feature the label's cable car logo and list such San Francisco all stars as the *Jefferson Airplane* and the *Quicksilver Messenger Service*. The cards have already been shipped to several chains, including Tower, the Listening Booth and Budget, and are available to other retailers carrying the label, as is information on a national display contest with an "It's A Beautiful Day" jacket as first prize. Posters of the "It's A Beautiful Day" cover are also available, with a numbered series of 500 lithographs soon to be marketed. Incidentally, Katz has also founded an organization called the Assn. of Record Collectors, which will be seeking to gain legislation in Washington to place real restrictions on limited edition record series. Citing the fact that such law already govern lithographs, coins and stamps, Katz told us that he would like to see such an arrangement for records, possibly allowing collectors a tax deduction for investing in limited editions. "I'd like to hear from anyone interested in this, as well as from anybody interested in starting a newsletter for collectors," said Katz. Information and inquiries about the association and San Francisco Sound should be addressed to the label's home office at 29903 Harvester Road, Malibu, Calif. 90265. The telephone number is (213) 457-9055.

ALL THIS AND MARCUS GARVEY T-SHIRTS, TOO — Philip Fox, formerly of Stiff Records, has just unveiled his own company, Splif Rockers, Ltd. Billed as the "Total Reggae International Network," the outfit is already living up to its name by offering everything from record distribution and production (their first is a fine 12" by the Terrorists and Lee "Scratch" Perry) to a fully licensed line of T-shirts, buttons and posters. Having seen Splif's shirts, we can vouch that they're all high quality, attractive and unusual. Fox and his partner, Ken Weintraub, can be reached at Splif's New York office at 330 E. 39th St., Suite 28G, New York, N.Y. 10016. The telephone number is (212) 221-5750. The label's West Coast representative, Rich Miller, can be reached at (415) 642-1111. Ask for a catalog.

NEW YORK IN-STORES — X at Rocks In Your Head Sept. 10; Chris Rush at four Crazy Eddie outlets Sept. 12; the Plasmatics at Disc-O-Mat Sept. 10; Aminata Moseka Abbey Lincoln at J&R's Jazz Outlet Sept. 12; and Lena Horne at Sam Goody's Sept. 14.

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

fred godman

FCC OKs Legislative Package

(continued from page 5)

The FCC package, drawn up by its office of General Counsel, contains a recommendation that Congress repeal Section 315 of the Communications Act — the portion of the Act within which the fairness doctrine and equal time clause appear. The fairness doctrine requires broadcasters to provide opportunity for the discussion of all sides of a controversial public issue. The equal time rule requires that if a licensee allows a legally qualified candidate for public office to use the station's airwaves, the same opportunity must be extended to other such candidates for that office. The Commission also voted to ask Congress to repeal another provision of Section 315 that requires broadcasters to charge political candidates the lowest commercial rate for the time sought.

The legislative package also includes an endorsement of radio deregulation proposals that were severed from the reconciliation bill passed by Congress just before the August recess, when House Telecommunications Subcommittee chairman Tim Wirth (D-Colo.) voiced strong opposition to a Senate budget package containing a sweeping radio deregulation measure. Among them: reliance on market

forces instead of government rules to regulate broadcasters; a requirement that the Commission would not involve itself in programming decisions; and radio deregulation beyond the Commission's action taken earlier this year, eliminating program log keeping and formal community ascertainment prohibiting FCC quotas on news and public affairs programming and guidelines limiting commercial time.

The FCC's deregulation action was protested by a number of public interest groups that asked for reconsideration. Last month, the FCC denied the protests and upheld its original decision. The deregulation decision has been appealed to the U.S. Court of Appeals in Washington; earlier the court denied a petition for a stay of the Commission's deregulation order.

Dissenting from virtually every item during the meeting was Commissioner Joseph R. Fogarty. At one point, he charged that the majority was trying to change the focus of the Communications Act from the public interest to the marketplace. He particularly objected to having radio deregulation incorporated in the Communications Act on the ground that it would make it that much more difficult to revise this approach if experience showed that radio broadcasters were not serving their communities.

Fogarty also opposed repeal of the equal time and fairness doctrine provisions. Commissioner Abbott Washburn opposed repeal of the equal time regulation; he preferred recommending an amendment to Section 315 that would exempt from the equal time provisions Presidential and Vice Presidential campaigns.

FCC chairman Mark Fowler hailed the Commission's action in recommending repeal of the fairness doctrine as "a blow in the cause of freedom."

Retailers Welcome Label Fall Dating, Discounting Deals

(continued from page 6)

according to Michael Reff, executive vice president for the nine-store web.

"The programs are earlier this year, which is good because we have an annual October sale," Reff said.

Levenson said the key to successfully applying the label dating and discounting programs was to "only buy what you think you can sell."

"The whole business is a big risk," he continued, adding that "if you want to take advantage of these programs, you're going to have to take some risks."

Noting that he was not particularly excited about any of the programs being offered by the labels, Cal Simpson, owner of Simpson's Wholesale, Inc./Bad Records, Inc., said he would not take advantage of most of the programs because "returns are still very strict and credit policies haven't changed."

Simpson said that he would rather be understocked than have product in his warehouse or stores which could not be sold. He added that a meaningful program would run along the lines of CBS' new and developing artists program, which offers guaranteed returns.

Another risk some retailers were wary of embracing was underscored by John Grandoni, vice president of the 20-store Cavages web based in Buffalo.

"The programs with billing due in December are good, but it's tougher to pay bills in December," Grandoni said, explaining that although the chain would be coming off a traditionally favorable sales period following the Thanksgiving holiday, "the cash flow is just not there in December" because money is tied up in stock.

All retailers contacted said they would try to pass on their savings to the consumer in one fashion or another, including sales on titles featured in the dating/discount programs or other special promotions.

"Product where we have deals will get more attention in our efforts to pass on savings to our customers," said Grandoni.

But others were more reserved in discussing plans to pass dealer savings to consumers.

"We'll pass what savings we can to the consumer," said Karol, "but our operating expenses are high. Employee salaries don't grow on trees."

BMI Fetes U.K. Award Winners In London

NEW YORK — Twenty-one writer members and 12 publisher members of the British Performing Rights Society (PRS) were honored at a luncheon in London on Sept. 15 by Broadcast Music, Inc. (BMI), the American music licensing organization.

During the ceremonies, hosted by BMI president Edward M. Cramer, 26 songs licensed in the U.S. by BMI were honored. Sixteen of these were among the most performed in the U.S. during 1980. In addition, 10 songs by PRS writers and publishers were awarded special recognition for having exceeded one million broadcast performances.

The BMI awards are based on performance figures determined from logged reports of 500,000 hours submitted annually by U.S. radio and TV networks and local TV, AM and FM outlets.

Honored as most performed songs of

(continued on page 32)

BMI Bows License Pact For Radio Programmers

NEW YORK — Broadcast Music, Incorporated (BMI) has developed a new form of license agreement for radio broadcasters intended specifically to meet the needs of block programmers. The agreement was developed after BMI had lengthy discussions with representatives of the Religious Broadcasters Music License Committee.

For The Record

A factual error occurred in a piece on audiophile discs in the Sept. 12 issue of **Cash Box**. It was erroneously reported that Moss Music Group offers two audiophile lines, one at \$10.98 and one at \$17.98. The label offers only one line at \$10.98.

PAUL & ART REUNITE FOR PARKS — The city was abuzz this past week after the announcement that 11 years after they played their last official concert together, **Paul Simon** and **Art Garfunkel** would reunite on Sept. 19 for a one-shot free concert in Central Park, with the proceeds from souvenir sales going to benefit the city's Parks Department. The idea for the show was conceived by **Warren Hirsch**, a successful jeans merchandiser, who then presented it to S&G. The show was jointly sponsored by Hirsch, Fiorucci, NYC Parks Commissioner **Gordon J. Davis** and Mayor **Ed Koch**. With an enormous crowd expected for the show, even though it was announced on fairly short notice, the Parks Department stands to fare very well from the sales of posters and T-shirts commemorating the event. The duo, who have reunited a number of times over the years, but never for a complete concert, are working with a backing band which includes **Grady Tate** and **Steve Gadd** on drums, **Anthony Jackson** on bass, **Richard Tee** and **Rob Mounsey** on keyboards, **Pete Carr** and **David Brown** on guitars and a horn section of **Jerry Niewood**, **Dave Tofani**, **John Wachtel** and **John Eckerl**. Further news on the show next week.



CLEANING UP HIS ACT — Brunswick recording artist **Vaughan Mason** (above) recently performed at a free outdoor concert as part of the *Clean Up Your Neighborhood* concert series sponsored by the IDRC record pool and 98.7 KISS (WRKS) radio in New York City.

FRIENDS HELP DERRINGER — And speaking of benefits... there was quite a show put on at the Palladium last week by **Rick Derringer** and a multitude of friends who were there to help Rick out of the straits caused by his equipment truck's being hi-jacked a few weeks back (**Cash Box**, Sept. 5). With guest stars **Todd Rundgren**, **Southside Johnny**, **Hall & Oates**, **Dr. John**, **Ellen Foley**, **Ian Hunter** and **Edgar Winter** all lending their services gratis, Derringer's manager **Jake Hooker** estimates the show may have netted Rick close to \$15,000, which will be used toward replacing the better than \$60,000 worth of pilfered equipment. Derringer and band have been able to get back out on the road using amplication equipment advanced by an instrument company and borrowed instruments.

SONGWRITING CONTEST TO CLIMAX TUESDAY — The third annual New York Songwriters Contest finals will be held at the Bottom Line on Sept. 22, with 10 finalists competing for an AGAC publishing contract with Chappell Music Co. for the winning song and cash prizes for the runners-up. The show, which is presented by the New York Music Task Force and AGAC and sponsored by Chappell, will be hosted by lyricist **Sammy Cahn**, artist **Rupert Holmes** and composer/lyricist **Jonathan Holtzman**. The songwriters will be judged by a celebrity panel that includes **David Braun**, PolyGram; **Marvin Cane**, Famous Music; **Rick Derringer**, artist and NARAS governors board member; **Roberta Flack**, artist; **Jimmy Ienner**, Millennium; **Jerry Leiber** and **Mike Stoller**, songwriters; **Bruce Lundvall**, Elektra/Asylum; **Susan McCusker**, Sumac Music/Louise-Jack/Love-Zager; **Eileen Rothchild**, RSO Publishing; **Rex Smith**, artist; and **Phoebe Snow**, artist. The first New York Songwriters Award will also be presented to **Fred Ebb** and **John Kander**, co-writers of "New York, New York," the popular tune associated with **Liza Minnelli** and **Frank Sinatra**.

SQUEEZE IN A SQUEEZE — After the tremendous success of their recent U.S. tour, we were very surprised to learn of keyboard player **Paul Carrack's** sudden departure from **Squeeze** to join a band being put together to back **Carlene Carter** by her husband/producer **Nick Lowe**. It was Carrack's song, "Tempted," that helped give the group the solid radio play it long merited and never quite achieved in this country. The group is currently auditioning for a new keyboard player.

BOOK TALK — A press gathering was held at the new Greenwich Village B. Dalton outlet last weekend to unveil the new deluxe two-volume, *The Complete Beatles* folio, an impressive compendium of sheet music for every song the Fab Four ever recorded together and articles about the group by a number of prominent rock journalists. The project, a joint enterprise of Cherry Lane Music and Delilah Books, came about when Cherry Lane's **Sam Trosk** decided that the previously available edition of complete Beatles notation was often inaccurately transcribed and/or in the wrong key as the original recordings. Trosk commissioned **Milt Okun** to rearrange the material, and his two years of work has yielded a much improved collection that is a must for any Beatles fan. With pages of good prose, plus film and discographics, the tome is well worth its \$39.95 price.

dave schulps

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

Top Fifteen

1. **Zulu** — Quick — Pavillion 429 02433
2. **Let's Start II Dance Again** — Bohannon — Phase II 4W9 02449
3. **First True Love Affair** — Jimmy Ross — Quality/RFC QRFC 002
4. **Here I Am** — Dynasty — Solar 11504
5. **She's A Bad Mama Jama** — Carl Carlton — 20th Century-Fox 129
6. **Disco Dream** — Mean Machine — Sugar Hill 504
7. **Walk Right Now** — Jacksons — Epic XSM 16897
8. **Ain't No Mountain High Enough** — Inner Life — Salsoul 354
9. **Dancin' the Night Away** — Voggue — Atlantic 4815
10. **Walking In The Sunshine** — Central Line — Mercury U.K. (import)
11. **Gonna Get Over You** — France Joli — Prelude 610
12. **You're My Magician** — Lime — Prism PLP 1008
13. **Everybody Needs Somebody Sometimes** — Ann-Margaret — Ram 1001
14. **Give It To Me** — Conquest — Prelude 615
15. **Heart, Heart** — Geraldine Hunt — Prism PD412

Top Breakout

Can You Move — Modern Romance — Atlantic 4819

Breakouts

- Love Has Come Around** — Donald Byrd — Elektra U.K. (import)
- Must Be the Music** — Secret Weapon — Prelude 614
- Keep Me On Fire** — Clay Hunt — Polydor 519
- Spasticus Autisticus** — Ian Dury — Polydor U.K. (import)
- You Set Me On Fire** — Twice — MisSound 101

JAZZ

ON JAZZ

HELEN HUMES — Although she made her first records in 1927 as a blues singer, it wasn't until 1938 as a featured singer with the **Count Basie Orchestra** that **Helen Humes** made her mark. Her delivery could be sugar sweet, yet she never had any trouble convincing listeners that she was a blues original. Her ability to remain true to her style regardless of setting is well documented by the recordings she made in all phases of her career, and her return to active performing in the '70s proved she was that special type of performer to whom time meant nothing. Her death last week at the age of 68 was a great loss for us all.

A BRONX BOY'S WANDERLUST — **Mike Mainieri** was just a wee tot in tow when his parents took him to hear **Lionel Hampton** at the Apollo. But the vibist recalls that it was on that very night that he fell in love with the instrument, and it wasn't long before he had



'LOVE LIGHT' — *Alfa recording artist Yutaka Yokokura recently celebrated his signing with Alfa Records, America, which is currently remarketing his "Love Light" LP. Pictured seated are (l-r): Brenda Dash, Yokokura's manager; Yokokura; and Bob Fead, president of Alfa U.S. Pictured standing are Lorne Saifer, vice president of A&R; Devera Plotkins, attorney; and Milt Olin, Alfa attorney.*

bugged his mother into buying him one. Since that time, Mainieri has only looked ahead. By the age of 14 he was making regular club dates and appearing with the **Paul Whiteman** orchestra on television. After a quick stop at Juilliard, Mainieri spent six years with **Buddy Rich's** band as his finishing school before embarking on a highly successful career as a studio musician. Despite the fact that it brought him into contact with many of the musicians with whom he presently works, the session life had its drawbacks. "From '64 to '75 I was locked in the studio," Mainieri recently told us. "I was doing sideman dates, jingles, soundtracks, everything. I felt I was getting lost in the shuffle and losing my identity. I asked myself, 'Why am I in this?' And I remembered that I'm in it to play. So I just cut it loose. It was like a second coming."

Aside from paying more attention to his own solo career, Mainieri began to produce albums for other artists, and has since established himself as a producer with albums for **Stephen Bishop** and **Carly Simon**. "Working with Carly was a real twist," recalled Mainieri. "We just went in to the studio to experiment, and she said, 'You've got it.' Then it was just one thing after another and before I knew it, the phone was ringing. Now I feel I can pick and choose and do what I want." One of the things that he's been wanting to do for some time is his new album, "Wanderlust," his first for Warner Bros. The album affords Mainieri a chance to combine his skills as a vibraphonist, writer and producer, while allowing him to team up with some now well-known cronies from his days as a studio musician. "My association with **Marcus Miller**, **Mike Brecker** and **Warren Barnhardt** go back many years," said Mainieri, "and I was in **Jeremy Steig's** band, **Jeremy and the Satyrs**, years ago." Drummer **Peter Erskine**, while best recognized for his work with **Weather Report**, had been playing with Mainieri in **Steps**, a band which, although unknown here, has recorded two albums in Japan. "He's a very energetic drummer," reflected Mainieri. "I didn't want my album to sound over produced, and I needed a drummer who would give it a lively sound. Peter's not cliched, and I appreciate that kind of naivete." As a producer, Mainieri is well aware of the pitfalls of the studio, and that search for a lively sound influenced his decision to avoid using overdubs on several of the "Wanderlust" tracks. "It's so tempting to overdub, but I wanted a club atmosphere," said the vibraphonist. "'Crossed Wires' and 'Bamboo' were both done completely live, and I think you can hear it." With the LP out on the street, Mainieri will be following it up with a rare appearance by **Steps** this week at New York's Seventh Avenue South, and then he's off on an extended tour with his own aggregation (or "aggregation" as he prefers to label them). Mainieri will also continue to pursue his career as a producer. He's presently working with singer **Nick Holmes**, and experimenting

(continued on page 36)

TOP 40 ALBUMS

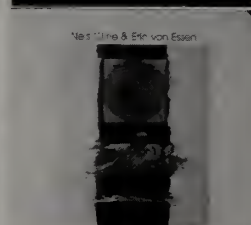
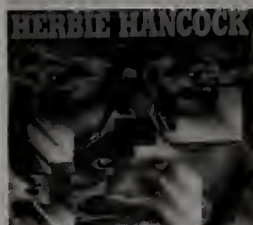
| | | Weeks On Chart | 9/19 | Weeks On Chart | 9/19 | | |
|----|--|----------------------|------|----------------------|---|----|----|
| 1 | BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576) | 1 | 6 | 22 | CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327) | 20 | 8 |
| 2 | THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790) | 2 | 10 | 23 | WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305) | 21 | 46 |
| 3 | "RIT" LEE RITENOUR (Elektra 6E-331) | 3 | 21 | 24 | SHOGUN JOHN KAIZAN KNEPUNE (Inner City IC 6078) | 24 | 6 |
| 4 | FREETIME SPYRO GYRA (MCA 5238) | 5 | 4 | 25 | LOVE BYRD DONALD BYRD & 125TH STREET, NYC (Elektra 5E-531) | — | 1 |
| 5 | SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495) | 12 | 3 | 26 | INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201) | 27 | 7 |
| 6 | THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918) | 4 | 22 | 27 | ORANGE EXPRESS SADAO WATANABE (Columbia FC 37433) | — | 1 |
| 7 | AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190) | 6 | 15 | 28 | THREE QUARTETS CHICK COREA (Warner Bros. BSK 3552) | 28 | 10 |
| 8 | VOYEUR DAVID SANBORN (Warner Bros. BSK 3546) | 8 | 24 | 29 | YELLOWJACKETS (Warner Bros. BSK 3573) | 29 | 10 |
| 9 | APPLE JUICE TOM SCOTT (Columbia FC 37419) | 7 | 12 | 30 | MECCA FOR MODERNS MANHATTAN TRANSFER (Atlantic SD 16036) | 23 | 8 |
| 10 | HUSH JOHN KLEMMER (Elektra 5E-527) | 10 | 16 | 31 | TARANTELLA CHUCK MANGIONE (A&M SP-6513) | 26 | 19 |
| 11 | THE DUDE QUINCY JONES (A&M SP 3721) | 9 | 25 | 32 | GALAXIAN JEFF LORBER FUSION (Arista AL 9545) | 30 | 23 |
| 12 | LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL- STARS (GRP/Arista 5506) | 11 | 9 | 33 | MISTRAL FREDDIE HUBBARD (Liberty LT-1110) | 32 | 4 |
| 13 | WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535) | 13 | 11 | 34 | SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3451) | 31 | 18 |
| 14 | FUSE 1 VARIOUS ARTISTS (CTI 9003) | 15 | 7 | 35 | THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153) | 34 | 16 |
| 15 | MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526) | 14 | 8 | 36 | LIVE STEPHANIE GRAPPELLI/ DAVID GRISMAN (Warner Bros. BSK 3550) | 36 | 17 |
| 16 | MAGIC MAN HERB ALPERT (A&M SP-3728) | 16 | 6 | 37 | BLYTHE SPIRIT ARTHUR BLYTHE (Columbia FC 37427) | 33 | 3 |
| 17 | CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504) | 18 | 7 | 38 | THE DOLPHIN STAN GETZ (Concord CJ 158) | 38 | 2 |
| 18 | FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152) | 17 | 17 | 39 | EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC 37126) | 39 | 21 |
| 19 | PIED PIPER DAVE VALENTIN (GRP/Arista 5505) | 19 | 9 | 40 | PAQUITO BLOWIN' PAQUITO D'RIVERA (Columbia FC 37374) | 35 | 4 |
| 20 | BLUE TATTOO PASSPORT (Atlantic SD 19304) | 22 | 5 | | | | |
| 21 | REFLECTIONS GIL SCOTT-HERON (Arista AL 9566) | 25 | 2 | | | | |

JAZZ ALBUM PICKS

LA LEYANDA DE LA HORA — **McCoy Tyner** — **Columbia FC 37375** — **Producer: McCoy Tyner** — **List: None** — **Bar Coded**
McCoy Tyner's work is traditionally like an engulfing tapestry, drying one's thoughts from the mundane with a soaring, acoustic excitement. On his debut effort for Columbia, Tyner surrounds himself with players like **Hubert Laws**, **Chico Freeman**, **Bobby Hutcherson**, **Marcus Belgrave** and **Paquito D'Rivera**, who add an individual spice to Tyner's already rich dish. A Tyner classic.

MAGIC WINDOW — **Herbie Hancock** — **Columbia FC 37387** — **Producer: David Rubinson and Herbie Hancock** — **List: None**
Hancock has become a master at synthesizing his astute, polished jazz licks with current and popular black music sensibilities. On this LP, the fusion keyboard wizardry of Hancock is embellished by the skill of lofty sidemen like **Gavin Christopher**, **Ray Parker, Jr.**, **Sylvester**, **The Brothers Johnson**, **Freddie Washington** and **Andrian Belew**. "Magic Number" and the other-worldly "The Twilight Clone" stand-out on this LP.

ARTFUL DANCER — **Walt Barr** — **Muse MR5283** — **Producer: Walt Barr** — **List: 7.98**
Alternately articulate and spacey, the music of **Walt Barr** and his ensemble tap the essence of contemporary fusion a la **Earl Klugh**. But Barr is more adventuresome, especially on "Northstar," "Walking Under The Stars" and "La Cage." Sidemen **Roy Braverman**, **Brian Rose**, **Bryan Tilford** and **Sanford** accent and augment with an unobtrusive flair. The former hot Tuna guitarist should perk the ears of jazz and B/C programmers with this, his third LP for Muse.



DOLMEN MUSIC — **Meredith Monk** — **ECM-1-1197** — **Producers: Manfred Eicher and Colin Walcott** — **List: 9.98**
This is quite a departure for ECM. Monk is an experimental vocalist with a unique approach to group and solo performance. The selections give her a chance to demonstrate her broad commitment to exploring both timbre and attack with unorthodox and direct vehicles. Her solo singing will perhaps remind some of **Yoko Ono**, while her arrangements may best be described as sounding like avant garde Gregorian chants. It's very different.

ELEGIES — **Nels Cline and Eric Von Essen** — **Nine Winds 01105** — **Producer: Vinny Golia** — **List: 7.98**
Guitarist Cline and bassist von Essen join forces to produce a wistful, sighing album, and a broad use of textures and exploitation of overtones gives it a uniquely deep sound. Cline also puts his bass recorder to work on a few selections, and von Essen's arco sound is fantastically rich. Independently distributed.

LIVE AT SANDY'S — **Eddie "Cleanhead" Vinson and the Muse Allstars** — **Muse MR 5208** — **Producer: Bob Porter** — **List: 7.98**
A welcome addition to the growing "Live At Sandy's" series. Tenormen **Arnett Cobb** and **Buddy Tate** are also on hand to add their special brand of blues to two of the tracks. The rhythm section of **Ray Bryant**, **Alan Dawson** and **George Duvivier** is a natural, and everybody just grooves. Hopefully, we won't have to wait long for the remainder of these jam recordings.

Retailers Call On Labels For More Help At NARM Meeting

(continued from page 12)

In addition, Solomon felt the labels should continue their research into tape packaging, especially in light of rising property costs putting a premium on space in retail stores. "Store space costs a lot, so we should have some sort of standardization in labelling our cassettes," he said. "Capitol and WEA have large letters (spelling the act's name) on the spine of the cassette, but others don't do it consistently."

Better Graphics

Solomon said that the most economical way to display tapes in a store would be to stack them like books in a library, with the spine facing outward. That way, more tapes could be on stock.

The final topic addressed at the meeting

Warner/Curb Promo Introduces Winslow 45

LOS ANGELES — Warner/Curb Records launched one of the largest radio promotions in the label's history Sept. 17 in support of artist Stephanie Winslow's "When You Walk In The Room" single.

As part of the promotion, which was held in approximately 180 different cities, various program directors, music directors and/or disc jockeys of prominent country stations were taken to dinner at the restaurant of their choice. The promotion's catch was that, after serving dinner, the waiter or waitress informed the radio station representative that he or she was acting as a promotion person on behalf of Warner/Curb Records. The waiter or waitress then pitched the rep for an "add" on the Winslow record.

"This was the biggest promotion for a record we've had since 'The Brinks Job'," said Ray Ruff of Ray Ruff Promotions, referring to an earlier promotion in which records were delivered to each station in a Brinks armored car. "It was also our classiest. We didn't take these people to McDonald's, you know, and each radio station rep's date was presented with a long-stem rose."

Additionally, Winslow herself made an unannounced surprise appearance in San Antonio meeting Don White of KBUC and Jerry King of KKYX, in keeping with the theme of the record's title, "When You Walk In The Room." The song, which was composed by Jackie DeShannon, has been recorded by The Searchers and covered by such artists as Bruce Springsteen.

Larry Gregg of Larry Gregg Artist Development Co. handled publicity for the promotion.

was the need for standardized forms for use throughout the industry. A panel comprised of moderator Jim Greenwood, Licorice Pizza; and panelists Tom Keenan, Everybody's; Sandra Paul, NARM consultant; Sandra Rutledge, Record Bar; and Tony Valerio, Tower felt that standardized packing slips and invoices could significantly cut costs.

Citing delays in payments, shipments and other areas due to administrative and clerical errors caused by innumerable forms, the panel members felt that standard formats for forms from all of the labels would greatly facilitate the processing of paperwork. When one label's forms ask for one type of information, while another's forms have a different emphasis and format, confusion and delays are a natural result.

The problem is compounded, the panel members said, when computers enter the picture. With so much corrective paperwork needed to standardize the information fed into the computers, much employee labor time is tied up needlessly. "One of our most serious problems is non-standardization," said Tower's Valerio. "We have 30 different receiving clerks at our stores, and they are bound to make mistakes sometimes. It would really help us to have simplified, standardized forms. And furthermore, because of certain data that is missing on some forms, we haven't been able to pay some accounts for up to two years now. We still don't have the right information to make these payments."

Everybody's Keenan added that standardization would "give us more time to sell our product."

As a step in the right direction, Paul said that CBS had adopted a NARM-developed form that had all of the information identified by retailers as critical. She called on the other labels to follow suit.

In other highlights of the three-day meeting, Retailers Advisory Committee chairman Lou Fogelman named seven more priorities to be discussed at upcoming meetings. In order of priority, Fogelman said the industry must still address the problems of inefficient cassette tape packages, aesthetic and durability problems with loose shrink wrap, the overabundance of white label promo LPs at retail, counterfeit product, the lack of promotion around the Grammy Awards program and winners, the inconsistent situation with point of purchase materials and, finally, the customer/supplier communication problems, especially in the area of devaluation of inventory price increases.

IN MEMORY OF THE VOODOO CHILE — The first thing that one might notice about David Henderson's new Bantam book, 'Scuse Me While I Kiss The Sky': *The Life Of Jimi Hendrix*, is its uncanny physical resemblance to **Danny Sugerman** and **Jerry Hopkins's** best selling biography on **Jlm Morrison**, *No One Here Gets Out Alive*. Both works are large sized paperbacks with similar cover graphics of the two great crash-and-burn rockers. But the comparison pretty much stops there. The tribute to Morrison was well researched and documented, but it was written from a fan's perspective and Hopkins and Sugerman set out to perpetuate the myth of their "Lizard King" rather than attempt to fathom Morrison the man. Happily, Henderson gets beyond the "Axis Bold As Love/Voodoo Chile" mystique of the brilliant guitarist and explores what made the ill-fated rocker tick. Rock 'n' roll aficionados will especially be intrigued by the purple hazed, groupie-filled lifestyle of Hendrix and his swirling jet set entourage. His close relationships with running buddies **Brian Jones**, **Buddy Miles** and **Michael Jeffrey**, grand mistress **Devon Wilson** and father **Al Hendrix** are examined in great detail. But Henderson does indeed get inside the quintessential '60s acid rocker's head, as well, elaborating on his fears, dreams, ambitions, and personal triumphs. The author manages to cut through the flamboyant public/on-stage persona and reveal a shy, insecure extremely gifted artist who boasted an enormous following and very few real friends. The bad acid trips, broken relationships, rifts with band members and fears of not being able to reach the black audience are recounted in the 384-page book. Henderson, who is also a poet, English professor and musician, also eloquently explores Hendrix' molten music — its pre-blues, gospel, blues and soul influences and, finally, the great fusion of white rock 'n' roll and his fire and brimstone blues stylings. The extensive examination of Hendrix' musical roots is further augmented by Henderson's in-depth analysis of the axe man's rhythm structures, solos and sundry wah wahs, phase shifters and state-of-the-art guitar effects. And while Henderson occasionally loses the tone of his book by lapsing into '60s jive talk, his extensive use of quotes by those closest to Hendrix and his ability to segue into present tense to highlight important moments in the iconoclastic musician's all too short life make for riveting reading. In sum, those who were at all touched by the man's music or the music of the Woodstock era should find this smoothly written, accurate biography an illuminating tribute to a rocker who for many reasons felt it was better to burn out than to fade away. *Scuse Me While I Kiss The Sky* is the newly revised and condensed version of Henderson's critically acclaimed 1978 Doubleday hardcover, *Voodoo Child Of The*



WONDER HONORED — Hit composer/performer **Stevie Wonder** was honored by ASCAP with the presentation of a special Braille edition of the *ASCAP Hit Songs Encyclopedia* by ASCAP board member and hit scribe **Sammy Cahn** (r). The presentation came prior to a private party in Pasadena honoring the *Black Music Assn.* and performers of the *BMA Family Fair*.

Aquarian Age, which took over five years of writing and research and 100 interviews to compile. The book will be shipped Oct. 1.

SAN FRANCISCAN NIGHTS — One of the highlights of this year's Bread and Roses Festival in Berkeley (Oct. 2-4) will be a special acoustic set by the Heart girls (**Ann and Nancy Wilson**) on the opening night. Other music stars on tap for the fifth annual all acoustic festival include **Paul Simon**, **Emmylou Harris**, **Joan Baez**, **Al Dimeola**, **Steve Goodman**, **The McCarrigle Sisters**, **Blossom Dearie** and **Bob Dorough**, **Bobby McFerrin**, **Theodore Bikel**, **Jennifer Warnes** & **Passenger**, **Riders In The Sky** and **Doc Watson**. **Michael Prichard**, **Howard Hesseman** of *WKRP in Cincinnati* and **Mike Farrell** of *M*A*S*H* will be the three-day event's emcees. As always, the event is a benefit for the Bread & Roses organization, which helps to aid and entertain the institutions (prisons, hospitals, and retirement homes) of California. This is always a special event featuring numerous surprise appearances and impromptu jams. Wooden music for a worthy cause. . . . Another benefit that readers should put on their calendar is the "Save The Cable Cars" concert/banquet at the Grand Ballroom of the Fairmont Hotel in San Francisco Sept. 26. **The Jefferson Starship** will headline, and **Little Roger** and **The Goosehumps** and comedian **Robin Williams** will also perform. TV's favorite DJ, **Howard Hesseman**, will be the master of ceremonies at this one. It's a \$50 a plate affair with all proceeds going to the Save The Cable Cars Committee.

WESTWORDS — Those lucky enough to attend the **Rolling Stones** show at the L.A. Coliseum Oct. 9 should have a grin on their faces the whole show as the **J. Geils Band**, **George Thorogood** and **Prince** are on the bill as well. . . . Nice to see that Pittsburgh-based barroom rockers **The Iron City Houserockers** will be on a west coast swing in support of their "Blood On The Bricks" album in October. They'll be at the Roxy Oct. 26. . . . Not so nice to see that **Bruce Joyner**, lead singer for L.A.'s next pick to click, **The Unknowns**, contacted a case of blood poisoning while on tour in Minneapolis. . . . Labels should check out the wild band from Borneo, **The Lipstick Killers**, a sort of '60s Seeds-type band, which will be playing Monday nights at Madame Wongs West through the month of October. . . . **Michele Myer**, L.A.'s nomadic gig coordinator, is now booking at Madame Wongs (East and West). . . . Hot tip of the week is that **Esther Wong** is about to open a 500-1,000 seat club in Huntington Beach.

ART ROCK IN L.A. — The Museum of Rock Art held its grand opening Sept. 17 and, in doing so, gave L.A. its first view of the famous **John Lennon** collection of erotic graphics, "Bag One." The exhibit, which also marks the first time it has been on display in the U.S. in 10 years, will be featured for a month. The museum's other gallery is featuring 100 of the choicest original rock posters by such noted 1960s artists as **Stanley Mouse** and **Rick Griffin**, who were on hand for the opening. Other rock artists that were present to discuss their works included photographers **Henry Diltz**, **Bob Sildeman**, **Carl Ferris** and **Herbie Worthington**, as the Museum (located at 6427 Sunset in Hollywood) has also dedicated a wing to photos of the great artists. Most impressive at the museum's christening were vintage shots of Jimi Hendrix and recent stills of **Stevie Nicks** taken during her "Bella Donna" sessions. Curator **Paul Caruso** hopes to keep an ongoing display of 200 artifacts at the Hollywood establishment. Additionally, the museum also has a video room where vintage rock videotapes of the **Doors**, the **Beatles**, and the **Jefferson Airplane** can be screened, and go go dancers of days gone by can dig on old *Hulabaloo* and *Shindig* broadcasts. The freebie crowd should also pencil in Oct. 9 on their calendars, as it is not only the last day of the "Bag One" exhibit, but John Lennon's birthday as well, and all visitors are allowed in free.

marc cetner



RHYZE PRIZE — Twentieth Century-Fox Records has signed Rhyze to an exclusive contract. The group's first single, "Rhyze To The Top," from its debut LP of the same name, is scheduled for release this week. Pictured after the signing are (l-r): Al Silverman, Outlook Prods., Rhyze's management firm; Kevin Barbee of the group; Paul Kyser, producer of the album; Neil Portnow, president, 20th Century-Fox; Jojo McKnight of the group; and Ray Espinosa, Outlook.

RADIO

AIR PLAY

RADIO CONFERENCE — The Loyola National Radio Conference has been scheduled for Oct. 30-Nov. 1 in Chicago at the Hyatt Regency Hotel. This will be the 12th annual conference designed to gather and introduce broadcasting students to professional broadcasters and record company executives. **Jay Roberts**, the all night air personality at **WJR**/Detroit, will deliver the keynote address to an expected total of more than 1,000 registrants. For further information, contact **Susan Welsh** at (312) 670-3116.

VIDEO A FACTOR — The Creative Factor, noted for producing and supplying music programs to radio, recently expanded into video through a joint venture with Hilton Hotels. Through an in room hotel video network, Hilnet, Creative Factor will be producing 96 hours of original information programming for 48 hotels Hilton owns or manages in the U.S. The program will be formatted like magazine shows. Creative Factor has produced music specials on the **Doobie Brothers** and **Bob Seger** for the ABC Radio Network, and **Kenny Loggins** and **Earth, Wind & Fire** for the RKO Radio Network. In addition, the firm also produces and syndicates three weekly radio shows, and markets its own music specials, which in the past have featured **Willie Nelson**, **John Lennon** and a special on songwriters.

NETWORK NEWS — NBC reports that its eight radio stations as a group achieved the largest growth of major group owners in both average quarter-hour shares and cumulative audience figures based on Arbitron ratings between Spring 1980 and Spring 1981. All figures were for total persons 12+, in the metro survey area, Monday-Sunday, 6 a.m.-midnight. According to NBC, its stations' average quarter hours rose 15% compared with ABC (13 stations) and Westinghouse (12 stations) which each increased 6%. NBC reported that its cumulative audience during this period increased by 823,200, or 13%, compared to ABC which increased its audience by 779,000, or 7%.



PRECIOUS SWING — *Chrysalis recording artist Pat Benatar recently appeared at a taping for the Robert Klein show as part of a promotional swing through New York. Capitol recording artist Billy Squier was also present. Pictured after the taping are (l-r): Squier, Klein and Benatar.*

Heartbreakers and **James Taylor**, to name a few.

FORMAT CHANGES — ABC's **KSRR**/Houston let go of its adult contemporary format in favor of AOR on Sept. 7. Vice president and general manager **Jay Hoker** said the decision to change was made "due to Houston's **KILT** change from AOR to country allowing us to capture the opening in the market targeting the 18-34 demo." **Alan Sneed**, who has been program director at **WKLS**/Atlanta for the last year and helped take that AOR station to the top of the market, (**WKLS**' last book rose to 10.7 from 6.6), has become the new PD at **KSRR**. . . **KNOB**/Anaheim, Calif. switched formats on Sept. 12 from beautiful music to "Adult MOR," according to **Madeline Vlasic**, operations manager. Vlasic said that **KNOB** now features the music by artists ranging from **Kenny Rogers**, **Anne Murray** and the **Eagles**, to **Frank Sinatra** and **Tony Bennett**.

FOR YOUR INFORMATION — Viacom International has agreed to purchase beautiful music station **WLAK-FM**/Chicago from Storer Broadcasting Co. for \$8 million. The deal, pending FCC approval, would give Viacom five FM and four AM radio stations. **WLAK** is the last broadcasting property owned by Storer. Viacom's other stations include **WWRL** and **WKHK**/New York; **KIKK-AM & FM**/Houston; **WMZQ**/Washington, D.C.; **WDIA** and **WRVR**/Memphis; and **KDIA**/Oakland. . . **Alfred Racco**, vice president and general manager at **WABC**/New York, was named to the Executive Committee of the Mayor's Advisory Council to the Music Industry. The Advisory Council was formed earlier this year with the intention of making New York City the musical capitol of the world once again. The first meeting of the Executive Committee will convene on Sept. 25.

mark albert

GOSPEL PROGRAMMING

ALBUM

PREFERRED CUTS

- * **COMING HOME** • **MIKE WARNKE** • **MYRRH** (MSB 6670)
"Radio Preachin'"
 - * **IN CONCERT** • **AMY GRANT** • **MYRRH** (MSB 6668)
"Singing A Love Song" • "The Medley"
 - * **SOLDIERS OF THE LIGHT** • **ANDREUS BLACKWOOD AND COMPANY** • **GREENTREE** (3738)
"Soldier Of The Light" • "The Captain And Me"
 - * **NEVER ALONG** • **AMY GRANT** • **MYRRH** (MSB 6645)
"Look What Has Happened" • "So Glad"
 - * **THE HAWKINS FAMILY LIVE** • **WALTER HAWKINS** • **LIGHT** (LS 5770)
"What Is This" • "Eternity"
 - * **SAINTS HOLD ON** • **SENSATIONAL NIGHTINGALES** • **MALACO** (4373)
"Title Cut" • "Oh Lord I Am Depending On You"
 - * **MORE OF THE BEST** • **ANDRAE CROUCH** • **LIGHT** (LS 5785)
"It's Gonna Rain" • "Please Come Back"
- *INSPIRATIONAL •SPIRITUAL

NRBA Convention Hears Call For First Amendment Rights For Broadcasters

(continued from page 5)

talent. Ken Harris, director of affiliate services of the RKO networks, said that the proliferation of networks "puts the station manager in the driver's seat. He can make either little decisions or more sophisticated decisions" about the programming direction his station should take.

According to Dwight Case, president of Transtar, the satellite network, the major impact of satellite networks will be in small markets. "People in the tiniest towns will know more about satellites than the people in New York or Los Angeles," Case said.

Satellite broadcasting, however, has some limitations. Dennis Waters, the editor of *New Radio* said that demand for satellite space will exceed supply four to five times by 1985. In addition, the expense of hardware such as satellite receiver dishes is difficult for a single station to justify. Waters proposed that "local radio broadcasters cooperatively own reception and distribution facilities."

Another problem confronting the future of radio is adjusting to an aging audience. This issue was addressed at the workshop entitled "Audience Recruitment — Age Group 25-49 — The New Target" held Monday morning, also before a packed audience. One problem focused on at this session was deciding whether 25-49 is too broad a group to program to. "You don't program a station 25-49," said Bill Hennes, vice president of Sherwood Hennes & Associates. "You program to a core group — say 30-42 and you're bound to have spillover at both ends." While most of the panel, which included Hennes, Bill Tanner, program director of **WHYS**, Miami; Chris Kampmeir, program director of **WPLR**, New Haven; Dan Vallie, program manager, **WBZZ**, Pittsburgh; Ross Regan, program director, **KUDL**, Shawnee Mission, Kan. and Dan Wilson, program director, **KPUR**, Amarillo, Texas felt the only way to determine programming strategy is to thoroughly study a market, Hennes said he would "develop personalities and de-

emphasize music to some degree." He added that "other than top 40, music plays the least important role in programming, though you do have to play what is right."

Sensitivity to changing demographics highlighted some of the format conferences. Nearly the whole panel of the AOR/Cross Rock session on Tuesday afternoon felt some need for crossover music on AOR stations. "I call it 'spice programming,'" said Jeff McCartney, music director of **WQXI**, Atlanta. But Dave Logan, program director of **WLAV** in Grand Rapids, said he feels "it depends on your competitive situation. In some cases, a personality draws more audience."

At the urban contemporary session, Sunny Joe White, program director for **WXKS**, Boston said "you've got to fragment black radio to some extent. Black radio thinks it has to be everything to everybody." He chose **WBLS**, New York, as a station that capitalized on the specific urban contemporary market. Harry Richards, program director, **WAIL-FM**, New Orleans, predicted a bright future for urban contemporary music. "The urban station of the future will be what the top 40 station used to be," Richards said.

Other convention highlights included:

- Sales workshops including one which videotaped real-life sales situations to allow critiques.

- Several promotion workshops.

- Two workshops focusing on small market problems.

- Several engineering workshops.

- The presentation of the 1981 Golden Radio Award to broadcast pioneer Gordon McLendon and the Gabbart Award for Outstanding Service to The Radio Industry to Robert E. Lee, former chairman of the FCC.

- 27 hospitality suites, ranging from radio representatives to radio networks, and 35 exhibitors of everything from AM stereo equipment to commodity news wires.

- A concert Tuesday night by Ronnie Milsap at the Miami Beach Theater of the Performing Arts.

Country Labels And Broadcasters In Conflict Over Satellite Networks

by Tom Roland

NASHVILLE — With satellite networks beginning to develop as a major source of radio programming techniques, those at the management level in country radio tend to have an optimistic outlook on the new delivery systems while their subordinates and record labels hold differing views.

Management tends to view the advent of satellite networks as a highly attractive, not to mention cost cutting, avenue to pursue. Reasons cited by management level included a trimmed cost in subscribing to the network, extensive research on the part of the network and the availability of excellent on-air personnel to the subscribing station. Disc jockeys hold a differing view, claiming that networking takes the spark and spontaneity out of broadcasting and that it hampers the job market for jocks. Record companies complain of tighter playlists and the difficulty of breaking new artists on satellite networks.

During September, **WKDA**/Nashville began using the Satellite Music Network, a system associated with the Burkhardt-Abrams consulting firm out of Chicago that transmits its signal via Satcom I. Although it is currently the only satellite network in operation, several more are developing with plans to begin transmitting the signal as early as January. Networks that have made announcements include the United Stations Country Network (**Cash Box**, Sept. 5) and **NBC Radio** (**Cash Box**, Sept. 19).

Vic Rumore, vice president and general manager of **WKDA**, said that the package offered to his company by the Satellite Music Network was too attractive to overlook. "When you have good talent," said Rumore, "real good talent and you have a 1,000-watt station that really can't compete with the big boys — the 50,000-watt stations — people can steal your talent. Now they can't. That's the first thing."

"The next thing, I have the best group of announcers across the United States," he added. "They find the best group of people and they put them in a studio. So I get the best-sounding disc jockeys; the best music mix because it's all researched. I get Burkhardt and Abrams research and consultancy because they consult this format; I get a Top 30 countdown that I don't have to buy weekly; and I get all of this programming that sounds great at a very reasonable cost. It's unbelievable."

'Incredibly Cheap'

A source at a station that recently adopted a satellite network to supply the music indicated that the cost was "incredibly cheap" — as little as \$250 a week for the service. That source also revealed that a satellite-connected station could run the program with just an operations director and board operators at minimum wage.

Rumore said that at **WKDA** all the disc jockeys had been offered a position, although the need for air personalities had

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LP Chart Position

54 THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA
ADDS: None. **HOTS:** WLWQ, KZAM, WBCN, WRNW, WPLR, KEZY, WLIR, WKDF, WNEW. **MEDIUMS:** WKLS, WOUR, KNCN, KLLOL, WMMS, KOME, KMGN, WABX, WWWM. **PREFERRED TRACKS:** Straight, Judgement.
SALES: Weak in East; fair in others.

7 MOST ADDED

117 ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA
ADDS: KMET, KMGN, WPLR, KZEW. **HOTS:** KZAM, WKLS, WRNW, KNCN, WKDF, WWWM, KNX. **MEDIUMS:** KZEW, WSHE, WOUR, KLLOL, KEZY, KOME, KBPI. **PREFERRED TRACKS:** Alien.
SALES: Moderate in West; weak in others.

135 BALANCE • PORTRAIT/CBS
ADDS: WCCC. **HOTS:** WOUR, KBPI, WWWM. **MEDIUMS:** KZAM, WPLR, WMMS, WLIR, WKDF. **PREFERRED TRACKS:** Breaking, Dream.
SALES: Fair in Midwest; weak in others.

7 MOST ACTIVE

5 PAT BENATAR • PRECIOUS TIME • CHRYSALIS
ADDS: None. **HOTS:** KMET, WLWQ, KROQ, KBPI, WKDF, WGRQ, WLIR, WKLS, KZEW, WBCN, WRNW, WCCC, WPLR, WOUR, KNCN, KLLOL, WMMS, WBLM, KMEL, KOME, KZEL, KMGN. **MEDIUMS:** WABX, WNEW, WROQ, KZAM, KSHE. **PREFERRED TRACKS:** Fire, Title, Just.
SALES: Good to moderate in all regions.

127 BLACKFOOT • MARAUDER • ATCO
ADDS: None. **HOTS:** KNCN. **MEDIUMS:** WOUR, WMMS, WBLM, KMGN, KSJO, WWWM, WLWQ. **PREFERRED TRACKS:** Fly, Searchin', Rattlesnake.
SALES: Fair in Midwest; weak in others.

30 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA
ADDS: None. **HOTS:** KMET, WWWM, WBCN, WRNW, WSHE, KNCN, WMMS, KOME, KZEL, KMGN, WLIR, WGRQ, KBPI. **MEDIUMS:** KZAM, WCCC, WPLR, KMEL, KSJO, WNEW, WABX. **PREFERRED TRACKS:** Burnin', Joan, Sole.
SALES: Moderate in all regions; weakest in South.

186 CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA
ADDS: None. **HOTS:** KZAM, WMMS, WWWM. **MEDIUMS:** KNCN, KLLOL, WBLM, KMGN, WLIR, WLWQ. **PREFERRED TRACKS:** My Girl.
SALES: Fair in Midwest and West; weak in others.

144 ALICE COOPER • SPECIAL FORCES • WARNER BROS.
ADDS: KOME. **HOTS:** WRNW. **MEDIUMS:** KOME, KZEW, WBCN, KROQ. **PREFERRED TRACKS:** You Want, Generation, Seven.
SALES: Fair in West and South; weak in others.

92 TIM CURRY • SIMPLICITY • A&M
ADDS: None. **HOTS:** WRNW. **MEDIUMS:** KZEW, WBCN, WMMS, KOME, KROQ. **PREFERRED TRACKS:** Tan, Summer.
SALES: Weak in South; fair in others.

46 DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM
ADDS: None. **HOTS:** WMMS, KOME, KMGN. **MEDIUMS:** WKLS, KZEW, WPLR, WSHE, KNCN, KLLOL, KSHE, WBLM, WLIR, KSJO, KBPI, KROQ, WLWQ, KMET. **PREFERRED TRACKS:** Heartbreak, Let.
SALES: Moderate to fair in all regions; strongest in East.

2 MOST ADDED

KARLA DEVITO • IS THIS A COOL WORLD OR WHAT? • EPIC
ADDS: WHFS, WNEW, KEZY, WMMS, WRNW, WBCN. **HOTS:** None. **MEDIUMS:** WNEW, KEZY. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



LP Chart Position

9 MOST ADDED

181 DIESEL • WATTS IN A TANK • REGENCY/ATLANTIC
ADDS: WNEW, WKDF, WSHE, KZAM. **HOTS:** KZEW, WPLR, WGRQ. **MEDIUMS:** WKDF, WKLS, WCCC, WOUR, WBLM, KOME, KMGN, WROQ, WLIR, KSJO, WWWM. **PREFERRED TRACKS:** Sausalito, China, Woman.
SALES: Fair in South; weak in others.

115 THE DIRT BAND • JEALOUSY • LIBERTY
ADDS: None. **HOTS:** None. **MEDIUMS:** WPLR, WSHE, WOUR, KLLOL, KEZY, KOME, KMGN, WKDF, KBPI, WWWM, WLWQ, KNX. **PREFERRED TRACKS:** Close, Fire, Title.
SALES: Fair in West and Midwest; weak in others.

36 BOB DYLAN • SHOT OF LOVE • COLUMBIA
ADDS: None. **HOTS:** WHFS. **MEDIUMS:** WOUR, WMMS, KEZY, KOME, KMGN, WNEW, WWWM, KROQ, KMET. **PREFERRED TRACKS:** Lenny.
SALES: Weak in South; moderate to fair in others.

#10 MOST ACTIVE

9 ELO • TIME • JET/CBS
ADDS: None. **HOTS:** KNX, KZAM, WBCN, WRNW, WPLR, WSHE, KNCN, KSHE, WMMS, KEZY, KMEL, KOME, WNEW, KBPI, WWWM. **MEDIUMS:** KMET, WLWQ, WKLS, WOUR, WLIR, WABX, KROQ. **PREFERRED TRACKS:** Twilight, Hold, End, Way.
SALES: Good to moderate in all regions.

7 DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC
ADDS: KLLOL. **HOTS:** KNX, KZAM, WKLS, WRNW, WOUR, KNCN, KSHE, KEZY, WLIR, WKDF, WWWM, WLWQ. **MEDIUMS:** KZEW, WPLR, WMMS, KOME, KBPI. **PREFERRED TRACKS:** Hard To Say.
SALES: Good in all regions.

190 FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSVILLE
ADDS: None. **HOTS:** WPLR, KMGN. **MEDIUMS:** WBLM, KOME, KSJO, KMET. **PREFERRED TRACKS:** Live, Wide.
SALES: Fair in South; weak in others.

4 MOST ACTIVE

3 FOREIGNER • 4 • ATLANTIC
ADDS: None. **HOTS:** KMET, WLWQ, KROQ, WWWM, WABX, WNEW, KSJO, WGRQ, WLIR, WROQ, KMGN, WKLS, KZEW, WBCN, WRNW, WCCC, WPLR, WSHE, WOUR, KNCN, KLLOL, KSHE, WMMS, KEZY, WBLM, KMEL, KOME. **MEDIUMS:** KNX, KBPI, WKDF, KZAM. **PREFERRED TRACKS:** Juke Box, Night Life, Urgent.
SALES: Good to moderate in all regions.

37 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M
ADDS: WWWM, KZEW. **HOTS:** WBCN, WPLR, KMGN, WLIR, WNEW, WHFS, KROQ, KNAC. **MEDIUMS:** KZEW. **PREFERRED TRACKS:** Lips, Beat, This Town.
SALES: Moderate in East and West; fair in others.

3 MOST ADDED

56 GRATEFUL DEAD • DEAD SET • ARISTA
ADDS: WWWM, KMGN, KZEL, WMMS, WKLS. **HOTS:** WBCN, WRNW, WLIR, WNEW, WHFS. **MEDIUMS:** WPLR, WOUR, KNCN, KOME, KMET. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions; strongest in West.

29 DARYL HALL & JOHN OATES • PRIVATE EYES • RCA
ADDS: KSHE, KZAM. **HOTS:** WBCN, WRNW, KNCN, WMMS, KEZY, WLIR, WKDF, WNEW, WWWM, KNX. **MEDIUMS:** WPLR, WOUR, KOME, KBPI. **PREFERRED TRACKS:** Eyes.
SALES: Good to moderate in all regions.

LP Chart Position

5 MOST ADDED

HARLEQUIN • LOVE CRIMES • COLUMBIA
ADDS: KSJO, WROQ, KNCN, WSHE. **HOTS:** None. **MEDIUMS:** Wour. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



23 DEBBIE HARRY • KOOKOO • CHRYSALIS
ADDS: None. **HOTS:** WRNW, WMMS, KOME, WNE. **MEDIUMS:** WBCN, WLIR, WHFS, KROQ. **PREFERRED TRACKS:** Backfired.
SALES: Moderate to fair in all regions; weakest in South.

6 MOST ACTIVE

15 HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM
ADDS: None. **HOTS:** KMET, WLWQ, KROQ, KBPI, WNE, KSJO, WGRQ, WLIR, WROQ, KMGN, WKLS, KZEL, WBCN, WRNW, WCCC, WPLR, WSHE, KLLOL, KS, WMMS, WBLM, KOME, KZEL. **MEDIUMS:** WWWM, WABX, KZAM, WOUR, KMEL. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions.

53 IAN HUNTER • SHORT BACK N' SIDES • CHRYSALIS
ADDS: None. **HOTS:** WRNW, WPLR, WMMS, WNE. **MEDIUMS:** WBCN, WBLM, KOME, WLIR, KROQ. **PREFERRED TRACKS:** Central, Need.
SALES: Fair in all regions; strongest in Midwest.

75 ICEHOUSE • CHRYSALIS
ADDS: KZAM. **HOTS:** KZEW, WRNW, KMGN. **MEDIUMS:** WPLR, KNCN, WBLM, KOME. **PREFERRED TRACKS:** Can, Walls.
SALES: Weak in South; fair in others.

#10 MOST ADDED

BILLY IDOL • DON'T STOP • CHRYSALIS
ADDS: KZEW, WKDF, WNEW, WHFS. **HOTS:** WK, KNAC. **MEDIUMS:** KZEW, WNEW. **PREFERRED TRACKS:** Mony, Myself, Title.
SALES: Just shipped.

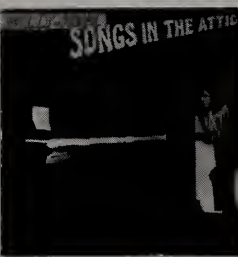
8 MOST ADDED

137 DONNIE IRIS & THE CRUISERS • KING COOT CAROUSEL/MCA
ADDS: KBPI, KSHE, KLLOL, WPLR. **HOTS:** KZAM, WBCN, WMMS, WWWM. **MEDIUMS:** KNCN, KSHE, WLIR, WLWQ. **PREFERRED TRACKS:** Merilee, Promise, My G.
SALES: Moderate breakouts in Midwest; fair in others.

70 JEFFERSON STARSHIP • MODERN TIMES GRUNT/RCA
ADDS: None. **HOTS:** KOME, KSJO, KMET. **MEDIUMS:** WBLM, KMEL, KMGN. **PREFERRED TRACKS:** Strange Way Back.
SALES: Moderate in West; weak in others.

1 MOST ADDED


BILLY JOEL • SONGS IN THE ATTIC • COLUMBIA
ADDS: WKLS, WBCN, WCCC, WOUR, KNCN, KLLOL, KSHE, WMMS, KEZY, WGRQ, WKDF, WNEW, WBLM, KNX. **HOTS:** WRNW, WLIR, WNEW. **MEDIUMS:** WCCC, WKDF. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



8 RICKIE LEE JONES • PIRATES • WARNER BROS.
ADDS: WKDF. **HOTS:** WRNW, WMMS, KEZY, WNEW, WHFS, KNX. **MEDIUMS:** WKDF, WBCN, WOUR, WLIR, WNEW, WABX. **PREFERRED TRACKS:** Woody, Belong, Title.
SALES: Good to moderate in all regions; strongest in West.

Chart
Position

3 MOST ACTIVE

2 JOURNEY • ESCAPE • COLUMBIA

ADDS: None. **HOTS:** KMET, WLWQ, WWWW, KBPI, WABX, WNEW, KSJO, WKDF, WGRQ, WLIR, KMG, KZEL, WKLS, KZEW, WBCN, WRNW, WCCC, WPLR, WSHE, WOUR, KNCN, KLOL, KSHE, WMMS, KEZY, WBLM, KMEL, KOME. **MEDIUMS:** KROQ, KZAM, WROQ. **PREFERRED TRACKS:** Crying, Stone, Tide, Don't.
SALES: Good to moderate in all regions; weakest in East.

9 MOST ACTIVE

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

KIX • ATLANTIC
ADDS: KSJO, KMG, WMMS, KLOL. **HOTS:** None. **MEDIUMS:** WLIR, WWWW. **PREFERRED TRACKS:** Kix Are.
SALES: Just shipped.

LITTLE FEAT • HOY!-HOY! • WARNER BROS.
ADDS: None. **HOTS:** WLIR. **MEDIUMS:** WKLS, KZEW, WBCN, WPLR, KNCN, KLOL, KEZY, KOME, KMG, KMET. **PREFERRED TRACKS:** Gringo.
SALES: Weak in South; fair in others.

LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL
ADDS: None. **HOTS:** KNX, WLWQ, WWWW, KBPI, KZAM, KNCN, KEZY, KMG, WROQ, WKDF. **MEDIUMS:** WKLS, WPLR, WSHE, WOUR, KLOL, WBLM, KMEL, KOME, WLIR, WABX. **PREFERRED TRACKS:** Owls.
SALES: Good to moderate in all regions.


NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA
ADDS: KZEL, WKLS. **HOTS:** WBCN, WRNW, WMMS. **MEDIUMS:** WPLR, KNCN, KEZY, KOME, WLIR, WNEW, WHFS. **PREFERRED TRACKS:** Pieces, Anytime, Title.
SALES: Moderate breakouts in East and West; fair in others.

MAYDAY • A&M
ADDS: WLWQ, KOME, WPLR, WRNW. **HOTS:** None. **MEDIUMS:** KZEW, WBLM, KSJO. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

MEATLOAF • DEAD RINGER • CLEVELAND INT'L/EPIC
ADDS: None. **MEDIUMS:** WRNW, WMMS, WNEW. **MEDIUMS:** WKLS, WSHE, WOUR, KNCN, KLOL, KSHE, KEZY, WLIR. **PREFERRED TRACKS:** I'm Gonna Read 'Em.
SALES: Moderate in Midwest and West; fair in others.

THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM
ADDS: None. **HOTS:** WWWW, KZAM, WKLS, WBCN, WRNW, WSHE, KNCN, KEZY, KOME, WLIR, WKDF, WABX, KBPI. **MEDIUMS:** KMET, WOUR, WBLM, KSJO, WNEW. **PREFERRED TRACKS:** Voice, 22,000, Gemini.
SALES: Good to moderate in all regions.

2 MOST ACTIVE

STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC

ADDS: None. **HOTS:** KMET, KNX, KROQ, WWWW, KBPI, WABX, WNEW, WKDF, WGRQ, WLIR, WROQ, KMG, KOME, KZAM, WKLS, KZEW, WBCN, WRNW, WCCC, WPLR, WSHE, WOUR, KNCN, KLOL, WMMS, KEZY, WBLM, KMEL. **MEDIUMS:** WLWQ, WHFS, KSJO, KSHE. **PREFERRED TRACKS:** Draggin', Edge Of, Think, Leather.
SALES: Good in all regions.

LP Chart
Position

196 NOVO COMBO • POLYDOR/POLYGRAM
ADDS: None. **HOTS:** WLIR. **MEDIUMS:** KZEW, WBCN, KNCN, KLOL, WNEW, KBPI, KROQ. **PREFERRED TRACKS:** Periscope.
SALES: Fair in West and Midwest; weak in others.

26 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA
ADDS: None. **HOTS:** KZEW, WBCN, WRNW, KOME, KMG, KROQ, KMET. **MEDIUMS:** KZAM, WPLR, KEZY, WBLM, KSJO, WHFS. **PREFERRED TRACKS:** Woman, Nightwatchman, Waiting, Letting.
SALES: Good to moderate in all regions; strongest in West.

159 POINT BLANK • AMERICAN EXCESS • MCA
ADDS: None. **HOTS:** KZEW. **MEDIUMS:** KZAM, WOUR, WBLM, KMG, KSJO. **PREFERRED TRACKS:** Nicole.
SALES: Fair in South; weak in others.


14 PRETENDERS • PRETENDERS II • SIRE
ADDS: None. **HOTS:** KMET, KNAC, WBCN, WRNW, WMMS, KOME, KMG, WLIR, WNEW, WHFS, KROQ. **MEDIUMS:** WLWQ, WSHE, WOUR, KNCN, KEZY, KBPI, WWWW. **PREFERRED TRACKS:** Spanked, Jealous, Pack, Louie, Adulthood.
SALES: Good to moderate in all regions; strongest in West.

124 THE RAMONES • PLEASANT DREAMS • SIRE
ADDS: None. **HOTS:** WRNW, KROQ, KNAC. **MEDIUMS:** WBCN, WLIR, WNEW, WHFS. **PREFERRED TRACKS:** Airwaves.
SALES: Fair in East and West; weak in others.


176 RED RIDER • AS FAR AS SIAM • CAPITOL
ADDS: WGRQ. **HOTS:** KZEW, WBLM, KMG, KSJO. **MEDIUMS:** WBCN, WPLR, WSHE, KNCN, KLOL, WMMS, KOME, KBPI, WWWW, WLWQ. **PREFERRED TRACKS:** Lunatic, Curtain, Ships.
SALES: Fair in Midwest; weak in others.

119 RIOT • FIRE DOWN UNDER • ELEKTRA
ADDS: WROQ, KZEL. **HOTS:** WLIR. **MEDIUMS:** KLOL, KOME, KMG. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in West and South.

1 MOST ACTIVE

1 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC

ADDS: None. **HOTS:** KMET, KNAC, WLWQ, KROQ, WHFS, WWWW, KBPI, WABX, WNEW, KSJO, WGRQ, WLIR, WROQ, KZEL, KOME, KZAM, WKLS, KZEW, WBCN, WRNW, WCCC, WPLR, WSHE, WOUR, KNCN, KLOL, KSHE, WMMS, KEZY, WBLM, KMEL. **MEDIUMS:** WKDF. **PREFERRED TRACKS:** Start, Limousine.
SALES: Good in all regions.

5 MOST ACTIVE

10 BOB SEGER & THE SILVER BULLET BAND • NINE TONIGHT • CAPITOL

ADDS: None. **HOTS:** KMET, WLWQ, WWWW, WABX, WNEW, WGRQ, KMG, KZEL, KOME, KZAM, WKLS, WBCN, WRNW, WCCC, WSHE, WOUR, KNCN, KLOL, KSHE, WMMS, KMEL, WLIR, WROQ. **MEDIUMS:** KROQ, WHFS, KBPI, KSJO, WKDF, KZEW, WPLR, KEZY, WBLM. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.

LP Chart
Position


101 SHOOTING STAR • HANG ON FOR YOUR LIFE • VIRGIN/EPIC
ADDS: None. **HOTS:** KSJO. **MEDIUMS:** WPLR, KNCN, KLOL, WBLM, KMG. **PREFERRED TRACKS:** Flesh, Breakout.
SALES: Fair in West and Midwest; weak in others.

71 SQUEEZE • EAST SIDE STORY • A&M
ADDS: None. **HOTS:** WRNW, WKDF, WHFS, KROQ, KNAC. **MEDIUMS:** KZAM, WNEW. **PREFERRED TRACKS:** Tempted, Is That.
SALES: Moderate in East and West; fair in others.

12 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None. **HOTS:** KZEW, WBCN, KNCN, WMMS, WBLM, KOME, WSHE, KMG, WLIR, KSJO, WNEW, WWWW, KMET. **MEDIUMS:** KMEL. **PREFERRED TRACKS:** Stroke, Dark, Daze.
SALES: Moderate in all regions; strongest in Midwest.

55 THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA
ADDS: None. **HOTS:** KZAM, KNCN, KSHE, WMMS, KEZY, KMG, WKDF, WWWW, WLWQ. **MEDIUMS:** KMET, WBCN, WPLR, KOME, WLIR, WNEW, KBPI. **PREFERRED TRACKS:** Hearts, Falling, Heartland.
SALES: Moderate in Midwest; fair in others.

4 MOST ADDED

185 SURVIVOR • PREMONITION • SCOTTI BROS./CBS

ADDS: KBPI, KSJO, WMMS, WSHE, WPLR. **HOTS:** None. **MEDIUMS:** KNCN, KLOL, KSHE, WWWW. **PREFERRED TRACKS:** Open.
SALES: Slight response in Midwest and South; fair in others.

132 BILLY THORPE • STIMULATION • PASHA/CBS
ADDS: None. **HOTS:** KZEW. **MEDIUMS:** KZAM, WPLR, WOUR, KNCN, KLOL, WMMS. **PREFERRED TRACKS:** Open.
SALES: Fair in South and Midwest; weak in others.

83 TRIUMPH • ALLIED FORCES • RCA
ADDS: None. **HOTS:** None. **MEDIUMS:** KZEW, WPLR, WSHE, WOUR, KNCN, KLOL, KSHE, WMMS, KOME, KMG, WLIR, WKDF, KSJO, WLWQ, KMET. **PREFERRED TRACKS:** Magic.
SALES: Moderate in South and Midwest; fair in others.

102 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL
ADDS: None. **HOTS:** WRNW, KOME. **MEDIUMS:** KZEW, WBCN, WCCC, WPLR, WOUR, KSJO, WWWW, KROQ, KNAC. **PREFERRED TRACKS:** Talk, Sushi.
SALES: Weak in South; fair in others.

8 MOST ACTIVE

18 ZZ TOP • EL LOCO • WARNER BROS.
ADDS: None. **HOTS:** KMET, WLWQ, WWWW, WNEW, WGRQ, KZEW, WBCN, WRNW, WPLR, WSHE, WOUR, KNCN, KLOL, WMMS, KEZY, KOME, KZEL, KMG. **MEDIUMS:** KROQ, KBPI, WKLS, WCCC, WROQ, WLIR. **PREFERRED TRACKS:** Tube, Pearl, Leila, Party.
SALES: Good to moderate in all regions; strongest in South.

6 MOST ADDED

FRANK ZAPPA • YOU ARE WHAT YOU IS • BARKING PUMPKIN/CBS
ADDS: WHFS, WNEW, WLIR, WCCC, WRNW. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

September 26, 1981

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|---|----------------|
| 1 | 1 | 1 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE | 13 |
| 2 | 2 | 2 QUEEN OF HEARTS JUICE NEWTON | 18 |
| 7 | 3 | 3 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS | 7 |
| 4 | 4 | 4 STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) | 10 |
| 6 | 5 | 5 WHO'S CRYING NOW JOURNEY | 11 |
| 3 | 6 | 6 SLOW HAND POINTER SISTERS | 18 |
| 11 | 7 | 7 STEP BY STEP EDDIE RABBITT | 10 |
| 8 | 8 | 8 THE BEACH BOYS MEDLEY THE BEACH BOYS | 10 |
| 10 | 9 | 9 HOLD ON TIGHT ELO | 10 |
| 13 | 10 | 10 FOR YOUR EYES ONLY SHEENA EASTON | 10 |
| 15 | 11 | 11 START ME UP ROLLING STONES | 6 |
| 5 | 12 | 12 URGENT FOREIGNER | 13 |
| 9 | 13 | 13 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP | 14 |
| 24 | 14 | 14 PRIVATE EYES DARYL HALL & JOHN GATES | 5 |
| 17 | 15 | 15 THE VOICE THE MOODY BLUES | 8 |
| 12 | 16 | 16 LADY (YOU BRING ME UP) COMMODORES | 15 |
| 14 | 17 | 17 THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY | 20 |
| 20 | 18 | 18 I COULD NEVER MISS YOU (MORE THAN I DO) LULU | 9 |
| 16 | 19 | 19 JESSIE'S GIRL RICK SPRINGFIELD | 27 |
| 22 | 20 | 20 THE NIGHT OWLS LITTLE RIVER BAND | 6 |
| 19 | 21 | 21 REALLY WANNA KNOW YOU GARY WRIGHT | 13 |
| 18 | 22 | 22 COOL LOVE PABLO CRUISE | 13 |
| 28 | 23 | 23 HARD TO SAY DAN FOGELBERG | 5 |
| 26 | 24 | 24 BREAKING AWAY BALANCE | 12 |
| 27 | 25 | 25 DRAW OF THE CARDS KIM CARNES | 8 |
| 29 | 26 | 26 SUPER FREAK (PART 1) RICK JAMES | 8 |
| 32 | 27 | 27 WE'RE IN THIS LOVE TOGETHER AL JARREAU | 9 |
| 30 | 28 | 28 IN YOUR LETTER REO SPEEDWAGON | 8 |
| 36 | 29 | 29 SHARE YOUR LOVE WITH ME KENNY ROGERS | 4 |
| 33 | 30 | 30 JUST ONCE QUINCY JONES featuring JAMES INGRAM | 7 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|--|----------------|
| 34 | 31 | 31 GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS ADDS: KOFM, 13K-30. JUMPS: KINT 10 To 6, WPGC 19 To 16, KFRC 10 To 6, KRTH Ex To 20, KC101 15 To 11, KJR Ex To 18. SALES: Good in the West. Moderate in the East and South. Poor in the Midwest. | 10 |

PRIME MOVER

| | | | |
|----|----|--|---|
| 38 | 32 | 32 I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD ADDS: KFYE, WPRO-FM, WSGN, WAXY, WKBW. JUMPS: Q105 23 To 17, KYYX 30 To 25, 92X Ex To 25, WTX 36 To 30, WTRY 17 To 12, KEYN 30 To 27, WXKS 29 To 18, KBEQ 22 To 19, WRFC 23 To 19, KFMD Ex To 27, WMAK Ex To 28, WKXX 24 To 19, WSKZ 14 To 11, WNCI 17 To 11, BJ105 28 To 24, WBBQ Ex To 30, WGH Ex To 20, 94Q Ex To 30, KCPX 28 To 24, KZZP 29 To 26, KHFI 17 To 13, WSPT Ex To 29, KRQ Ex To 28, Q102 24 To 21, WRQX 9 To 7, 13K 30 To 20, WICC 27 To 21, KEEL Ex To 32, KERN 24 To 19, Y100 18 To 15, JB105 29 To 23, WANS Ex To 28, KINT 13 To 9, WBCY Ex To 28, KRTH 28 To 22, WPGC 20 To 14, B97 29 To 22, WiFi 12 To 8, WWKX Ex To 30, KRBE 21 To 17, Z93 30 To 27. SALES: Moderate in all regions. | 6 |
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PRIME MOVER

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| 37 | 33 | 33 WHEN SHE WAS MY GIRL THE FOUR TOPS ADDS: KEYN, KOFM-30, B97, WTIC-FM-27, KCPX, WMC-FM. JUMPS: WCAO 20 To 17, WNCI 22 To 16, KFRC 39 To 29, FM102 28 To 25, WRFC 25 To 22, 94Q 26 To 21, WHBQ 8 To 5, KZZP 19 To 16, 14Q 27 To 24, JB105 30 To 27, KRTH Ex To 29, WGH 11 To 8, CKLW 30 To 19, WAXY Ex To 30, WSEZ 26 To 20, Z102 30 To 25, WHHY Ex To 30, WBBF Ex To 25, KRLY Ex To 21, WiFi 23 To 20, WICC 25 To 22, WXKS 20 To 11, KC101 Ex To 25, KINT 23 To 17, BJ105 33 To 28, Z93 28 To 23, WWKX 28 To 24, KRQ Ex To 30, WGCL Ex To 28, KYYX 26 To 22, KERN 29 To 23, KIQQ 30 To 26, WAYS 17 To 12, KJRB 19 To 15, WKXX 20 To 17, WSGN 15 To 10, WROR 14 To 9, WBBQ Ex To 28. SALES: Moderate in the West and East. Fair in the South. | 6 |
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CASH SMASH

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|----|----|---|---|
| 41 | 34 | 34 TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER ADDS: WZZP, KEYN, WNCI-26, WDRQ-13, WAXY, KDWB-27. JUMPS: WCAO 29 To 26, KFMD 29 To 24, WTIC-FM 23 To 18, KIQQ Ex To 40, KEZR Ex To 25, 94Q 30 To 23, WMAK Ex To 30, WTX Ex To 38, WTRY 27 To 23, WRQX 21 To 13, BJ105 34 To 29, KBEQ 19 To 15, WRFC Ex To 26, JB105 32 To 26, KCPX 26 To 21, WKXX 28 To 24, WSKZ Ex To 21, CKLW 13 To 5, KRQ Ex To 29, WBBQ 29 To 14, 96KX 24 To 18, WBCY 25 To 18, KERN 26 To 21, KJR Ex To 24, Q102 26 To 22, Z102 29 To 26, WANS 28 To 23, KIMN 28 To 25, WICC 28 To 23, B97 Ex To 28, KFRC Ex To 26, WMC-FM 24 To 21, WPRO-FM Ex To 18, WLS Ex To 32, KRTH Ex To 30, KZZP 27 To 24, WWKX 27 To 22, KRBE 28 To 25, WKBW Ex To 20, KYYX Ex To 24, 92X 22 To 17, Z93 Ex To 28, WSGN Ex To 24, WXKS Ex To 25, WGCL 29 To 18. SALES: Breakouts in all regions. | 3 |
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| 23 | 35 | 35 FEELS SO RIGHT ALABAMA | 16 |
| 21 | 36 | 36 FIRE AND ICE PAT BENATAR | 11 |
| 31 | 37 | 37 CHLOE ELTON JOHN | 10 |
| 35 | 38 | 38 YOU COULD TAKE MY HEART AWAY SILVER CONDOR | 10 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|--|----------------|
| 43 | 39 | 39 SHE'S A BAD MAMA JAMA (SHE'S BUILT SHE'S STACKED) CARL CARLTON ADDS: KEEL, 13K-29, WANS. JUMPS: Q105 28 To 22, WTX 35 To 27, WSEZ 25 To 11, Y100 30 To 25, WPGC Ex To 30, WWKX Ex To 29, B97 15 To 10, WTIC-FM 28 To 25, BJ105 37 To 32, KERN 40 To 31, KRTH Ex To 27, WiFi 25 To 21, WGCL Ex To 27. SALES: Good in the East. Moderate in the West and South. Weak in the Midwest. | 10 |

PRIME MOVER

| | | | |
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| 48 | 40 | 40 SAY GOODBYE TO HOLLYWOOD BILLY JOEL ADDS: WZZP, KEYN, KEEL, KCPX, WKBW, WGCL. JUMPS: WCAO 26 To 20, WSGN Ex To 25, WAXY Ex To 28, KEZR Ex To 27, KFMD Ex To 29, WHHY Ex To 29, WRFC Ex To 28, 94Q Ex To 28, KC101 30 To 27, WSKZ Ex To 23, WSPT Ex To 31, Z93 Ex To 29, 96KX 26 To 21, WBCY 28 To 24, Y103 38 To 30, WRVQ Ex To 24, B97 Ex To 29, WTX Ex To 29, KTSa Ex To 28, KRAV Ex To 20, WKXX Ex To 27, 14Q 24 To 21, WTIC-FM 29 To 26, WBBQ Ex To 27, WGH Ex To 19, BJ105 35 To 30, KIMN Ex To 27, WICC 23 To 18, KRQ 29 To 26, WABC Ex To 20, WWKX 30 To 25, KERN 33 To 29, WMC-FM Ex To 24, KYXX Ex To 26, WHBQ Ex To 10, KZZP 28 To 25. SALES: Breakouts in all regions. | 6 |
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| 25 | 41 | 41 ELVIRA THE OAK RIDGE BOYS | |
| 39 | 42 | 42 BACKFIRED DEBBIE HARRY | |

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| 47 | 43 | 43 BURNIN' FOR YOU BLUE OYSTER CULT ADDS: JB105-34, CKLW-14, WXKS. JUMPS: 96KX 20 To 16, KHFI Ex To 26, WNCI 30 To 21, WSPT 28 To 25, WRQX 14 To 8, KFRC Ex To 37, WiFi 28 To 25, WGCL Ex To 30, KIQQ 23 To 19, KBEQ 8 To 5, KIMN Ex To 30. SALES: Fair in the East and Midwest. Weak in the West and South. | 6 |
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| 54 | 44 | 44 THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON ADDS: Q105-28, WRFC, WBBF, KXOK-20, WSGN, KRAV, BJ105-36, WROR, KRTH, Z93, WRJZ. JUMPS: WCAO 23 To 16, WISM 30 To 26, WQXI 11 To 5, 94Q 22 To 16, WBCY Ex To 26, WGSV 24 To 17, KNUS 19 To 15, WMAK 27 To 23, KCPX 23 To 20, WiFi 29 To 26, KIQQ 36 To 28, WTX 33 To 25. SALES: Breakouts in all regions. | 6 |
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| 40 | 45 | 45 STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND | |
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| 42 | 46 | 46 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND | |
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| 52 | 47 | 47 ALIEN ATLANTA RHYTHM SECTION ADDS: WICC, KYYX, KC101, KIMN. JUMPS: KEZR 16 To 13, WANS Ex To 29, WRFC 26 To 23, WKBW Ex To 25, WSEZ Ex To 31, Y103 40 To 35, KHFI 21 To 15, KIQQ Ex To 34, WISM 25 To 18, WZUU Ex To 25, WZZR 27 To 24, WRJZ Ex To 29, KFMD Ex To 26, WNCI 28 To 24, WSPT Ex To 30, WBCY Ex To 30, KRBE Ex To 29, KNUS 32 To 24. | 6 |
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| 45 | 48 | 48 SOME DAYS ARE DIAMONDS JOHN DENVER | |
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| 44 | 49 | 49 I'M IN LOVE EVELYN KING | |
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| 46 | 50 | 50 THAT OLD SONG RAY PARKER, JR. & RAYDIO | |
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| 57 | 51 | 51 LOVE ALL THE HURT AWAY ARETHA FRANKLIN/GEORGE BENSON ADDS: WQXI, KERN-34, WHBQ-14, WAXY, WiFi, WBBF, WGCL. JUMPS: WPRO-FM Ex To 17, CKLW 25 To 16, KNUS 31 To 25, WROR 22 To 18, WTX 27 To 23, WBBQ 30 To 26. SALES: Fair in the South. | 6 |
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National

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HEARD ON MORE 5
A WEEKLY REVIEW

RADIO CHART

TOP 100 SINGLES

September 26, 1981

THIS WEEK
WEEKS ON CHART

HIT BOUND

52 **ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)** MARTY BALIN 3
 ADDS: KJR, KIMN, WOW-19, WSEZ, WPRO-FM, WWKX, WNCI-29, WSPT, KRLY, KRAB, KRQ, Y103-38, WGCL, WKXX. **JUMPS:** WTRY Ex To 30, KCPX Ex To 30, WRFC Ex To 29, KERN 39 To 30, WGH Ex To 21, WIFI Ex To 29, KHFI 26 To 24, KC101 Ex To 30, WISM Ex To 29, KZZP 26 To 23, WSGN Ex To 27, WAKY 19 To 16, KEEL Ex To 31, WGSV 31 To 26, KNUS 33 To 28, KOPA Ex To 30, BJ105 Ex To 34.

53 **LOVE ON A TWO WAY STREET** STACY LATTISAW 15

54 **WORKING IN THE COAL MINE** DEVO 4
 ADDS: Q102-35, WNBC-30, WIFI, WTI, WTI. **JUMPS:** WSKZ 24 To 18, KHFI 24 To 19, KYXX Ex To 29, KEYN Ex To 30, WAKY 23 To 18, WSPT 22 To 18, KRBE 26 To 22, 92X Ex To 26, BJ105 Ex To 37, KIQQ 32 To 25, WKXX 25 To 21, WBBQ Ex To 29.

HIT BOUND

55 **HERE I AM** AIR SUPPLY 2
 ADDS: KSTP-FM, WZUU, WRJZ, KFI, KRAB, KNUS, KENO-20, WNBC-29, KERN-33, WROR-22, KRTH, WHHY, WVBF, Y103-39, WGCI, WOW-20, K TSA, 14Q-25, WICC, KINT, WISM-30, WPRO-FM, WOKY, WAYS, KFMD, WAKY-22, KEEL. **JUMPS:** WCAO Ex To 29, KDWB 25 To 21, WTRY Ex To 28, WIFI Ex To 30, WRFC Ex To 25, KC101 Ex To 28, WGH Ex To 18, 293 Ex To 30, KYXX Ex To 28, WTI, X Ex To 39, KEYN Ex To 28, WKXX Ex To 30, WSGN Ex To 30, KJR Ex To 26, 94Q Ex To 29, Z102 31 To 27, WGSV Ex To 28, WMAK Ex To 27, KCPX Ex To 22. **SALES:** Just shipped.

56 **HEAVY METAL (TAKIN' A RIDE)** DON FELDER 10

57 **OUR LIPS ARE SEALED** GO GO'S 5
 ADDS: Y100-31, KYXX, KBEQ-27. **JUMPS:** WICC Ex To 28, KRQ 28 To 23, 13K 15 To 11, KZZP 15 To 10. **SALES:** Moderate in the West.

58 **A HEART IN NEW YORK** ART GARFUNKEL 8
 ADDS: WZUU. **JUMPS:** 14Q 22 To 18, WZZR 26 To 23. **SALES:** Weak in all regions.

59 **SAUSALITO SUMMERNIGHT** DIESEL 3
 ADDS: Y103-37, WRVQ, KINT, WWKX, KYXX, WNCI-28, KFI, WTI, FM-28, KOPA, KRQ, WANS, WHHY. **Day-Part:** WOW. **JUMPS:** WCAO Ex To 30, Q105 29 To 26, KHFI 26 To 21, WICC Ex To 25, WSPT 32 To 27, WBCY 29 To 25, Z102 32 To 28, KBEQ 21 To 17, KZZP 25 To 20.

HIT BOUND

60 **YOU SAVED MY SOUL** BURTON CUMMINGS 3
 ADDS: KC101, Z93, WVBF, WBBQ, KIMN, WCAO, WISM, WPRO-FM, WWKX, WSGN, KFMD, KEEL, JB105-32, KNUS, BJ105, KERN-35, WIFI. **JUMPS:** WRFC Ex To 30, WGH Ex To 22, WICC Ex To 30, KYXX Ex To 30, WGSV Ex To 31, KCPX 34 To 25, WTI, X Ex To 40.

61 **SILLY** DENIECE WILLIAMS 7

62 **IN THE DARK** BILLY SQUIER 3
 ADDS: WSKZ, WICC, JB105-33, Z102-33. **JUMPS:** KHFI Ex To 30, WLS 32 To 24, KCPX 40 To 36, KSF, X Ex To 20, WKXX Ex To 28. **SALES:** Fair in the Midwest.

LAST THIS WEEK WEEK
WEEKS ON CHART

HIT BOUND

63 **SQUARE BIZ** TEENA MARIE 11

64 **EVERY LITTLE THING SHE DOES IS MAGIC** THE POLICE 1
 ADDS: WHHY, WNCI, WGCL, 94Q, WCAO, KIQQ, WSPT, KEZR, KBEQ-25, WBCY-29, WTRY-29, WKXX, KRBE, WRFC, WBBQ, KOPA, WSKZ, KCPX, WRVQ, WANS, KHFI, WICC-29, KSF, X, KINT, KFRC, WWKX, KRTH, KYXX. **Day-Part:** WMC-FM, KJRB, WOW. **SALES:** Just shipped.

HIT BOUND

85 **OH NO** COMMODORES 2
 ADDS: KRLY, B97, KNUS, KCPX, WANS, WAXY, WIFI, KC101, WTI, X, KIQQ, KIMN, WCAO, KEZR, WRFC, WISM, WPGC, WWKX, WSGN, WAKY-23, WNCI-27, 94Q, Z102-32, WGSV. **JUMPS:** Q105 27 To 21, BJ105 40 To 35. **SALES:** Just shipped.

HIT BOUND

66 **HE'S A LIAR** BEE GEES 1
 ADDS: KOFM, Z102-31, B97, WKXS, BJ105-38, WNBC-27, KJRB, WIFI, WTI, X, KIQQ, KZZP-27, WCAO, WTRY, WSKZ, WGH, WSEZ, WICC, Y100-28, KYXX, WSPT, KEEL, BJ105-35. **Day-Part:** WMAK. **JUMPS:** WSGN Ex To 29. **SALES:** Just shipped.

59 **67 YOU DON'T KNOW ME** MICKEY GILLEY 12

50 **68 BOY FROM NEW YORK CITY** MANHATTAN TRANSFER 19

58 **69 DON'T GIVE IT UP** ROBBIE PATTON 12

62 **70 NICOLE** POINT BLANK 14

49 **71 I DON'T NEED YOU** KENNY ROGERS 16

65 **72 ALL I HAVE TO DO IS DREAM** ANDY GIBB and VICTORIA PRINCIPAL 7

61 **73 THE SUN AIN'T GONNA SHINE ANYMORE** NIELSEN/PEARSON 8

84 **74 MORE STARS** STARS ON 45 2
 ADDS: WSGN, WAKY-24, WQXI, CKLW, WGSV, KFRC, WABC. **JUMPS:** WICC Ex To 26, KINT 24 To 20, KEEL Ex To 33, BJ105 Ex To 40, KCPX Ex To 33, WIFI Ex To 28, KC101 Ex To 29.

67 **75 THE STROKE** BILLY SQUIER 20

81 **76 STAY AWAKE** RONNIE LAWS 5
 ADDS: WSKZ, KNUS, WTI, X. **Day-Part:** WMAK. **JUMPS:** KCPX Ex To 38.

72 **77 SHAKE IT UP TONIGHT** CHERYL LYNN 8

70 **78 TEMPTED** SQUEEZE 10

74 **79 DOUBLE DUTCH BUS** FRANKIE SMITH 18

76 **80 EASY TO LOVE AGAIN** CAROLE BAYER SAGER 4

81 **NO REPLY AT ALL** GENESIS 1
 ADDS: 96KX, KHFI, WICC, 94Q, CKLW, WBCY, KRBE, WKXX, WBBQ.

90 **82 NO TIME TO LOSE** TARNEY/SPENCER BAND 2
 ADDS: WRVQ, WRQX, KZZP. **Day-Part:** KBEQ. **JUMPS:** WSPT Ex To 33.

LAST THIS WEEK WEEK
WEEKS ON CHART

83 **MY GIRL (GONE, GONE, GONE)** CHILLIWACK 1
 ADDS: WCAO, KHFI, CKLW, KFI, BJ105, KCPX, WBBQ. **Day-Part:** KJRB.

84 **A LUCKY GUY** RICKIE LEE JONES 1
 ADDS: WICC, 94Q, WXKS, WTI, X, WBBQ, WRJZ. **Day-Part:** KBEQ. **JUMPS:** KJRB Ex To 26. **SALES:** Breakouts in the Midwest.

85 **AIMING AT YOUR HEART** TEMPTATIONS 1
 ADDS: KNUS, KFI. **JUMPS:** KFRC Ex To 40, KIQQ Ex To 35. **ON:** KRLY, WKXS.

88 **86 MONY MONY** BILLY IDOL 2
 ADDS: KERN-40.

87 **FIRE IN THE SKY** THE DIRT BAND 1
 ADDS: WGH, WSEZ, KHFI, KINT, KFMD, BJ105, KCPX, KBEQ-28.

88 **LEILA** ZZ TOP 1
 ADDS: WICC, KINT, KCPX, KEZR. **ON:** KFI, KTSA, WKXX.

89 **LET'S PUT THE FUN BACK IN ROCK 'N ROLL** FREDDY CANNON & THE BELMONT 1
 ADDS: KFI, KIQQ. **ON:** WBEN-FM, WKXS.

90 **SHE DON'T LET NOBODY (BUT ME)** CURTIS MAYFIELD 1
 ADDS: KRLY. **ON:** KINT, KFI, WKXS, KIQQ.

77 **91 AT THIS MOMENT** BILLY & THE BEATERS 4

66 **92 FALLING IN LOVE AGAIN** MICHAEL STANLEY BAND 8

79 **93 THE ONE THAT YOU LOVE** AIR SUPPLY 20

73 **94 HEARTS** MARTY BALIN 19

95 **IT'S OVER** TEDDY BAKER 1
 ADDS: KIQQ. **ON:** WIFI, WGH.

83 **96 BETTE DAVIS EYES** KIM CARNES 27

82 **97 THE SENSITIVE KIND** SANTANA 9

98 **FANCY FREE** OAK RIDGE BOYS 1
 ADDS: WRJZ. **JUMPS:** KNUS 35 To 30.

87 **99 I'LL DO ANYTHING FOR YOU** DENROY MORGAN 3

78 **100 YOU'RE MY GIRL** FRANKE & THE KNOCKOUTS 13

LOOKING AHEAD

NEVER TOO MUCH LUTHER VANDROSS
 ADDS: KRLY, WKXS-39, KIQQ

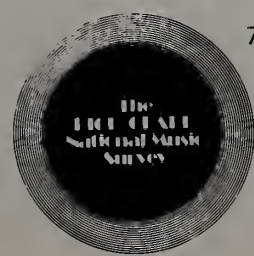
BEIN' HERE WITH YOU TONIGHT GENE COTTON
 ADDS: WWKX, KCPX, KC101. **Day-Part:** WMAK

MAGIC POWER TRIUMPH
 ADDS: KINT, KIQQ. **Day-Part:** KJRB

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Labels, Radio Squabble Over Satellite Web

(continued from page 17)

been terminated, and that all but one had accepted new jobs. "A lot of them we moved into other areas of our radio station," he stated. "We'll still need production; you still have to have people to go on remotes; you still have to have people to go cover the Sounds games and sports; you still have to have news people. In other words, this is just the air talent disc jockeys themselves that do the actual show — we have replaced them with the satellite — just the people that do the actual show. You still have got to have somebody there on the board all the time; you still have got to take requests and feed those to the satellite people.

"We've only lost one person and that person wanted to go back to teaching school, so we haven't lost anybody. Now again, I'm not saying they'll stay with me forever, but they enjoy it. The satellite is really a fascinating thing; it's like when the digital clock came out and it just makes radio so much more fascinating now the way we're doing it and working out the timing of this thing."

Dissatisfied

The aforementioned source, who held the position of a disc jockey, prior to the adoption of the satellite network, expressed dissatisfaction with the system. He noted that the jocks at that station wanted to get back to a point where they were closer to the music. He also indicated that, while acting as a board operator was a challenge under the system, it didn't provide the job satisfaction that was gained behind the microphone. Additionally, although the station was free to insert its own news, weather, sports, features, promos and spots, the disc jockeys provided by the satellite service were, naturally, unable to localize their rapport with the listening audience, avoiding time zone changes with "22 minutes past the hour" and sticking with national subjects. He also felt that the playlists offered were unfortunately restricted, cutting his station's currents and extras by 15 records.

Label Reaction

Erv Woolsey, vice president of marketing, MCA Nashville, was a little apprehensive about the trend toward satellites. "You don't get the programming for an individual area," he offered, "and I don't care what anybody says; each city is unique in the music and the artists that are in that area. All areas probably have a lot of the same common artists that happen every time out, but, in my opinion, you take away the uniqueness of an area when you go to a central programming.

"I think the satellite system like WKDA is using — the one out of Chicago — I think it sounds great, but, from a label standpoint, you can't promote them; they're just there."

Rumore, however, was particularly pleased with the research that the service provides, noting that his playlist was not substantially affected. "They (the service) actually receive the music before the radio stations do is what I understand," he said. "I don't know whether it's true or not — again, that's not the reason I joined it, but I think the satellite is playing 38 currents. We were playing maybe 40-45, so it's right at the same amount. I think anybody is pretty much going to play the hit records. If it's not a hit, we wouldn't play it anyway, but now they do all this research on a nationwide basis to assure us of playing the right music."

Woolsey, who said that the service did not receive new releases any quicker than

(continued on page 26)



GIBB AND BRANNON TALK SHOP — Fifteen-year-old Kippi Brannon, one of MCA's newest and youngest artists, was recently in Boynton Beach, Fla., where she met with South Florida physician Dr. Ron Stander, owner of DocRon Prods., the company she is signed with, her current producer Chuck Howard, Jr. and Barry Gibb, an associate of Stander's who has expressed an interest in producing Brannon. Pictured are (l-r): Stander; Brannon; Gibb and Howard.

Bill Monroe: Bluegrass Pioneer

(continued from page 8)

knew it would do the people the same way," Monroe said. "I kept it a pretty good while before I gave it this title. To listen to the number and how it starts and everything, 'My Last Days On Earth' is really the title it should have."

After so many years of one night stands, country fairs and city auditoriums, one would think this father of bluegrass would hang up his bow, put away his mandolin and sit back on his farm outside Nashville and relax. Not just yet. Monroe is what is commonly referred to as a workaholic, still spending 150-200 days a year on the road. His customized tour bus makes it "comfortable."

It's difficult not to develop an instant friendship with Monroe. His thoughtful

demeanor and concise, to the point answers are indicative of a man who remains true to his Kentucky sensibilities. In his lifetime, he has already earned all the accolades and titles one man could possibly handle. He was asked what he would like music historians to say when summing up his career. His response tells more about the man than anything else could.

"I'd like for them to remember me and know what I've done for music and for my friends and fans all over the world. There's not nobody in the world any more proud of a good fan and a good friend than I am. I said it many times — I love Mother Nature and I love to see different parts of the world. I just wish everybody the best, and I intend to do the best that I can do."

IRDA Restructures Under Album Globe

NASHVILLE — After eight years under the name IRDA, the Hendersonville-based record label has restructured its organization and developed Super Prods. and Album Globe Distribution Co., Inc. Super Prods. will handle promotion of the single product, while Album Globe will be responsible for marketing and distribution of both singles and albums.

Citing "the tremendous increase in album sales and the tremendous decrease in single sales," label officials stressed an increased emphasis on the sale of albums, adding that "Super Prods. is now the vehicle by which a single attains a chart position and creates the marketplace for album sales."

The label is headed by Mike Shepherd, president; Keith Stewart, national promotion director; and Patsy West, product coordinator. Since its inception in the mid-'70s, IRDA has averaged at least two records a month on the national charts and has aided in breaking several artists who later gained contracts with major labels, such as Ronnie McDowell, Cristy Lane, John Wesley Ryles and Stella Parton. Artists who are currently being distributed and promoted through the label include Wyvon Alexander, Gail Zeller, Ronnie Kartman, Noel, the LeGard Twins, Ron Gilliam and Kim Wells.

In addition to the main offices in Hendersonville, the company boasts a new warehouse with 5,500 square feet of storage space. The label also maintains its own printing facilities, including computerized type setting equipment and four-color printing presses, and can design and manufacture its own album jackets, record labels, sleeves and marketing tools. The company has foreign representation in England, Canada, Japan and Germany.

Black Stallion Issues Country's Who's Who

NASHVILLE — Black Stallion Country Press has released the *Kingsbury's Who's Who In Country & Western Music*, containing 320 pages of information on the artists, companies and executives involved in country music.

Promoted by its publishers as "the most complete and definitive book on country music available today," the *Who's Who* features biographies on more than 700 artists, musicians, songwriters, record producers and executives, with additional listings of radio stations, award winners, music publishers, booking agencies and more.

Compiled by Hugh Cherry, Buddy Mize, Harold Hensley and Gene Bear, the volume is designed to act as a reference guide for professionals within the industry and can double as an informative manual for the country fan.

The book retails for \$24.95 and may be ordered direct from the publisher, although wholesalers and dealers have been invited to inquire about distribution. Special discounts are available to radio stations, on-air personalities and libraries. For additional information, write Kenn Kingsbury, Black Stallion Country Press, P.O. Box 2250, Culver City, Calif. 90230, or call (213) 674-9280.

Sylvia Is Durango Rep

NASHVILLE — RCA recording artist Sylvia has been selected by the Georgia Boot Co. of Franklin, Tenn. to serve as its Durango Boot Girl.

As a part of the Durango promotional campaign, 15,000 posters bearing Sylvia's likeness will be distributed to 9,000 Durango dealerships throughout the United States and select stores in Canada and Mexico.

White, Morrison Take Bluegrass To Overseas Markets

NASHVILLE — Buck White and Harold Morrison will engage in a four-week U.S.-sponsored concert tour of four European nations Sept. 19-Oct. 17 as a part of the Arts America program of the International Communications Agency.

Buck White and the Down Home Folks and Harold Morrison and Smoking Bluegrass will perform at least 20 concerts in Portugal, Greece, Turkey and Cyprus on behalf of the Washington, D.C.-based organization, which also supports dance, theater and other musical groups in tours to foreign nations each year.

"We send groups that reflect the diversity and vitality of American cultural arts in various fields," said a spokesperson for the Arts America program. "We send music that is suggested by our embassy personnel abroad. Right now, interest in country music is stronger than it's ever been." Arts America has sent Tennessee Ernie Ford, Roy Clark and the Oak Ridge Boys on concert tours to the Soviet Union in past years.

White, who is signed to Capitol Records along with his daughters, Sharon and Cheryl, will tour as a part of the Whites along with dobro player Jerry Douglas. The Whites have frequently appeared with Emmylou Harris and Ricky Skaggs. Morrison, who plays banjo and dobro, joins guitarist Billy Smith and bass player Johnny Rice in Smoking Bluegrass.

Mandrell To Host Children's Benefit

NASHVILLE — After three years at Still Waters Resort near Dadeville, Ala., the fourth annual Barbara Mandrell Benefit for the Alabama Sheriffs' Boys and Girls Ranches will move to Montgomery. This year's benefit will take place Oct. 2-4.

The event will be a real family affair for the Mandrell clan, with Barbara appearing in concert with sister Louise and her husband R.C. Bannon. Additionally, the benefit will feature the Ken Dudney Tennis Tournament (named after Barbara's husband) and the Jaime Dudney Frisbee Contest (named after Barbara's child).

"This is our first year in Montgomery, and I'm really excited about it," said Mandrell. "Louise and R.C. have participated in our previous benefits both as golfers and entertainers, but it will be exciting to perform with both of them as special guests at the concert." Although the two Mandrells and their sister, Irlene, appear in NBC's weekly television show, *Barbara Mandrell and the Mandrell Sisters*, the concert will mark only the second time that Barbara and Louise have performed together professionally.

In the past three years, the Barbara Mandrell Benefit has earned more than \$250,000 for the Alabama ranches, which serve as homes for approximately 170 abused or abandoned children.

WLWI/Montgomery will also hold the finals for a talent competition. For information on the benefit, write: Barbara Mandrell Benefit, P.O. Box 4037, Montgomery, Ala. 36101, or call (205) 263-2217.

NMPA Sets Nashville Board Meeting Agenda

NEW YORK — The board of directors of the National Music Publishers' Assn. (NMPA) will meet in Nashville during Country Music Week at the Hermitage Hotel, Oct. 14.

Committee chairmen and the NMPA counsel will report on current domestic and international developments and problems. Board members from New York, Los Angeles, Nashville and Atlanta are expected to participate.

COUNTRY

TOP 75 ALBUMS

| | Weeks On Chart | 9/19 Chart | | Weeks On Chart | 9/19 Chart |
|----|----------------------|---------------|--|----------------------|---------------|
| 1 | | | FANCY FREE OAK RIDGE BOYS (MCA-5209) | 1 | 17 |
| 2 | | | FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) | 2 | 28 |
| 3 | | | STEP BY STEP EDDIE RABBITT (Elektra 6E-632) | 3 | 6 |
| 4 | | | SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4258) | 6 | 9 |
| 5 | | | SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1109) | 5 | 22 |
| 6 | | | THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 9E-535) | 7 | 4 |
| 7 | | | THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060) | 13 | 5 |
| 8 | | | I AM WHAT I AM GEORGE JONES (Epic FE 36586) | 8 | 53 |
| 9 | | | LIVE BARBARA MANDRELL (MCA-5243) | 14 | 5 |
| 10 | | | ESPECIALLY FOR YOU DON WILLIAMS (MCA-5216) | 4 | 11 |
| 11 | | | YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416) | 17 | 15 |
| 12 | | | SURROUND ME WITH LOVE CHARLY MCCLAIN (Epic FE-37163) | 12 | 19 |
| 13 | | | SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-35965) | 9 | 28 |
| 14 | | | MR. T CONWAY TWITTY (MCA-5204) | 16 | 13 |
| 15 | | | JUICE JUICE NEWTON (Capitol ST-12136) | 15 | 29 |
| 16 | | | YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002) | 10 | 12 |
| 17 | | | RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216) | 11 | 11 |
| 18 | | | KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072) | 10 | 49 |
| 19 | | | MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026) | 20 | 20 |
| 20 | | | CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Jiva/Warner Bros. BSK-35555) | 25 | 19 |
| 21 | | | I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3526) | 25 | 23 |
| 22 | | | GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399) | 29 | 7 |
| 23 | | | ROWDY HANK WILLIAMS, JR. (Elektra/Curb 9E-330) | 23 | 33 |
| 24 | | | NOW OR NEVER JOHN SCHNEIDER (Scotti Bros. ARZ 37400) | 24 | 16 |
| 25 | | | URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027) | 19 | 15 |
| 26 | | | TAKIN' IT EASY LAGY J. DALTON (Columbia FC 37327) | 27 | 9 |
| 27 | | | HORIZON EDDIE RABBITT (Elektra 6E-276) | 33 | 63 |
| 28 | | | GREATEST HITS OAK RIDGE BOYS (MCA-5150) | 22 | 47 |
| 29 | | | WILLIE NELSON'S GREATEST HITS (& SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542) | 39 | 2 |
| 30 | | | WITH LOVE JOHN CONLEE (MCA-5213) | 30 | 10 |
| 31 | | | MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644) | 21 | 65 |
| 32 | | | GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722) | 26 | 48 |
| 33 | | | THE NIGHT THE LIGHTS WENT OUT IN GEORGIA SOUNDTRACK (Mirage WTG *6051) | 35 | 3 |
| 34 | | | AS IS BOBBY BARE (Columbia FC-37157) | 34 | 15 |
| 35 | | | I'M COUNTRYFIED MEL Mc DANIEL (Capitol ST-12116) | 35 | 30 |
| 36 | | | WILD WEST DOTTIE WEST (Liberty LT-1062) | 32 | 30 |
| 37 | | | OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AHL 1-3332) | 38 | 24 |
| 38 | | | LEATHER AND LACE WAYLON AND JESSI (RCA AHL 1-3941) | 31 | 29 |
| 39 | | | LIVE HOYT AXTON (Jeremiah JH-5002) | 37 | 20 |
| 40 | | | HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438) | 63 | 2 |
| 41 | | | ONE TO ONE ED BRUCE (MCA-5188) | 41 | 22 |
| 42 | | | SHOULD I DO IT TANYA TUCKER (MCA-5228) | 44 | 11 |
| 43 | | | GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3379) | 57 | 127 |
| 44 | | | THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-295) | 45 | 40 |
| 45 | | | DRIFTER SYLVIA (RCA AHL 1-3986) | 40 | 23 |
| 46 | | | WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SO-12144) | 47 | 22 |
| 47 | | | MORE GOOD 'UNS JERRY CLOWER (MCA-5215) | 48 | 6 |
| 48 | | | STARDUST WILLIE NELSON (Columbia JC 35305) | 49 | 178 |
| 49 | | | PLEASURE DAVE ROWLAND AND SUGAR (Elektra 9E-525) | 51 | 16 |
| 50 | | | MR. SONGMAN SLIM WHITMAN (Epic/Cleveland Int'l FE 37403) | 58 | 5 |
| 51 | | | THE MINSTREL MAN WILLIE NELSON (RCA AHL 1-4045) | 42 | 10 |
| 52 | | | GREATEST HITS ANNE MURRAY (Capitol SO-12110) | 52 | 52 |
| 53 | | | SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36583) | 43 | 31 |
| 54 | | | 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852) | 50 | 43 |
| 55 | | | HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752) | 55 | 56 |
| 56 | | | I BELIEVE IN YOU DON WILLIAMS (MCA-5133) | 54 | 58 |
| 57 | | | URBAN COWBOY ORIGINAL SOUNDTRACK (Columbia S2 36752) | 61 | 71 |
| 58 | | | THE BARON JOHNNY CASH (Columbia FC-37179) | 53 | 14 |
| 59 | | | BLUE PEARL EARL THOMAS CONLEY (Sunbird ST-50103) | 59 | 27 |
| 60 | | | I HAVE A DREAM CRISTY LANE (Liberty LT-1083) | 60 | 27 |
| 61 | | | THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36432) | 62 | 2 |
| 62 | | | WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l JE-37107) | 64 | 24 |
| 63 | | | DARLIN' TOM JONES (Mercury/PolyGram SRM-1-4010) | 46 | 15 |
| 64 | | | LETTIN' YOU IN ON A FEELING THE KENDALLS (Mercury SRM 1-6005) | 67 | 3 |
| 65 | | | WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic 37183) | 65 | 16 |
| 66 | | | HEY MOE/HEY JOE MOE BANDY & JOE STAMPLEY (Columbia FC-37003) | 66 | 3 |
| 67 | | | TENNESSEE WHISKEY DAVID ALLAN COE (Columbia FC 37454) | 58 | 3 |
| 68 | | | LOOKIN' FOR LOVE JOHNNY LEE (Asylum 9E-309) | 68 | 47 |
| 69 | | | TOWN & COUNTRY RAY PRICE (Dimension DL 5003) | 69 | 3 |
| 70 | | | THESE DAYS CRYSTAL GAYLE (Columbia JC 36512) | 70 | 5 |
| 71 | | | ENCORE MICKEY GILLEY (Epic JF-36851) | 71 | 46 |
| 72 | | | SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173) | 72 | 34 |
| 73 | | | WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35542) | 73 | 116 |
| 74 | | | TAKE THIS JOB AND SHOVE IT ORIGINAL SOUNDTRACK (Epic SE-37177) | 74 | 15 |
| 75 | | | ENCORE GEORGE JONES (Epic FE 37346) | 75 | 9 |



AHL1 - 4045

"The Minstrel Man"
the new album from

Willie Nelson

Featuring his latest
hit single:

"MOUNTAIN
DEW"

PB 12328

Just Released



CASH BOX TOP 100 COUNTRY

September 26, 1981

| | | Weeks On Chart | | | Weeks On Chart | | | Weeks On Chart |
|-----------|--|----------------------|-----------|--|----------------------|------------|--|----------------------|
| 1 | YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172) | 2 | 34 | MEMPHIS FRED KNOBLOCK (Scotti Bros. ZS5 02434) | 37 | 68 | (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264) | 51 |
| 2 | PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761) | 4 | 35 | ONE-NIGHT FEVER MEL TILLIS (Elektra E-47178) | 43 | 69 | CINDERELLA TERRY GREGORY (Handshake WS9 02442) | 74 |
| 3 | TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137) | 1 | 36 | FEEDIN' THE FIRE ZELLA LEHR (Columbia 18-0243) | 39 | 70 | SLOWLY KIPPI BRANNON (MCA-51166) | 85 |
| 4 | STEP BY STEP EDDIE RABBITT (Elektra E-47174) | 6 | 37 | TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414) | 38 | 71 | CAN'T HELP FALLING IN LOVE WITH YOU SLIM WHITMAN (Epic/Cleveland Int'l. 14-02402) | 53 |
| 5 | TAKIN' IT EASY LACY J. DALTON (Columbia 18-02188) | 8 | 38 | JUST ENOUGH LOVE (FOR ONE WOMAN) BOBBY SMITH (Liberty P-1417) | 42 | 72 | ENOUGH FOR YOU BRENDA LEE (MCA 51154) | 60 |
| 6 | MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12266) | 7 | 39 | HE'S THE FIRE DIANA (Sunbird SBR-7564) | 40 | 73 | DREAMS CAN COME IN HANDY CINDY HURT (Churchill CR 7777) | 78 |
| 7 | HURRICANE LEON EVERETTE (RCA PB-12270) | 9 | 40 | SCRATCH MY BACK RAZZY BAILEY (RCA PB-12268) | 41 | 74 | CHICKEN TRUCK JOHN ANDERSON (Warner Bros. WBS 49772) | 77 |
| 8 | TODAY ALL OVER AGAIN REBA McENTIRE (Mercury/PolyGram 57054) | 10 | 41 | SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430) | 46 | 75 | ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307) | — |
| 9 | I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) JANIE FRICKE (Columbia 18-02197) | 11 | 42 | MARRIED WOMEN SONNY CURTIS (Elektra E-47176) | 45 | 76 | SHE'S GOIN' HOME ALONE GAIL ZEILER (Equa S.P. 660) | 76 |
| 10 | NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12294) | 12 | 43 | ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) HANK WILLIAMS, JR. (Elektra/Curb E-47191) | 47 | 77 | DON'T WAIT ON ME THE STATLER BROTHERS (Mercury/PolyGram 57051) | 64 |
| 11 | (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ ED BRUCE (MCA-51139) | 14 | 44 | BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277) | 44 | 78 | LET THE LITTLE BIRD FLY DOTTSY (Tanglewood TGW 1910) | 84 |
| 12 | RIGHT IN THE PALM OF YOUR HAND MEL McDANIEL (Capitol 5022) | 13 | 45 | CRYING IN THE RAIN TAMMY WYNETTE (Epic 14-02439) | 48 | 79 | ONCE YOU WERE MINE DOTTIE WEST (RCA PB-12284) | 82 |
| 13 | I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772) | 15 | 46 | HEART ON THE MEND SYLVIA (RCA PB-12302) | 49 | 80 | ONE SIDE OF THE STORY ED WALTERS (Stargem SG 2110) | 80 |
| 14 | SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421) | 16 | 47 | SHE'S STEPPIN' OUT CON HUNLEY (Warner Bros. WBS 49800) | 50 | 81 | I WONDER IF I CARE AS MUCH DICKEY LEE (Mercury/PolyGram 57056) | 83 |
| 15 | IT DON'T HURT ME HALF AS BAD RAY PRICE (Dimension DS-1021) | 18 | 48 | THE PLEASURE'S ALL MINE DAVE ROWLAND & SUGAR (Elektra E-47177) | 52 | 82 | MOCCASIN MAN DAVE KIRBY (Dimension DS-1022) | 87 |
| 16 | I'M INTO LOVIN' YOU BILLY SWAN (Epic 14-02196) | 17 | 49 | DOWN AND OUT GEORGE STRAIT (MCA-51170) | 54 | 83 | WHAT ARE WE DOIN' LONESOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522) | — |
| 17 | I RECALL A GYPSY WOMAN B.J. THOMAS (MCA-51151) | 19 | 50 | MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504) | 56 | 84 | PATCHES JERRY REED (RCA PB-12318) | — |
| 18 | FANCY FREE OAK RIDGE BOYS (MCA-51169) | 21 | 51 | IT'S ALL I CAN DO ANNE MURRAY (Capitol A5023) | 57 | 85 | I'D THROW IT ALL AWAY SWEETWATER (Falconet F.R. 1592) | — |
| 19 | HONKY TONK QUEEN MOE BANDY & JOE STAMPLEY (Columbia 18-02198) | 20 | 52 | LEFTY DAVID FRIZZELL (Warner Bros./Viva WBS 49778) | 55 | 86 | EVERYONE GETS CRAZY NOW AND THEN ROGER MILLER (Elektra E-47192) | — |
| 20 | TEACH ME TO CHEAT THE KENDALLS (Mercury/PolyGram 57055) | 24 | 53 | YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499) | 58 | 87 | COMMON MAN SAMMY JOHNS (Elektra E-47189) | 91 |
| 21 | WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury/PolyGram 76115) | 22 | 54 | IF I NEEDED YOU EMMYLOU HARRIS & DON WILLIAMS (Warner Bros. WBS 49809) | 63 | 88 | I'M LEAVIN' ARILENE TONIGHT DEDE UPCHURCH (Little Giant LG 050) | 90 |
| 22 | SHE BELONGS TO EVERY ONE BUT ME BURRITO BROTHERS (Curb/CBS ZS5 02243) | 23 | 55 | LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN) SUSIE ALLANSON (Liberty P-A-1425) | 62 | 89 | WON'T YOU BE MY BABY KEITH STEGALL (Capitol A-5043) | 95 |
| 23 | MY BABY THINKS HE'S A TRAIN ROSANNE CASH (Columbia 18-02463) | 26 | 56 | OLDER WOMEN RONNIE McDOWELL (Epic 19-02129) | 3 | 90 | ALWAYS LATE LENNIE BOWMAN (King J KJ-1004) | 96 |
| 24 | GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49790) | 28 | 57 | TRY ME RANDY BARLOW (Paid PD 144) | 66 | 91 | WHERE DID OUR LOVE GO HELEN CORNELIUS (Elektra E-47190) | — |
| 25 | I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER WILLIE NELSON (Columbia 18-02187) | 25 | 58 | MIRACLES DON WILLIAMS (MCA-51134) | 5 | 92 | YOU LIKE CHAMPAGNE, I LIKE BEER JOHN T. DOUGLAS (Meridian MR 1001) | — |
| 26 | TRYING NOT TO LOVE YOU JOHNNY RODRIGUEZ (Epic 14-02411) | 27 | 59 | SNEAKIN' AROUND KIN VASSY (Liberty P-1427) | 59 | 93 | THE HARD WAY JOHNNY CASH (Columbia 18-02189) | — |
| 27 | WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171) | 32 | 60 | THE CLOSER YOU GET DON KING (Epic 14-02468) | 72 | 94 | (I'M GONNA) PUT YOU BACK ON THE RACK DOTTIE WEST (Liberty 1419) | 65 |
| 28 | I LOVE MY TRUCK GLEN CAMPBELL (Mirage WTG 3845) | 31 | 61 | LIVIN' THE GOOD LIFE THE CORBIN/HANNER BAND (Alfa Alf-7007) | 61 | 95 | I JUST NEED YOU FOR TONIGHT BILLY "CRASH" CRADDOCK (Capitol P-5011) | 68 |
| 29 | MISS EMILY'S PICTURE JOHN CONLEE (MCA-51164) | 36 | 62 | JUST ONE TIME TOMPALL & THE GLASER BROS. (Elektra E-47193) | 75 | 96 | LOUISIANA LONELY NARVEL FELTS (GMC-114) | 70 |
| 30 | SHOT FULL OF LOVE RANDY PARTON (RCA PB-12271) | 30 | 63 | LOVE AIN'T NEVER HURT NOBODY BOBBY GOLDSBORO (Curb/CBS ZS6 02117) | 29 | 97 | SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE) JOHN DENVER (RCA PB-12246) | 71 |
| 31 | THE HOUSE OF THE RISING SUN DOLLY PARTON (RCA PB-12282) | 34 | 64 | YOU WERE THERE FREDDIE HART (Sunbird SBR 7565) | 73 | 98 | YOU'RE THE BEST KIERAN KANE (Elektra E-47148) | 79 |
| 32 | YOU (MAKE ME WONDER WHY) DEBORAH ALLEN (Capitol P-5014) | 35 | 65 | I WANNA BE AROUND TERRI GIBBS (MCA-51180) | 81 | 99 | IRENE ERNIE ASHWORTH (O'Brien OB 327) | 86 |
| 33 | SOMETIMES I CRY WHEN I'M ALONE SAMMI SMITH (Sound Factory S.F. 446) | 33 | 66 | SLOW HAND DEL REEVES (Koaia KOS-336) | 69 | 100 | IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Brothers ZS6-02105) | 88 |

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

| | | | | | | | |
|--|----|--|----|---|----|---|----|
| All My Rowdy Friends (Bocephus — BMI) | 43 | If I Needed You (United Artists/Columbine — ASCAP) | 54 | Miracles (Dick James — BMI) | 58 | Step By Step (Briarpatch/Debdave — BMI) | 4 |
| All Roads Lead To You (Pi-Gem — BMI) | 75 | I'll Drink To That (Window — BM! | 67 | Miss Emily's Picture (Tree — BMI) | 29 | Take Me As I Am (Acuff-Rose — BMI) | 37 |
| Always Late (Peer International — BMI) | 90 | I'll Need Someone (Hall-Clement — BMI/Bibo | 9 | Moccasin Man (Millstone — ASCAP/Joe Allen — BMI) | 82 | Takin' It Easy (Algee — BMI) | 5 |
| Big Like A River (Prime Time/Goldboro — ASCAP/Mastercraft/House Of Gold — BMI) | 44 | c/o Walk — ASCAP) | 9 | My Baby Thinks (Asleep at the Wheel — BMI) | 23 | Teach Me To Cheat (Hall-Clement — BMI) | 20 |
| Can't Help Falling (Gladys — ASCAP) | 71 | (I'm Gonna) Put You (Chappell/Sailmaker/Welbeck | 94 | My Favorite Memory (Shade Tree — BMI) | 50 | The Closer (Chinnichap c/o Careers U.S. and | 60 |
| Chicken Truck (Al Gallico — BMI) | 74 | /Blue Quill — ASCAP) | 94 | Never Been So Loved (Al Gallico/Dusty Roads — BMI/Bibo, c/o Weik Music — ASCAP) | 10 | Canada/Down 'N Dixie c/o Irving — BMI) | 60 |
| Cinderella (Easy Listening — ASCAP/Al Gallico — BMI) | 69 | I'm Gonna Sit (Fred Ahlert/Pencil Mark Co./ | 25 | Older Women (Tree — BMI) | 56 | The Hard Way (House of Cash — BMI) | 93 |
| Common Man (Lowery — BMI) | 87 | Rytvoc — ASCAP) | 25 | Once You Were Mine (First Generation — BMI) | 79 | The House Of The Rising Sun (Velvet Apple — BMI/Darla — ASCAP) | 31 |
| Crying In The Rain (Screen Gems — EMI — BMI) | 45 | I'm Into Lovin' You (Oaks — BMI) | 18 | One Side Of The Story (Newwriters — BMI) | 80 | The Pleasure's All Mine (Tree — BMI/Cross Keys — ASCAP) | 48 |
| Down And Out (Pi-Gem — BMI/Golden Opportunity — SESAC) | 49 | I'm Leavin' Abilene (Kelly & Lloyd — ASCAP) | 88 | One-Night Fever (Southern Nights — ASCAP) | 35 | (There's) No Gettin' Over Me (Rick Hall — ASCAP) | 68 |
| Dreams Can Come In Handy (Ironside — ASCAP) | 73 | Irene (Barjac Music — BMI) | 99 | Party Time (Tree — BMI) | 2 | Tight Fittin' Jeans (Prater — ASCAP) | 3 |
| Enough For You (Resaca — BMI) | 72 | It Don't Hurt Me Half As Bad (Combine Music — BMI) | 15 | Patches (Gold Forever — BMI) | 84 | Today All Over Again (King Coal/Coal Miners — ASCAP/BMI) | 8 |
| Everyone Gets Crazy (Cross Keys — ASCAP) | 86 | It's All I (United Artists/Chess — ASCAP) | 51 | Right In The Palm (Hall-Clement c/o Weik — BMI) | 12 | Try Me (Frebar Music Co., — BMI) | 57 |
| Fancy Free (Goldline/Silverline — ASCAP/BMI) | 18 | Just Enough Love (House Of Gold/Cross Keys — BMI/ASCAP) | 38 | Scratch My Back (Fame — BMI) | 40 | Trying Not To Love You (Shade Tree — BMI) | 26 |
| Feedin' The Fire (Algee — BMI) | 36 | Just One Time (Acuff-Rose — BMI) | 62 | Share Your Love (Duchess/MCA) — BMI) | 41 | What Are We Doin' (Larry Gatlin — BMI) | 83 |
| Grandma's Song (Vogue — BMI) | 24 | Let The Little (Broken Lance/Bobby Fischer — ASCAP) | 78 | She Belongs To Everyone But Me (Atlantic — BMI) | 22 | What In The World's Come Over You (Unart — BMI) | 21 |
| Heart On The Mend (Pi-Gem — BMI) | 46 | Live In The Good Life (Sabal — ASCAP) | 61 | She's Steppin' Out (Rick Hall — ASCAP) | 47 | (When You Fall In Love) Everything's A Waltz (Tree/Sugarplum — BMI) | 11 |
| He's The Fire (House Of Gold — BMI) | 39 | Louisiana Lonely (Sawgrass Music — BMI) | 96 | Shot Full Of Love (Hall-Clement c/o Weik — BMI) | 30 | Where Did Our (Stone Agate — BMI) | 57 |
| Honky Tonk Queen (Baray/Mullet — BMI) | 39 | Love Ain't Never (House Of Gold — BMI) | 63 | Sleepin' With The Radio On (Algee — BMI) | 14 | Wish You Were Here (Pi-Gem Music — BMI) | 91 |
| Hurricane (Blackwood — BMI/Rich Bin — ASCAP) | 7 | Love Is Knocking (Vogue/Gary S. Paxton c/o Weik Music — BMI) | 55 | Slow Hand (Warner/Tamberlane/Flying Dutchman — ASCAP/Sweet Harmony — BMI) | 66 | Won't You Be My Baby (Blackwood — BMI) | 89 |
| I Just Need You For Tonight (Hall-Clement — BMI) | 95 | Married Women (Hall-Clement c/o Weik — BMI) | 42 | Slowly (Cedarwood — BMI) | 70 | You Don't Know Me (Rightsong — BMI) | 1 |
| I Love My Truck (Giant — BMI) | 28 | Memphis (Arc Music — BMI) | 34 | Sneakin' Around (Hall-Clement c/o Weik Music — BMI) | 59 | You Like Champagne (Ariel — ASCAP) | 92 |
| I Love You (Peer Int'l — BMI) | 13 | Midnight Hauler (House of Gold — BMI) | 6 | Some Days Are Diamonds (Tree — BMI) | 97 | You (Make Me Wonder Why) (Duchess (MCA)/Posey/Tree — BMI) | 32 |
| I Recall A Gypsy Woman (Jack — BMI) | 17 | Miracles (Dick James — BMI) | 58 | Sometimes I Cry (Button Willow/Chablis — BMI) | 33 | You May See Me Walkin' (Amanda-Lin — ASCAP) | 53 |
| I Wanna Be Around (20th Century-Fox — ASCAP) | 65 | | | | | You Were There (Southern Nights — ASCAP) | 64 |
| I Wonder If (Acuff-Rose — BMI) | 81 | | | | | You're The Best (Cross Keys — ASCAP/Old Friends — BMI) | 98 |
| I'd Throw It (Rodrick Holt/Borche Ha/Faucet — SESAC) | 85 | | | | | | |



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



DEAN DILLON (RCA PB-12319)
Jesus Let Me Slide (3:10) (Pi-Gem Music — BMI, Golden Opportunity Music — SESAC) (D. Dillon, F. Dycus, A Gore) (Producer: Eddie Kilroy)

With this release, Dillon has taken a solid country course and further developed his own vocal style, somewhat reminiscent of John Conlee. Dillon does a more than convincing job on this song he co-wrote with Frank Dycus and Al Gore. Honky tonk jukeboxes will really jump on this even-paced number.

CEDAR CREEK (Moon Shine MS 3001)
Looks Like A Set-Up To Me (3:24) (Tree Publishing Co., Inc. — BMI) (A. Rhody) (Producer: Andy Di Martino)

Strong, vibrant harmonies in the hallowed tradition of the Oak Ridge Boys is the strong point of newcomers Cedar Creek. This debut release from the eight-member group is a cleanly produced, tender tune that should have no trouble cracking the country market, as well as A/C play lists.



HITS OUT OF THE BOX

GEORGE JONES (Epic 14-02526)
Still Doin' Time (2:49) (Cedarwood Pub. Co., Inc. — BMI) (J. Moffat, M.P. Heeney) (Producer: B. Sherrill)

JOHNNY LEE (Full Moon/Asylum E-47215)
Get Your Heart On Me (2:50) (April Music Inc./Widmont Music — ASCAP) (J. McBride) (Producer: J.E. Norman)

DAVID FRIZZELL and SHELLY WEST (Warner/Viva WBS 49825)
Husbands and Wives (2:35) (Tree Pub. Co., Inc. — BMI) (R. Miller) (Producers: S. Garrett, S. Dorff)

GENE WATSON (MCA-51183)
Fourteen Carat Mind (2:35) (Acuff-Rose Pub., Inc. — BMI) (D. Frazier, L. Lee) (Producers: R. Reeder, G. Watson)

TANYA TUCKER (MCA-51184)
Rodeo Girls (3:20) (GlenTan Music — BMI) (T. Tucker, J. Rainey) (Producer: G. Klein)

CRYSTAL GAYLE (Columbia 18-02523)
The Woman In Me (2:29) (O.A.S. Music Pub. — ASCAP) (S.M. Thomas) (Producer: A. Reynolds)

CRISTY LANE (Liberty P-A-1432)
Cheatin' Is Still On My Mind (2:34) (Kevin Lee Music/Robchris Music — BMI) (R. Jenkins) (Producer: B. Jenkins)

BELLAMY BROTHERS (Warner/Curb WBS 49815)
You're My Favorite Star (2:57) (Famous Music Corp./Bellamy Bros. Music — ASCAP) (D. Bellamy) (Producer: M. Lloyd)

FEATURE PICKS

ERNEST TUBB (with LORETTA LYNN) (First Generation FGS-006)
Thanks A Lot (2:35) (Regent Music — BMI) (E. Miller, D. Sessions) (Producer: P. Drake)

SUPER GRIT COWBOY BAND (Hoodswamp HS-8003A)
Carolina By The Sea (3:23) (Hoodswamp Music — BMI) (C. Mattocks) (Producer: C. Mattocks)

PEGGY FORMAN (Dimension DMS-1023A)
I Wish I Could Have Turned My Head (And Left My Heart Alone) (2:36) (Tree Pub. Inc. — BMI) (S. Throckmorton) (Producer: R. Pennington)

RAY GRIFF (Vision 440A)
Draw Me A Line (2:25) (Blue Echo Music — ASCAP) (R. Griff) (Producer: R. Griff)

ALBUM REVIEWS

SLEEPING WITH YOUR MEMORY — Janie Fricke — Columbia FC 37535 — Producer: Jim Ed Norman — List: None — Bar Coded

In addition to her own recording career, Janie Fricke is much sought after as a backing vocalist and in the jingle field. If this album is any indication, the jingles and session work will have to take a back seat to a burgeoning career. This album, produced by Jim Ed Norman, is her finest to date — a diversified collection that more than showcases her ample talents. Note the cover of the Yvonne Elliman-rendered, Barry and Robin Gibb-penned "Love Me" and Paul Simon's "Homeward Bound."



Cristy

L A N E

**"CHEATIN'
IS STILL
ON MY MIND"**
FROM THE ALBUM
**"FRAGILE,
HANDLE WITH CARE"**

PRODUCED BY LEE STOLLER



ON LIBERTY RECORDS



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COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. ALL ROADS LEAD TO YOU — STEVE WARINER — RCA — 25 REPORTS.
2. IF I NEEDED YOU — EMMYLOU HARRIS and DON WILLIAMS — WARNER BROS. — 25 REPORTS.
3. MY FAVORITE MEMORY — MERLE HAGGARD — EPIC — 20 REPORTS.
4. WHAT ARE WE DOIN' LONESOME — LARRY GATLIN and THE GATLIN BROTHERS BAND — COLUMBIA — 16 REPORTS.
5. PATCHES — JERRY REED — RCA — 15 REPORTS.
6. I'D THROW IT ALL AWAY — SWEETWATER — FAUCET — 15 REPORTS.
7. IT'S ALL I CAN DO — ANNE MURRAY — CAPITOL — 15 REPORTS.
8. JUST ONE TIME — TOMPALL & THE GLASER BROTHERS — ELEKTRA — 15 REPORTS.
9. I WANNA BE AROUND — TERRI GIBBS — MCA — 15 REPORTS.
10. EVERYONE GETS CRAZY NOW AND THEN — ROGER MILLER — ELEKTRA — 15 REPORTS.

MOST ACTIVE COUNTRY SINGLES

1. WISH YOU WERE HERE — BARBARA MANDRELL — MCA — 53 REPORTS.
2. FANCY FREE — THE OAK RIDGE BOYS — MCA — 53 REPORTS.
3. NEVER BEEN SO LOVED (IN ALL MY LIFE) — CHARLEY PRIDE — RCA — 48 REPORTS.
4. SHARE YOUR LOVE WITH ME — KENNY ROGERS — LIBERTY — 48 REPORTS.
5. MY BABY THINKS HE'S A TRAIN — ROSANNE CASH — COLUMBIA — 45 REPORTS.
6. ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) — HANK WILLIAMS, JR. — ELEKTRA/CURB — 44 REPORTS.
7. MISS EMILY'S PICTURE — JOHN CONLEE — MCA — 43 REPORTS.
8. SLEEPIN' WITH THE RADIO ON — CHARLY McCLAIN — EPIC — 42 REPORTS.
9. ONE-NIGHT FEVER — MEL TILLIS — ELEKTRA — 36 REPORTS.
10. TEACH ME TO CHEAT — THE KENDALLS — MERCURY — 31 REPORTS.

Country Labels And Broadcasters In Conflict Over Satellite Networks

(continued from page 22)

radio, was not optimistic about the research provided by the satellite firm. "You can research yourself right out of something," he stated. "I used to have an eighth grade math teacher, and she used to say the old thing 'practice makes perfect,' and she'd always add to it 'the right kind of practice.' In other words, if you're researching something the wrong way, it's not going to come out right. The research they do — and I'm not that up to date on it — they're researching for the country as a whole; they're not researching for a Nashville station as an individual station."

The country radio source mentioned previously added that the service was often late on records, citing the Oak Ridge Boys' "Fancy Free" as an example. He said that the service finally added the record six weeks after he had originally gone on it, an occurrence he said was one of the network's biggest handicaps. With a station that had no country competition in a small market, he felt that it would make no difference when the service added a record, but in a major market with competition, it could be a critical point. Noting the Oak Ridge Boys' single, he said that a listener who became aware that the Oak Ridge Boys had a single out and couldn't hear it on

the satellite-programmed station would turn to a competing self-programmed outlet and probably continue listening to it because it played the new music faster.

Nevertheless, Rumore remains undaunted by any problems that may be encountered. "If I hired a real dynamic morning guy, I would have to pay him \$30,000 a year and I would be stretched to the limit to do that," he said, "WSM's got NLT behind them, WSIX has General Electric behind them, and they can open the checkbook and say, 'Come on over.' That's what happens. I'm not saying they did that to me, but I'm saying now I don't have to worry about that."

"I'm not doing it as an economy move; it's just a quality thing. I'm doing it to get that quality air sound, the best music blend, Burkhart-Abrams research, and all the other things that come with it. When Archie Bunker (Carroll O'Connor) does *All In The Family*, he doesn't do it at Channel 5 studios; they beam it on a satellite. He does it in the Chicago studio or whatever. What we're doing is putting this assemblage of disc jockeys and research and music and everything and they're doing it from one location and beaming it on a satellite, and we're picking it up on a dish. It's just a revolutionary thing for radio."



KING VISITS WPLO/ATLANTA — Don King, who is on tour in support of his current single, "The Closer You Get," from the "Whirlwind" album, recently paid the staff of WPLO/Atlanta a visit. While at the station, King did an on-the-air interview. Pictured are (l-r): Len Anthony, WPLO music director; King; and air personality Larry Coates.

THE COUNTRY MIKE

DRAKE-CHENAULT ADDS TO 'HISTORY OF COUNTRY MUSIC' STAFF — Three writers have been added to the Nashville staff of Drake-Chenault's upcoming radio special, *Drake-Chenault's History of Country Music*. According to Bill Watson, the program's producer, Michael Kosser, Beverly Beard, and Tom C. Armstrong will begin working on the syndicated feature scheduled for release next spring. Kosser is the former associate editor of *Country Style* magazine, and publishing director for Ovation Records. His list of credits include songs recorded by Tammy Wynette, Charlie Rich, George Jones, T.G. Sheppard and Barbara Mandrell. Beverly Beard is a member of the Nashville Songwriters Assn. and has been involved with the writing and publishing of over 50 songs. Beard and Armstrong are currently working on a non-fiction book about the late Nashville songwriter, Vic McAlpin. Armstrong is a member of the Country Music Assn. and the Dramatists Guild, and has been a multi-media freelance writer since 1969. In addition to publishing both songs and poetry, Armstrong has written television scripts and skits and has recently co-written a music play, *It's a Funny Old World*, scheduled for a 1982 Broadway premiere. Drake-Chenault's *History of Country Music* is produced by the same team that produced the much acclaimed *History of Rock and Roll*.



Jessica James

PERSONALITY PROFILE — Jessica James' interest in music and the arts stem from her studies in classical music and ballet in her home town of Hollywood, Calif. After stints with the U.S.O. road shows, and playing parts on radio soap operas, James began to sing with her country band which toured extensively throughout the United States and Europe. By the mid-'70s, however, Jessica James gave up the traveling life and began a broadcasting career with WFIV/Orlando. Since then, she has held positions with KWTO/Springfield, Mo., WLWI/Montgomery, Ala., and was recently named music director of KFH/Wichita. In addition to her noon to 3 p.m. daily air shift, James just completed a season as a rodeo announcer with the American Cowboy Rodeo Assn. She is currently in contention for the association's Announcer of the Year award.

WCXI HOLDS 'SUNDAY IN THE COUNTRY CONCERT' — WCXI/Detroit recently sponsored its third annual Sunday in the Country Concert as an expression of appreciation to its loyal Detroit area fans. Featured performers included Johnny Paycheck, Ricky Scaggs, George Stralt and Don King. The entire staff turned out to greet more than 8,000 enthusiastic country fans.

WGTO HOSTS TOYOTA GIVEAWAY CONTEST — Joann Chriss of Winter Haven, Fla., drove away in her new 1981 Toyota pick-up truck after winning the second annual WGTO/Pohle Toyota Hang Five Marathon, held recently in Cypress Gardens. Thirty local merchants drew names for the initial contestants who attempted to outdistance each other by hanging on to the grand prize, the Toyota. Contestants were allowed a five minute break per hour, and a fifteen minute break every six hours. Chriss endured for 83 hours and 10 minutes to win the truck, besting last year's record of 79 hours and 16 minutes. The second place winner won \$500 worth of groceries, plus a weekend vacation. The next eight finishers received \$1 for every hour they could hold on.

KIX-106 TABS MUSIC, PROGRAM DIRECTORS — Vice president and general manager of KIX-106 (WVXK-FM/WPKX-AM), Alexandria, Va., Bill Sheppard has announced the appointment of Dennis Day to the position of program director. Previously, Day has held broadcasting positions in Cleveland (WGCL), Chicago (WMAQ) and Philadelphia (WIBG and WIFI). Day has appointed Jerry Paxson to handle the music responsibilities for the two stations. Paxson, a seasoned Washington, D.C. area personality, brings over 20 years of broadcast experience to his new position.

WSM TO BOW SATELLITE PROGRAMMING — Though unconfirmed by sources at WSM-AM/Nashville, the country powerhouse is rumored to be bowing a satellite network, tentatively scheduled to be operational by the first of the year. The 24 hour-a-day programming will be available to country stations nationwide. Stay tuned for further developments.

country mike

PROGRAMMERS PICKS

| | | |
|-----------------|---------------------|---|
| Mark Tudor | WTQR/Winston-Salem | Heart On The Mend — Sylvia — RCA |
| Dave Matthews | KCKN/Kansas City | It's All I Can Do — Anne Murray — Capitol |
| Bo Kent | WSIX/Nashville | All Roads Lead To You — Steve Wariner — RCA |
| Mark Reilly | WDSB/Dover | A Little Bit Crazy — Amarillo — NSD |
| Buddy Covington | KNUZ/Houston | What Are We Doin' Lonesome — Larry Gatlin and the Gatlin Brothers Band — Columbia |
| Bill Jones | WKSJ/Mobile | I'd Throw It All Away — Sweetwater — Faucet |
| Tim Perkins | KCAN/E! Reno | The Last Word In Jesus Is Us — Roy Clark — Songbird/MCA |
| Mike Hinrichs | KHEY/E! Paso | My Favorite Memory — Merle Haggard — Epic |
| Rhubarb Jones | WLWI/Montgomery | Kiss And Say Goodbye — John Wesley Ryles — MCA |
| Ross Corson | KBMY/Billings | It's All I Can Do — Ann Murray — Capitol |
| Chuck Logan | KRZY/Albuquerque | If I Needed You — Emmylou Harris and Don Williams — Warner Bros. |
| Gary West | WELA/East Liverpool | You May See Me Walkin' — Ricky Scaggs — Epic |

COUNTRY

THE COUNTRY COLUMN

WARINER COUNTDOWN — Steve Wariner recently spent three days at the Imperial Palace Hotel in Las Vegas taping four segments of the syndicated television program *Country Top 20*. The programs are scheduled for airing in late September and early October, so check local listings. Don't be the last on the block to hear Wariner's new single "All Roads Lead To You," from the album that is finally scheduled for release in January.

IT'S A FAMILY TRADITION — Hank Williams, Jr., who has experienced one of his best years yet — in the charts and bottom line sales — may not have been nominated for a Country Music Assn. Award this year, but he was recently honored by the Country Music Foundation when representatives contacted him and requested some sort of personal donation from him to be put on display in the museum. Williams was more than happy to oblige and gave the museum a Nudie shirt, a pair of pants, a cowboy hat, leather boots and a pair of glasses. As he made the presentation to **Bill Ivey**, director of the Country Music Foundation, Williams said, "I didn't believe my manager when he called me down in Alabama and told me that they wanted my clothes up at the Hall of Fame. It's a big thrill to have my clothes up here where daddy's is. I'm not up for any CMA Awards this year . . . this is my award." Congratulations Hank.

A MID-SUMMERTOWN'S AFRIKAN DREAM — Local reggae trio **Afrikan Dreamland** played the Farm in Summertown, Tenn. last week, marking the first time in the colony's 11-year history that a group other than its own musicians was allowed to play within the community (the Farm is sort of a '60s era twilight zone, where the people live together in something of a commune, grow all their own food, make their own clothing, etc). The concert was videotaped by Celebration for possible airing at a later date. On Sept. 22, Dreamland will do a benefit at Cantrell's in Nashville for the Child Care Center, and on Oct. 10 at the Underwood Auditorium on the campus of Vanderbilt a benefit for the Center of Rape and Sexual Abuse in Nashville.

GARRETT TALK — Singer **Pat Garrett** has a new single coming out in about three weeks. It's titled "Ever Lovin' Woman" and was written by **Dennis Linde** and **Don Devaney**.

USE THE SUTLER FOR A SHOWCASE — It seems that people in Nashville are always looking for a good listening room in which to showcase new acts. There's one right in the backyard of Music Row that has been sponsoring monthly writer's nights and is hoping to expand and include a few more showcases. The place we are referring to is the **Sutler**, owned by **Johnny Potts**. With the country music convention coming up, now might be a good time to contact Potts and discuss setting up a showcase in the small, but intimate listening room.

AN EMPHASIS ON ENTERTAINMENT — With the increasing number of talk shows hitting the television airwaves, **Mike Douglas** has decided to take a different approach. Effective Oct. 12, the show will be completely revamped, and adopt a new title — *The Mike Douglas Entertainment Hour* — with the focus on entertainment. According to Douglas, every minute of the new show will be entertainment — "from circus acts to grand opera, from a Top 40 hit to a scene from a play, and of course, music, comedy and dance." Douglas has always been noted for his generous use of country music talent on his show. Wonder if he'll use even more on the new format?

CONGRATULATIONS — Our best wishes this week go to **Christine Lannertone** and **Bill Deutsch**, who were married Aug. 29 at the Immaculate Conception Church in Clarksville, Tenn. Deutsch is director of advertising and promotion of the Sound Seventy Corp. in Nashville.

PUBLISHING COURSE — Music Publishing Consultants will again be offering its Writer/Publisher Perspectives course, beginning Sept. 28 and 29, and offered every Monday and Tuesday night for 10 weeks. For more information contact course instructor **Richard Perna** at (615) 269-3322.

Opryland Productions hosted a reception following the premier broadcast of its new television program, *Nashville Alive*, a joint venture of Opryland Productions and Turner Broadcasting's Superstation WTBS in Atlanta.

SHOWCASES — Perhaps in preparation for the upcoming slate of activities in this city in October, there have been several fine showcases of late — **Gary Morris** at the Cannery and **Keith Stegall** at Blazing Saddles are two great examples.

ARKANSAS AWARDS — This must be Arkansas' year to shine. First the state's representative wins the Miss America title (did you catch **Ron Ely** doing "Bette Davis Eyes"?), and now the state has its very own country music awards. In case you didn't know, Arkansas has a rich musical heritage. **Charlie Rich**, **Jim Ed Brown**, **Glen Campbell**, **Johnny Cash**, the **Wilburn Brothers**, **Barbara Fairchild** and **Wayland Holyfield** all hail from the state. All of these people will receive awards from the Arkansas Country Music Assn. (ACMA). Additionally, the ACMA will be recognizing local talent.

THE BEST OF — It's about time for *A Country Galaxy of Stars: The Best of the Music City News Country Awards* to begin airing. Hosted by **Sylvia** and **Mel Tillis**, the two-hour TV special features appearances by 20 award winners covering the 15-year history of the *Music City News Cover Awards*.

ATLANTA SONGWRITERS SHOWCASE — **Terri Gibbs** will be the special guest at the Atlanta Songwriters annual showcase Sept. 24 at Mama's in Atlanta.

ENGINEER AVAILABILITY — **David Henson**, an engineer with some very impressive credits, is now available to Nashville sessions. Henson has worked with the **Jacksons**, **Eric Carmen**, **Billy Davis** and **Marilyn McCoo**, **Poco**, **Ben Vereen**, **Bonnie Raitt**, **James Taylor**, **Stevie Wonder**, **Jim Croce**, **Chick Corea**, **George Hamilton IV**, **Lester Flatt's Nashville Grass** and on the soundtrack from the movie *Living Legend*.

WILLIAMS' DAY — Sept. 30 is **Don Williams** Day in Floydada, Texas, as proclaimed by the community's "city fathers." Williams will return to the city for the first time since leaving there as a child. In addition to having the day proclaimed in his honor and other official ceremonies, Williams will be presented the first key to city in its history.

GET WELL SOON — **Richie Albright**, producer and former drummer with **Waylon Jennings**, is hospitalized in Williamson County Hospital in Franklin, Tenn. with second degree burns from an accident involving him and his nephew **Chuck**. He is expected to fully recover, but will probably be in the hospital another week, so send cards.

jennifer bohler



Steve Wariner



Don Williams

MCA RECORDS

WANTED

NEW BLOCKBUSTER ALBUMS FROM TWO OF THE GREATEST COUNTRY SINGERS AROUND



MCA-5241

FEATURING THE JUST-RELEASED SINGLE "FOURTEEN CARAT MIND"



MCA-5248

FEATURING "UNWOUND" AND HIS LATEST SMASH SINGLE "DOWN AND OUT"

MCA-51170

BB★ CB 49 RW 50

MCA RECORDS

AUDIO / VIDEO

Schlosser, Summer See Increasing Role For Video At RCA Records

(continued from page 6)
channels.

"As music video begins to grow in importance, and you've really got to look at what it will be in a few years, it will of course make sense to have music video where audio is. So in the long and short term, yes, you're going to find that RCA Records is playing a big role in our video expansion."

Expanded Role

Summer agrees that the Records Division should take an expanded role in the production and dissemination of RCA video product. "The key to this organization decision is to reflect an attitude that puts the company in total in a position to be flexible in its decisions," he said. "No one can know today what the directions of distribution are going to be. It is essential to position yourself so that you can be innovative in your distribution as your market takes shape."

Summer further remarked that the recent relocation of the Records Division's European regional headquarters from Rome to London was for precisely this purpose. "We have a need to coordinate what is a massive distribution mechanism in Europe that stands as a resource to the corporation and to our venture partners. We feel we can best do that by situating in London."

In keeping with that stepped-up cooperation with RCA's other entertainment companies and venture partners, RCA Records' international subsidiaries working in Scandinavia will provide sales and support services to Dagens Nyheter AB of Sweden, which has just signed an agreement to act as the distributor for RCA/Columbia Pictures International Video in Sweden, Denmark and Norway. It is the first video distribution agreement signed by RCA/Columbia Pictures.

Worldwide Expansion

Schlosser added that this type of expanded role will be used worldwide whether an RCA Records operation exists there or not.

"Part of the new arrangement is that RCA Records will be the arm through which the video product, cassette or disc, will move. By comparison, I think that's what MGM/CBS are doing as well. We've always decided that where we didn't have an RCA Records operation it might make sense to just license the programs, which is what that Scandinavian deal is. It's a perfect example of how video and RCA Records totally interrelate."

MGM/CBS Home Video Opens U.K. Offices

LONDON — MGM/CBS Home Video has launched its U.K. operations and will be releasing its initial line of videocassette titles here this month. The MGM/CBS London headquarters will serve as the base for all European activities.

Among the 17 titles in the MGM/CBS debut release will be *The Wizard of Oz, 2001: A Space Odyssey, That's Entertainment, Meet Me In St. Louis, The Big Red One, Night At The Opera, Jailhouse Rock, Coma, Blow Up, Boys In The Band, Being There, The Champ*, a Sherlock Holmes double feature, Tom and Jerry Cartoons, *Electric Light Orchestra Live At Wembley* and *The Nutcracker*, performed by the Bolshoi Ballet.

According to MGM/CBS Home Video co-chairman Cy Leslie, the company also plans to "produce and acquire programs specifically targeted to U.K. audiences," in addition to placing "major emphasis on video music."

All MGM/CBS Home Video product will be distributed by CBS Records U.K. and manufactured by Rank.

This interrelation will soon mean concurrent releases of complimentary audio and video product, a program that has just begun in Europe. "We just launched our first campaign in France," said Summer. "For Claude LeLouche's new film, we are simultaneously marketing a video cassette, a two-record LP package and individual audio discs and an audio cassette. We believe the marketplace will see a lot of this kind of merchandising by 1982."

Simultaneous Release

Projects for simultaneous release will eventually include audio and video music releases. However, Schlosser cited licensing of rights and the need for further penetration by video disc players as present impediments. But he predicts that these obstacles will be overcome in the near future. "We think these projects will be emerging more and more in the next year, and we have specific projects that RCA Records is talking about that will produce musical video discs. There are some out now, but that trend will continue to grow."

However, when queried about possible large-scale restructuring in order to bring personnel with a greater knowledge of the video market into the Record Division, Summer demurred. "That would be jumping the gun," he said.

Video Cassette Dollar Volume In '80 Nears Audio

by Michael Glynn

LOS ANGELES — The International Tape/Disc Assn. (ITA), in its first industry-generated statistical report on sales of blank audio cassettes tape, revealed that while audio cassettes led over video in total units sold by a margin of almost 10 to 1 during 1980, there was less than a \$3 million difference in total dollar volume between sales of audio and video cassettes during last year.

The study, based on a combination of the actual sales for 15 ITA member companies and a composite average of the estimates submitted by those same companies for other tape suppliers, showed that total sales of 189,585 blank audio cassettes generated \$234,457,000, while sales of 19,034 blank video cassettes accounted for \$232,300,000 in revenues in 1980.

VHS On Top

By configuration, sales of 12,892,000 VHS format video-cassettes brought in \$168,601,000, while sales of 6,142,000 Beta format video-cassettes resulted in revenues of \$63,699,000. The nearly 250% difference in unit sales and dollar volume between VHS and Beta video-cassettes was correlated to the fact that VCR units in the VHS configuration have outsold Beta models more than 2 to 1.

According to ITA executive vice president Henry Brief, the figures for sales of cassettes in the U.S. include industrial and bulk sales, as well as shipments to retailers for sale to consumers. Brief also noted that the ITA plans to publish its accumulated data on U.S. audio and video blank tape sales in further annual reports.

The Electronic Industry Assn. Consumer Electronics Group, in an unrelated but simultaneously released report, revealed that home videocassette recorder sales for the year to date (Sept. 14) had reached 730,049 units, compared with 393,520 for the same period last year, signifying an 85.5% increase.

Sales of VCRs for the month of August reached 98,940, a gain of 74.8% over the 56,606 units sold during August 1980.

SOUND VIEWS

MUSIC VIDEO TITLES: QUESTIONS, QUESTIONS — Our interest was naturally piqued when *Sound Views* received a reprint of an article running in the October issue of *The Video Programs Retailer* entitled "The Retailer's Guide To Programs For Music Lovers." To our knowledge, there had not yet been a published guide to music-oriented video titles that was comprehensive in terms of listings according to various musical genres (i.e. rock, pop, soul, jazz, country and classical) and including films, musical, documentaries and independent productions, along with a look at some upcoming releases. What we found, though, was a quick, thumbnail sketch of many (but not all) of the music-video programs that have been released, and positively no information for



LONDON CALLING FOR MGM/CBS — MGM/CBS Home Video co-chairmen Cy Leslie (l) and Peter Kuyper (r) flew to London recently for a press conference to announce the company's new U.K. operations. CBS U.K. chairman Maurice Oberstein (second from left), who will direct operations, also attended with MD Colin Bayliss.

the retailer on where to order some of the more obscure titles listed other than an oblique reference to the "Wholesaler." For example, 24 rock programs, including many intriguing **Bob Dylan, Doors, David Bowie, Beach Boys, Beatles and Rolling Stones** titles (such as the Stones' infamous *Cocksucker Blues*), were listed under "IF Productions," a company we are unfamiliar with and whose product we've yet to see carried in any home video outlet in the Los Angeles area (although perhaps we haven't looked hard enough). How could a retailer recommend to a customer, not to mention order, such tapes knowing virtually nothing of the quality of these productions? And the last we heard is that the avant garde music and improvisational jazz tapes from Improvising Artists, Inc. were available by mail order-only from Inovision, Inc. of Dallas, Texas, and not from any wholesaler. There are also some glaring omissions from the major release listings. For example, while the writer spends a full paragraph listing new wave rock on video (including IF Productions' *Patti Smith In N.Y.C.*), there is no mention of Paramount's *Breaking Glass* film title with **Hazel O'Connor**. Perhaps this is nitpicking, since that article does serve as a brief but adequate overview of the current music-video picture, but it does point out the need for an in-depth music-video guide, including ordering information, cross-referencing by artist between films and performance programs, musical motion picture titles and productions, and perhaps even capsule reviews and pricing. Retailers unfamiliar with this area, though, might check out this piece as a primer to get an idea of what's presently "out there."

VIDEO SOFTWARE NOTES — Magnetic Video is presently distributing seven new motion picture titles in both Beta and VHS prerecorded video-cassette formats, including the United Artists films *The Great Train Robbery*, (\$69.95), *It's A Mad, Mad, Mad, Mad World* (\$79.95), *A Bridge Too Far* (\$79.95) and *The Hound of the Baskervilles* (\$59.95). From ABC Pictures International, Mag Video has licensed *For Love of Ivy* (\$59.95), while from ABC Inc., the firm has *What Ever Happened To Aunt Alice?* (\$59.95). Rounding out the release is ITC Entertainment's *Sanctuary of Fear* (\$59.95) . . . CBS Video Enterprises recently videotaped the Broadway play *Piaf*, starring Tony Award winning **Jane Lapotaire** as the French chanteuse **Edith Piaf**. According to the company, *Piaf* will be released by MGM/CBS Home Video early next year, with videocassette release to follow. MGM/CBS' videocassette of CVE's production of *Purlie* is presently slated for a fall release, as well as a Showtime telecast. . . Electric Video, Inc. (EVI), formerly All-Star Video, has added three British horror films, licensed from the Tyburn Film Studios, to its catalog. Included are two **Peter Cushing** starrers, *The Ghoul* and *Legend of the Werewolf*, in addition to *Persecution* with **Lana Turner** and **Trevor Howard**. EVI general manager **Les Rublnowitz** indicates that the Tyburn film will also be a part of the company's initial North American videodisc catalog, which is set for an early 1982 release.

'ABSOLUTELY LIVE!' WRAPS SOUL, BILLY & THE BEATERS PROJECTS — International Home Entertainment, Inc., headed by **Robert Levinson**, recently wrapped production on two more projects for its "Absolutely Live in Concert!" series of performance titles currently aimed at cable and subsidiary outlets. The series now includes a one hour musical special featuring actor/singer **David Soul**, taped during his recent U.K. tour, and a 45-minute special on Alfa recording act **Billy & The Beaters**, taped during last year's performances at The Roxy in L.A. The Soul production was recorded in 24-track for stereo and designed for videocassette and disc, as well as cable, while the Billy & The Beaters performance will be marketed worldwide in both mono and stereo versions. The latter production, which was also recorded for a live LP that has been previously released by Alfa, will be made available to cable and subscription TV outlets along with a special promotional film and a preview short. The 12-minute Billy & The Beaters short, entitled *Here Comes The Dawn*, is intended to be used as a preview-teaser by cable and pay TV, while the three-minute performance of the single "At This Moment" is also being offered to standard broadcast outlets at no cost for promotional purposes. The IHE series, which also includes **Blood, Sweat & Tears, War, The Jacksons** and **Jerry Lee Lewis**, is marketed direct in the U.S. and by Tandem TAT elsewhere in the world.

VIDEO CLIPS — *BAM*, the free fortnightly northern California music magazine, plans to honor the many artists and technicians involved in the creation of music video clips at its inaugural International Music-Video Awards, scheduled for January at Wolf & Rissmiller's Country Club in Reseda, Calif. The awards, according to *BAM* vice president and associate publisher **Miles Hurwitz**, will focus on professional pop music videos released in 1980 or 1981 (amateur productions will be honored separately), and the purpose of the event is to launch an international professional trade association for this growing interest area, to be titled the Academy of Music-Video. *BAM* involvement with music-video is also extending to its BMMIES awards, which, in its fifth year, honors the cream of California musicianship. This year's BMMIES were shown on San Jose's KSTS-TV, but in mid-March of 1982, according to Hurwitz, they're hoping to go to national cable or pay TV (MTV possibly?). The event annually benefits the Bay Area Music Archives, which next year is hoping to open up a Visual Music Archives. Stay tuned for further details.

michael glynn

BLACK CONTEMPORARY

TOP 75 ALBUMS

| | Weeks On | Chart | 9/19 |
|----|-------------------------------------|---|-------|
| 1 | STREET SONGS | RICK JAMES (Gordy/Motown G8-1002M1) | 1 23 |
| 2 | IT MUST BE MAGIC | TEENA MARIE (Gordy/Motown G8-1004M1) | 2 16 |
| 3 | ENDLESS LOVE | ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001) | 3 8 |
| 4 | BREAKIN' AWAY | AL JARREAU (Warner Bros. BSK 3576) | 6 6 |
| 5 | DIMPLES | RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232) | 4 11 |
| 6 | IN THE POCKET | COMMODORES (Motown M8-955M1) | 5 12 |
| 7 | CARL CARLTON | (20th Century-Fox/RCA T-628) | 7 10 |
| 8 | JUST BE MY LADY | LARRY GRAHAM (Warner Bros. BSK 3554) | 9 8 |
| 9 | LOVE ALL THE HURT AWAY | ARETHA FRANKLIN (Arista AL 9552) | 13 5 |
| 10 | I'M IN LOVE | EVELYN KING (RCA AFL1-3962) | 8 11 |
| 11 | BLACK & WHITE | POINTER SISTERS (Planet/Elektra P-18) | 11 13 |
| 12 | LIVE IN NEW ORLEANS | MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156) | 10 14 |
| 13 | THE BROOKLYN, BRONX & QUEENS BAND | (Capitol ST-12155) | 14 8 |
| 14 | CHILDREN OF TOMORROW | FRANKIE SMITH (WMOT FW 37391) | 12 10 |
| 15 | THE TIME | (Warner Bros. BSK 3598) | 25 5 |
| 16 | WITH YOU | STACY LATTISAW (Cotillion/Atlantic SD 16049) | 15 12 |
| 17 | CAN'T WE FALL IN LOVE AGAIN | PHYLLIS HYMAN (Arista AL 9544) | 16 11 |
| 18 | THE MAN WITH THE HORN | MILES DAVIS (Columbia FC 36790) | 18 9 |
| 19 | MY MELODY | DENICE WILLIAMS (ARC/Columbia FC 37048) | 17 26 |
| 20 | TONIGHT! | THE FOUR TOPS (Casablanca/PolyGram NBLP 7256) | 28 4 |
| 21 | THE TEMPTATIONS | (Gordy/Motown G8-1306M1) | 21 5 |
| 22 | SUMMER HEAT | BRICK (Bang/CBS FZ 37471) | 30 4 |
| 23 | BLACK TIE | THE MANHATTANS (Columbia FC 37156) | 22 8 |
| 24 | SLINGSHOT | MICHAEL HENDERSON (Buddah/Arista BDS 6002) | 29 3 |
| 25 | WALL TO WALL | RENE & ANGELA (Capitol ST-12161) | 20 9 |
| 26 | WINNERS | THE BROTHERS JOHNSON (A&M SP-3724) | 19 11 |
| 27 | TOUCH | GLADYS KNIGHT & THE PIPS (Columbia FC 37086) | 31 4 |
| 28 | NEVER TOO MUCH | LUTHER VANDROSS (Epic FE 37451) | 52 2 |
| 29 | TOO | THE S.O.S. BAND (Tabu/CBS FZ 37449) | 23 6 |
| 30 | STEPHANIE | STEPHANIE MILLS (20th Century-Fox/RCA T-700) | 27 20 |
| 31 | KNIGHTS OF THE SOUND TABLE | CAMEO (Chocolate City/PolyGram CCLP 2019) | 26 17 |
| 32 | THIS KIND OF LOVIN' | THE WHISPERS (Solar/RCA BXL1-3976) | 39 2 |
| 33 | HAPPY LOVE | NATALIE COLIE (Capitol ST-12165) | 38 3 |
| 34 | IN THE NIGHT | CHERYL LYNN (Columbia FC 37034) | 24 12 |
| 35 | THE DUDE | QUINCY JONES (A&M SP-3721) | 34 26 |
| 36 | SWEET AND WONDERFUL | JEAN CARN (TSOP/CBS FZ 36775) | 32 8 |
| 37 | THE CLARKE/DUKE PROJECT | STANLEY CLARKE/GEORGE DUKE (Epic FE 36918) | 33 22 |
| 38 | EBONEE WEBB | (Capitol ST-12148) | 43 5 |
| 39 | CAMERON'S IN LOVE | RAFAEL CAMERON (Salsoul/RCA SA-8542) | 37 11 |
| 40 | THE MANY FACETS OF ROGER | ROGER (Warner Bros. BSK 3594) | 50 2 |
| 41 | THE SECOND ADVENTURE | DYNASTY (Solar/Elektra S-20) | — 1 |
| 42 | THE STRIKERS | (Prelude PRL 14100) | 42 9 |
| 43 | RADIANT | ATLANTIC STARR (A&M SP-4833) | 36 30 |
| 44 | MAGIC MAN | HERB ALPERT (A&M SP-3728) | 35 7 |
| 45 | LOVE BYRD | DONALD BYRD and 125TH, N.Y.C. (Elektra SE-531) | — 1 |
| 46 | CLOSER THAN CLOSE | THE STYLISTICS (TSOP/CBS FZ 37458) | 46 3 |
| 47 | I LIKE YOUR STYLE | JERMAINE JACKSON (Motown M8-052M1) | 54 2 |
| 48 | SPECIAL SPECIAL | DEBRA LAWS (Elektra 6E-300) | 40 29 |
| 49 | THE SPIRIT'S IN IT | PATTI LABELLE (Phila. Int'l./CBS FZ 37380) | 58 2 |
| 50 | A WOMAN NEEDS LOVE | RAY PARKER, JR. & RAYDIO (Arista AL 9543) | 46 24 |
| 51 | THE ELECTRIC SPANKING OF WAR BABIES | FUNKADELIC (Warner Bros. BSK 3482) | 41 6 |
| 52 | THREE FOR LOVE | SHAL AMAR (Solar/RCA BZL 1-3577) | 44 37 |
| 53 | I BELIEVE IN LOVE | ROCKIE ROBBINS (A&M SP-4869) | 57 3 |
| 54 | CENTER OF THE WORLD | ROY AYERS (Polydor/PolyGram PD-1-8327) | 49 7 |
| 55 | MY SPECIAL LOVE | LATOYA JACKSON (Polydor/PolyGram PD-1-6328) | 55 4 |
| 56 | NIGHT CLUBBING | GRACE JONES (Island/Warner Bros. ILPS 9624) | 47 19 |
| 57 | NEW AFFAIR | THE EMOTIONS (ARC/Columbia FC 37456) | — 1 |
| 58 | TRY ME, I'M REAL | BOBBY BLAND (MCA-5233) | 62 2 |
| 59 | LET THE MUSIC PLAY | THE DAZZ BAND (Motown M8-957M1) | 53 17 |
| 60 | SECRET COMBINATION | RANDY CRAWFORD (Warner Bros. BSK 3541) | 51 18 |
| 61 | JUST A LIL' BIT COUNTRY | MILLIE JACKSON (Spring/PolyGram SP-1-6732) | 45 7 |
| 62 | SAYIN' SOMETHING! | PEACHES & HERB (Polydor/PolyGram PD-1-6332) | — 1 |
| 63 | MIRACLES | CHANGE (Atlantic SD 19301) | 56 24 |
| 64 | NIGHTS (FEEL LIKE GETTING DOWN) | BILLY OCEAN (Epic FE 37406) | 60 12 |
| 65 | "RIT" | LEE RITENOUR (Elektra 6E-331) | 64 18 |
| 66 | WHAT CHA' GONNA DO FOR ME | CHAKA KHAN (Warner Bros. HS 3526) | 61 22 |
| 67 | CLASS | THE REDDINGS (Believe In A Dream/CBS FZ 37175) | 63 10 |
| 68 | BILLY PRESTON & SYREETA | (Motown M8 958M1) | 59 7 |
| 69 | ALICIA | ALICIA MEYERS (MCA-5181) | 67 23 |
| 70 | WINELIGHT | GROVER WASHINGTON, JR. (Elektra 6E-305) | 69 46 |
| 71 | BEING WITH YOU | SMOKEY ROBINSON (Tamla/Motown T8-375M1) | 65 30 |
| 72 | BUSTIN' LOOSE | ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141) | 68 13 |
| 73 | HOTI LIVE AND OTHERWISE | DIONNE WARWICK (Arista A2L 8605) | 72 15 |
| 74 | IT'S WINNING TIME | KLIQUE (MCA-5198) | 70 15 |
| 75 | SEND YOUR LOVE | AURRA (Salsoul/RCA SA 8538) | 71 19 |



SKOOL THE BOYZ — During a brief recess from a photo session for the cover of their debut LP on newly-formed Destiny Records, members of the group Skool Boyz met with label president and founder Arne Orleans. Pictured in the studio are (l-r): Billy Sheppard, Fred Brown, Chauncey Matthews and Stan Sheppard of the group; and Orleans.

THE RHYTHM SECTION

ROCK FROM THE SOUL — In light of the economic plight that is suffered by America's black population — including increasingly chronic unemployment, black-on-black crime, insufficient educational opportunity, poor housing, etc. — it may be an ill-fated effort to admonish black folk for not having more openly supported the music of **Jimi Hendrix** when he was current on the scene. The life of the late rocker, who did much to bring pure blues and pre-blues music to the explosive '60s rock 'n' roll, is recounted in-depth and with probing sensitivity by **David Henderson**, author of the Bantam Book *'Scuse Me While I Kiss The Sky: The Life of Jimi Hendrix*. Henderson's exhaustive research into Hendrix' life, through more than 100 interviews, including conversations with the guitarist's father, **Al Hendrix**, and good friends **Brian Jones**, **Buddy Miles** and **Devon Wilson**, added insight to the image manufactured and propelled by his "Voodoo Chile" and purple hazed pop stardom. He was black, and much like many others in America, he also had blues to sing, but blacks generally couldn't hear their blues in the music of Hendrix. But Henderson points out that Hendrix was emotionally weaned on the music of **Muddy Waters**, **Blind Lemon Jefferson**, **B.B. King** and **Willie Dixon**, and that he later cut his spacey chops playing in bands fronted by **Little Richard**, **King Curtis** and the **Isley Brothers**. Yet, his music vision had to find its popular genesis in London, where an emerging pop culture there embraced the blossoming music identity named **Jimi Hendrix**. Henderson's examination of the artist, a five-year effort that was first published in hardcover by Doubleday as *Jimi Hendrix: Voodoo Child of the Aquarian Age* in 1978, cuts through the layers of folklore image to show that, while creating a whole new genre of music with his sound, Hendrix had his roots in the Mississippi Delta, Harlem and the chillin' circuit in every major American ghetto. Before Hendrix had fused the consciousness of the Flower Power pop culture with the earthy perspective that formed his essence, the bad trips, groupies and one-dimensional adulation had taken their toll. All he wanted to do was play his blues. His was a resource black America let get away.

JUST LIKE IN THE MOVIES — Artistic perspective is often a cultivated faculty, a trait that germinates through exposure to the essence of art and through the experience of sharing art with others. **Bernie Hamilton**, known as **Capt. Dobey** to avid followers of the video treat *Starsky and Hutch*, has flexed his artistic perspective to encompass the running of a record company. **Inculcation Records** was formed by Hamilton, a label that will feature the work of jazz, blues, country and R&B artists. In fact, Bernie's brother, **Chico Hamilton**, will release his next album on the **Inculcation** label, entitled "Still Outrageous." But Chico is not the only Hamilton who will release product on the label. Bernie will be featured on two LPs as **Capt. Dobey**, "Capt. Dobey Blows His Cover" and "Capt. Dobey Is Now Capt. Country" are forthcoming from the label. Already in release from the country album is a single by **Dobey**, er, **Hamilton**, titled "Bad Boy Country Girl!" b/w "You'll Come Back Ya' Hear." But the first single released by the new label is **Arthur Adams'** "You Got The Floor." Rounding out the **Inculcation** artist roster is **Buddy Colette**, **James Gadson**, **Joe Banks**, **Georgette Funches**, **Quinton Denard**, **Freddie Washington** and **Hensley Powell**, all of which represent a full array of talent and musical perspective. **Inculcation**, holding true to its name, which means to persuade someone through repetitive measures, may indeed influence and cultivate a fresh artistic perspective.

PRESSING PERMANENCE — Permanent Press Records was recently formed by artist/producer **Ray Paul**, who will release the single "How Do You Know?" b/w "Keep It Confidential." Also set for release at the end of September is the **Puppet Rulers'** "Complicated Girl!" b/w "Outta My Mind."

JUANA PACT? HUH? — R&L Distribution, the company recently formed by former Motown stalwarts **Michael Roshkind**, president, and **Michael Lushka**, executive vice president, recently entered a pact with **Fred Knight's** production company and his **Juana Records**, which features **Anita "Ring My Bell" Ward** and others.

HAYES WAVES — Soul singer/songwriter/producer **Isaac Hayes** is expanding his vistas via the radio airwaves in the production of a syndicated radio show he will host, titled *Black Music Countdown*. The weekly two-hour show will feature entertainment news, interviews with black recording artists and a Top 20 playlist highlighting currently popular black hits of the week. Interviews with **Ray Charles**, the **S.O.S. Band** and **The Commodores** have already been completed. The show is set to air Oct. 3, in conjunction with the marketing of Hayes' designer jeans line and release of his new Polydor LP, "Lifetim' Thing," due on Oct. 17.

SHORT CUTS — De-Lite/PolyGram recording group **Kool and the Gang** is set to headline two nights at the Greek Theatre, with special guest **Cheryl Lynn** opening the show with material from her Columbia LP "In The Night." Bringing its "Celebration" show off the road from places like Nigeria and Hawaii, **Kool and the Gang** is also on the verge of releasing its 18th LP, "Something Special" . . . The group **Tease** won first prize in the KACE/Los Angeles-Arco sponsored Sunday afternoon concerts in the park talent showcase. The group received \$1,000. . . "Black And White," the Planet/Elektra LP by the **Pointer Sisters**, was recently certified gold.

michael martinez

CASH BOX TOP 100

September 26, 1981

| | Weeks On 9/19 Chart | | Weeks On 9/19 Chart | | Weeks On 9/19 Chart |
|---|---------------------|---|---------------------|--|---------------------|
| 1 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F) | 1 | 33 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357) | 39 | 66 I'VE GOT TO LEARN TO SAY NO! RICHARD "DIMPLES" FIELDS (Boardwalk NB 7-11-124) | 74 |
| 2 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488) | 2 | 34 I LOVE YOU MORE RENE & ANGELA (Capitol P-5010) | 20 | 67 TAKE MY LOVE MELBA MOORE (EMI-America A-8092) | 75 |
| 3 SUPER FREAK (PART I) RICK JAMES (Gordy/Motown G 7205F) | 3 | 35 AIMING AT YOUR HEART TEMPTATIONS (Gordy/Motown G 7208F) | 41 | 68 YOU WERE RIGHT GIRL NATALIE COLE (Capitol P-5021) | 51 |
| 4 SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F) | 4 | 36 FUNTOWN U.S.A. RAFAEL CAMERON (Salsoul/RCA S7 2144) | 25 | 69 JUST MY LUCK TYRONE DAVIS (Columbia 18-02269) | 77 |
| 5 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338) | 10 | 37 IF THAT'LL MAKE YOU HAPPY GLADYS KNIGHT & THE PIPS (Columbia 18-02413) | 42 | 70 CLASS (IS WHAT YOU GOT) THE REDDINGS (Believe In A Dream/CBS ZS5 02437) | 73 |
| 6 JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744) | 5 | 38 I LIKE IT CAMEO (Chocolate City/PolyGram CC 3227) | 44 | 71 INCH BY INCH THE STRIKERS (Prelude PRL-8033) | 76 |
| 7 NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409) | 19 | 39 JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191) | 28 | 72 ANOTHER DAY WON'T MATTER BILLY OCEAN (Epic 14-02485) | 80 |
| 8 SWEAT (TIL YOU GET WET) BRICK (Bang/CBS ZS5 02246) | 8 | 40 NIGHT GAMES STEPHANIE MILLS (20th Century-Fox/RCA TC-2506-AM-C) | 43 | 73 WARM WEATHER PIECES OF A DREAM (Elektra E-47181) | 81 |
| 9 SLOW HAND POINTER SISTERS (Planet/Elektra P-47929) | 7 | 41 FREEWAY PEACHES & HERB (Polydor/PolyGram PD 2178) | 31 | 74 OH NO COMMODORES (Motown M 1527F) | — |
| 10 WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746) | 11 | 42 EVERYBODY'S BROKE HERBIE HANCOCK (Columbia 18-02404) | 48 | 75 LET'S START II DANCE AGAIN BOHANNON featuring DR. PERRI JOHNSON (Phase II 4W9 02449) | 79 |
| 11 LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624) | 16 | 43 MIGHTY FINE TTF (Gold Coast A-1100) | 40 | 76 NASTY DISPOSITION AURRA (Salsoul/RCA S7 2148) | 84 |
| 12 I'M IN LOVE EVELYN KING (RCA PB-12243) | 6 | 44 SHE GOT THE PAPERS (I GOT THE MAN) BARBARA MASON (WMOT WS9 02506) | 54 | 77 CONTROVERSY PRINCE (Warner Bros. WBS 49808) | — |
| 13 SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406) | 14 | 45 SHINE YOUR LIGHT THE GRAINGERS (BC 4009) | 49 | 78 MIDDLE OF A SLOW DANCE KLIQUE (MCA 51158) | 86 |
| 14 I'LL DO ANYTHING FOR YOU DENROY MORGAN (Becket BKA45-5) | 9 | 46 DON'T STOP THE MUSIC BITS & PIECES (Mango 109) | 46 | 79 LET'S GET CRACKIN' SHOCK (Fantasy 916) | 87 |
| 15 ON THE BEAT THE B.B.&Q. BAND (Capitol P-4993) | 15 | 47 YOU GOT THE PAPERS (BUT I GOT THE MAN) JEAN KNIGHT & PREMIUM (Cotillion/Atlantic 46020) | 53 | 80 LOVE DON'T LOVE NOBODY JEAN CARN (TSOP/CBS ZS5 02501) | — |
| 16 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015) | 13 | 48 SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122) | 56 | 81 BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526) | 78 |
| 17 DO IT NOW (PART 1) The S.O.S. BAND (Tabu/CBS ZS6 02125) | 17 | 49 THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295) | 55 | 82 SHE BELIEVES IN ME ROBERT WINTERS & FALL (Buddah/Arista BDA 628) | 90 |
| 18 GET IT UP THE TIME (Warner Bros. WBS 49774) | 23 | 50 SNAP SHOT SLAVE (Cotillion/Atlantic 46022) | 57 | 83 FUNKY SENSATION GWEN McRAE (Atlantic 3853) | 93 |
| 19 CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN and MICHAEL HENDERSON (Arista AS 0606) | 18 | 51 THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616) | 36 | 84 SOMETHING ABOUT YOU EBONEE WEBB (Capitol P-A-5044) | — |
| 20 WIKKA WRAP THE EVASIONS (SAM S-12339) | 22 | 52 TIME TO THINK ROCKIE ROBBINS (A&M 2355) | 60 | 85 ZULU THE QUICK (Pavillion/CBS ZS5 02455) | 85 |
| 21 LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F) | 12 | 53 PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165) | 63 | 86 WHO'S SAD SMOKEY ROBINSON (Tamlia/Motown T 54332F) | 82 |
| 22 HERE I AM DYNASTY (Solar/Elektra S-47932) | 24 | 54 THIS IS FOR THE LOVER IN YOU SHALAMAR (Solar/RCA YB-12350) | 26 | 87 MEANT FOR YOU DEBRA LAWS (Elektra E-47198) | — |
| 23 I CAN'T LIVE WITHOUT YOUR LOVE TEDDY FENDERGRASS (Phila. Int'l/CBS ZS5 02462) | 29 | 55 MAGIC MAN HERB ALPERT (A&M 2356) | 50 | 88 IT'S GONNA TAKE A MIRACLE TRUTH (Devaki/Mirus DK 4003) | 94 |
| 24 LET'S DANCE (MAKE YOUR BODY MOVE) WEST STREET MOB (Sugar Hill SH 763) | 35 | 56 SECRETS BOBBY WOMACK (Beverly Glen 2000) | 64 | 89 FREEFALL (INTO LOVE) LENNY WILLIAMS (MCA 51179) | — |
| 25 I HEARD IT THROUGH THE GRAPEVINE (PART 1) ROGER (Warner Bros. WBS 49786) | 38 | 57 IT SHOWS IN THE EYES ASHFORD & SIMPSON (Warner Bros. WBS 49805) | 67 | 90 IT WAS SO EASY STACY LATTISAW (Cotillion/Atlantic 46024) | — |
| 26 A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Prelude PRL 8034) | 27 | 58 JAMMIN' BIG GUITAR VAUGHAN MASON (Brunswick 55556) | 58 | 91 KNOCK! KNOCK! THE DAZZ BAND (Motown M 1515F) | 70 |
| 27 GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS (MCA 51148) | 30 | 59 DANCIN' FREE THE BROTHERS JOHNSON (A&M 2368) | 69 | 92 SOMETHIN' THAT YOU DO TO ME (KEEPS TURNING ME ON) T LIFE (Arista AS 0623) | 92 |
| 28 STAY AWAKE RONNIE LAWS (Liberty P-1424) | 33 | 60 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W 85351) | 45 | 93 SHAKEDOWN DREAM MACHINE (RCA PB-12289) | — |
| 29 LOVE HAS COME AROUND DONALD BYRD AND 125TH STREET N.Y.C. (Elektra E-47168) | 34 | 61 WHO'S BEEN KISSING YOU? HOT CUISINE (Prelude PRL 8035) | 65 | 94 SUMMER FUN BILL SUMMERS AND SUMMERS HEAT (MCA 51138) | 59 |
| 30 DO YOU LOVE ME? PATTI AUSTIN (Qwest/Warner Bros. QWE 49754) | 32 | 62 I JUST WANT TO LOVE YOU STANLEY CLARKE/GEORGE DUKE (Epic 14-02397) | 62 | 95 GIGOLETTE OZONE (Motown M 1521F) | — |
| 31 SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102) | 21 | 63 SATURDAY NIGHT BOBBY BROOM (GRP/Arista GS 2516) | 66 | 96 IT'S YOU AFTERBACH (ARC/Columbia 18-02222) | 52 |
| 32 BEFORE I LET GO MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031) | 37 | 64 STAY THE NIGHT LATOYA JACKSON (Polydor/PolyGram PD 2177) | 47 | 97 HE'S JUST A RUNAWAY SISTER SLEDGE (Cotillion/Atlantic 46017) | 83 |
| | | 65 KOOL WHIP FATBACK (Spring/PolyGram SP 3020) | 68 | 98 TURN IT OUT THE EMOTIONS (ARC/Columbia 18-02239) | 61 |
| | | | | 99 SEND FOR ME ATLANTIC STARR (A&M 2340) | 89 |
| | | | | 100 CLASSY LADY NOEL POINTER (Liberty P-1421) | 72 |

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

| | | | | | | | |
|--|-----|---|----|---|----|---|----|
| A Little Bit (Lynton Muir/Tycho — license pending) | 26 | Here I Am (Spectrum VII/Silver Sounds — ASCAP) | 22 | Let's Start (April Bohannon — ASCAP) | 75 | Continents/Think Fast — BMI) | 92 |
| Aiming At You (Assorted (Admin. By Mighty Three) — BMI) | 35 | He's Just A Runaway (Walden/Gratitude — ASCAP/Irving — BMI) | 97 | Love All The Hurt (Irving/Lijesrika — BMI) | 11 | Something About You (Ebony Webb/Cessess — BMI) | 84 |
| Another Day (Blackwood/Zomba — BMI) | 72 | I Can't Live (Mighty Three — BMI) | 23 | Love Don't Love (Mighty Three — BMI) | 90 | Square Biz (Jobete — ASCAP) | 4 |
| Backfired (Chic — BMI) | 81 | I Heard It (Ston Agate — BMI) | 25 | Love Has Come (Blackbyrd — BMI) | 29 | Stay Awake (Sweetbeat — ASCAP) | 28 |
| Before I Let Go (Amazement — BMI) | 32 | I Just Want (Clarke — BMI) | 62 | Love On A Two Way Street (Gambi — BMI) | 16 | Stay The Night (Blackwood/Screen Gems — EMI — BMI) | 64 |
| Can't We Fall (ATV/Ivers — BMI) | 19 | I Like It (Better Days/Better Nights — ASCAP) | 38 | Magic Man (Almo — ASCAP/Irving — BMI) | 55 | Summer Fun (Bilsum/Pure Delite — BMI) | 94 |
| Class (Dextotis/Band of Angels — BMI) | 70 | I Love You More (A La Mode/Arista — ASCAP) | 34 | Meant For You (Almo/Noa-Noa — ASCAP) | 87 | Super Freak (Jobete & Stone City — ASCAP) | 3 |
| Classy Lady (Phivin Int'l/Faulkner — ASCAP/BMI) | 100 | If That'll Make (Nick-O-Vai — ASCAP) | 37 | Middle Of A Slow (ForGeorge — BMI) | 78 | Sweat (WB/Good High — ASCAP) | 8 |
| Controversy (Ecnirp — BMI) | 77 | I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP) | 14 | Mighty Fine (Marv Stuart/Jabo — BMI) | 43 | Take My Love (Duchess — BMI) | 67 |
| Dancin' Free (State Of The Arts/Kodi — ASCAP) | 59 | I'm In Love (Duchess — MCA) | 12 | Nasty Disposition (Lucky Three/Red Aurra — BMI) | 76 | This Old Song (Raydiola — ASCAP) | 51 |
| Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Interior/Sigidi — BMI) | 17 | Inch By Inch (Trumar/Strikers — BMI) | 71 | Never Too Much (Uncle Ronnie's — ASCAP) | 7 | This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP) | 54 |
| Do You Love Me? (Rodsongs (PRS) Admin. by Rondor (London)/Admin. in the U.S. & Canada by Afmc — ASCAP) | 30 | It Shows (Nick-O-Vai — ASCAP) | 57 | Night Games (Cotillion — BMI) | 40 | Time To Think (Rockie/Almo — ASCAP/Kershey — BMI) | 52 |
| Don't Stop (Total X — ASCAP) | 46 | It Was So Easy (ATV — BMI) | 90 | Oh No (Jobete & Commodores — ASCAP) | 74 | Turn It Out (Yougoulei — ASCAP) | 98 |
| Double Dutch (WIMOT/Frashion/Supermarket — BMI) | 60 | It's Gonna Take (Muriols/Davahkee — ASCAP) | 88 | On The Beat (Little Macho — ASCAP) | 15 | Warm Weather (Assorted — Admin. by Mighty Three — BMI) | 73 |
| Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong) | 1 | It's Your (Modern American/Mike/Rob — ASCAP) | 96 | Pull Fancy (Duchess/Park's — BMI) | 53 | We're In This (Blackwood/Magic Castle — BMI) | 10 |
| Everybody's Broke (Hancock/Polio Grounds — BMI) | 42 | I've Got To Learn (On The Boardwalk/Dat Richfield Kat/Songs Can Sing — ASCAP) | 66 | Saturday Night (Roaring Fork/Blue Sky — BMI) | 63 | When She Was My (MCA — ASCAP) | 5 |
| Freefall (Len-Lon/Fat Jack the Second/Stay Attuned — BMI) | 89 | Jammin' Big Guitar (Lena/Funky Feet — BMI) | 58 | Secrets (Ashtray/Mi-Alma — license pending) | 56 | Who's Been Kissing (Subiddu B.V./April/Chappells/Roker/ATV-license pending) | 61 |
| Freeway (Bull Pen/Wah Watson — BMI) | 41 | Just Be My Lady (Nineteen Eighty-Five — BMI) | 6 | Send For Me (Irving/Mercy Kersey — BMI) | 99 | Who's Sad (Chardax-BMI) | 86 |
| Funky Sensation (Kenix — ASCAP) | 83 | Just My Luck (Content — BMI) | 69 | Shake It Up Tonight (April — ASCAP) | 31 | Wikka Wrap (Screen Gems/EMI — license pending) | 20 |
| Funtown U.S.A. (One To One — ASCAP) | 36 | Just Once (ATV/Mann and Weill — BMI) | 33 | Shakedown (Golden Touch — BMI) | 93 | You Got The Papers (Old New Orleans — BMI) | 47 |
| General Hospi-Tale (Sky's The Limit — SESAC) | 27 | Just One Moment Away (Content — BMI) | 39 | She Believes In Me (Angel Wing — ASCAP) | 82 | You Were Right Girl (Chardax — BMI) | 68 |
| Get It Up (Tionna-license pending) | 18 | Knock! Knock! (Jazzy Autumn & Three Go — ASCAP) | 91 | She Don't Let (Fekaris — ASCAP/M&M — BMI) | 48 | Zulu (ATV — BMI) | 85 |
| Gigolette (Jobete & McNella — ASCAP) | 95 | Kool Whip (Fired-Up — ASCAP) | 65 | She Got (Framingreg/Marc James — BMI) | 44 | | |

BLACK CONTEMPORARY

MOST ADDED SINGLES

- OH NO — COMMODORES — MOTOWN**
KDAY, WHRK, WRBD, WWRL, KMJM, WEDR, KATZ, WYLD, WJLB, KPRS, WAMO
- CONTOVERSY — PRINCE — WARNER BROS.**
KDAY, WVEE, KGFJ, WJMO, WBMX, WEDR, WDIA, WNHC, WATV, WGPR-FM, WAMO
- SHE DON'T LET NOBODY (BUT ME) — CURTIS MAYFIELD — BOARDWALK**
WHRK, WRAP, WJMO, WENZ, WCIN, WDIA, KATZ, WOKB
- IT SHOWS IN THE EYES — ASHFORD & SIMPSON — WARNER BROS.**
WUFO, WCIN, WTLC, WAOK, WYLD-FM, WVKO
- LOVE DON'T LOVE NOBODY — JEAN CARN — TSOP/CBS**
WVDM, WCIN, WEDR, WTLC, KPRS, WLOU
- FREEFALL (INTO LOVE) — LENNY WILLIAMS — MCA**
WILD, KDKO, WBMX, WEDR, WWIN, WNHC
- SOMETHING ABOUT YOU — EBONEE WEBB — CAPITOL**
WILD, WSOK, WBMX, KPRS, WVKO

MOST ADDED ALBUMS

- THE MANY FACETS OF ROGER — ROGER — WARNER BROS.**
WILD, WSOK, WHRK, WGCI, WUFO, WBMX, WATV, KPRS, WDAO
- IT'S TIME FOR LOVE — TEDDY PENDERGRASS — PHILADELPHIA INT'L/CBS**
WILD, WHRK, KGFJ, WUFO, WRBD, KATZ, KPRS, WAMO
- I LIKE YOUR STYLE — JERMAINE JACKSON — MOTOWN**
WRKS, WSOK, KDKO, WVEE, WAOK, WTLC

UP AND COMING

- TAKE MY HEART — KOOL & THE GANG — DE-LITE/POLYGRAM**
- GOODBYE HIM, HELLO YOU — BETTY WRIGHT — EPIC**
- NIGHTLIFE — KWICK — EMI AMERICA**
- STEAL THE NIGHT — STEVIE WOODS — COTILLION/ATLANTIC**
- GET WHAT YOU WANT — SPUNK — GOLD COAST**

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — LARRY TINSLEY, MD
HOTS: L. Graham, Ebonee Webb, T. Marie, N. Pointer, Brick, The Time, L. Vandross, N. Straker Band, Al Jarreau, P. Austin, H. Albert, G. Knight, Dynasty, 4 Tops, Afternoon Delights, Temptations, Raydio, R. Laws, D. Williams, D. Valentin. ADDS: B. Mason, Ashford & Simpson, D. Laws, B. Wright, Tom Grant, Jerry Carr, Klique. LP ADDS: Whispers, J. Jackson, T. Ranier.

WVEE — ATLANTA — SCOTTY ANDREWS, PD
HOTS: D. Morgan, T. Marie, Pointer Sisters, D. Ross/L. Richie, Ebonee Webb, Q. Jones, D. Williams, The Time, Brick, West Street Mob, C. Carlton, D. Laws, E. King, Evasions, L. Vandross. ADDS: B. Womack, R. Laws, Kool & The Gang, C. Lynn, Slave, G. Hunt, Prince. LP ADDS: H. Hancock, B. Preston/Syreeta, J. Jackson, Spyro Gyra.

WWIN — BALTIMORE — CURTIS ANDERSON, PD
HOTS: C. Carlton, D. Ross/L. Richie, Ebonee Webb, L. Vandross, N. Straker Band, E. King, Roger. ADDS: Chi-Lites, R. Flack, L. Williams, K.I.D., Dells, Wild Sugar, J. Ross, Dream Machine, Hot Cuisine, Zenith. LP ADDS: Rose Royce, Staple Singers, S. Turrentine, Pieces Of A Dream, L. Horne, B. White.

WATV — BIRMINGHAM — STANLEY GRAINGERS, MD
HOTS: D. Ross/L. Richie, C. Carlton, R. James, T. Marie, D. Morgan, Brick, P. Hyman/M. Henderson, L. Vandross, Roger, Dynasty, Raydio, D. Williams, Rene & Angela, Al Jarreau, West Street Mob, 4 Tops, The Time, P. Austin. ADDS: Geraldine Hunt, Graingers, Prince, Woods Empire, B. Broom, TTF, Truth, Freedom Express, H. Hancock, N. Straker, B. Wright. LP ADDS: Roger, Rose Royce.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — V. MASON
JUMPS: 15 To 7 — D. Williams, 19 To 10 — L. Vandross, 22 To 14 — D. Byrd, 23 To 15 — B. Mason, 24 To 16 — 4 Tops, 27 To 21 — P. Austin, 36 To 27 — One Way, Ex To 35 — J. Carn, HB To 36 — M. Moore, HB To 38 — Shock, HB To 39 — Roger, HB To 40 — Klique. ADDS: Keni Burke, Ebonee Webb, L. Williams, J. Ross, R. Winters & Fall. LP ADDS: Roger, H. Hancock, Crusaders, C. Carter, Pure Energy, T. Pendergrass.

WUFO — BUFFALO — DAVE MICHAELS, MD
HOTS: D. Ross/L. Richie, 4 Tops, Manhattans, The Time, Rene & Angela, Brick, A. Franklin, T. Pendergrass, L. Vandross, J. Carn, Al Jarreau, Graingers, C. Mayfield, Maze, R. Laws, H. Alpert, Pointer Sisters, Evasions, Q. Jones, West Street Mob. ADDS: Crusaders, S. Lattisaw, I. Hayes, Paullette Reaves, Ashford & Simpson, L. Jordan. LP ADDS: Roger, G.S. Heron, Emotions, Crusaders, R. Royce, T. Pendergrass, B. White.

WBMX — CHICAGO — LEE MICHAELS, PD
HOTS: B.B.&Q. Band, Dazz Band, D. Ross/L. Richie, J.G. Watson, Rene & Angela, S.O.S. Band, Maze, L. Vandross, N. Straker Band, D. Morgan, E. King, Al Jarreau, Brick, DeBarges, R. Crawford, TTF, Suzi Q, Graingers, West Street Mob. ADDS: R. Fields, L. Williams, Prince, K. Burke, Ebonee Webb, S. Lattisaw, Ozone, Chi-Lites, Dells. LP ADDS: Roger.

WGCI — CHICAGO — STEVE HARRIS, PD
HOTS: D. Ross/L. Richie, C. Carlton, L. Vandross, Roger, E. King, R. James, Afternoon Delights, Pointer Sisters, The Time, 4 Tops. ADDS: Ozone, Dells, Chi-Lites, Graingers. LP ADDS: L. Horne, G.S. Heron, Roger.

WCIN — CINCINNATI — MIKE ROBERTS, PD
HOTS: C. Carlton, Brick, Dynasty, Rene & Angela, A. Franklin/G. Benson, D. Byrd, D. Ross/L. Richie, B.B.&Q. Band, P. Hyman/M. Henderson, Manhattans, L. Vandross, 4 Tops, R. James. ADDS: Fatback, S. Turrentine, Ashford & Simpson, C. Mayfield, M. Moore, J. Carn, S. Mills.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — D. ROSS/L. RICHIE
HOTS: 4 Tops, C. Carlton, Dazz Band, West Street Mob, D. Morgan, T. Marie, Graingers, Shalamar, P. Hyman/M. Henderson, N. Straker Band, A. Franklin/G. Benson, B. Mason. ADDS: Gwen McCrae, Maze, D. Byrd, C. Mayfield, Prince, One Way, Roger.

WGPR-FM — DETROIT — JOE SPENCER, MD — #1 — C. CARLTON
HOTS: Was (Not Was), D. Ross/L. Richie, Grainger, Dayton, B.B.&Q. Band, The Time, D. Morgan, Al Jarreau, N. Straker Band, S.O.S. Band, Dynasty, H. Alpert, L. Jackson, P. Austin, R. Laws, 4 Tops, Cameo, D. Byrd, RJ's Latest Arrival, L.J. Reynolds, A. Franklin/G. Benson, Roger. ADDS: ESP, G.S. Heron, T. Houston, C. Cole, Prince.

WJLB — DETROIT — JOHN EDWARDS, MD — #1 — D. ROSS/L. RICHIE
JUMPS: 5 To 2 — Al Jarreau, 6 To 3 — Manhattans, 7 To 4 — L. Jackson, 8 To 5 — C. Carlton, 10 To 7 — Evasions, 11 To 8 — S. Clarke/G. Duke, 12 To 9 — D. Williams, 13 To 10 — H. Alpert, 14 To 11 — N. Pointer, 18 To 12 — The Time, 16 To 13 — S.O.S. Band, 19 To 14 — Dayton, 20 To 15 — Maze, 21 To 16 — Q. Jones, 22 To 17 — L. Vandross, 23 To 18 — Graingers, 25 To 19 — A. Franklin/G. Benson, 24 To 20 — D. Byrd, 27 To 21 — Dazz Band, 26 To 22 — TTF, 28 To 23 — Roger, 31 To 24 — N. Straker Band, 29 To 25 — R. Laws, 30 To 26 — D. Harry, 33 To 27 — Wrecking Crew, 34 To 28 — Emotions, 32 To 29 — S. Robinson, 35 To 30 — L.J. Reynolds, 37 To 31 — T. Pendergrass, 38 To 32 — One Way, 36 To 33 — Bros. Johnson, 39 To 34 — Strikers, 40 To 35 — B. Ocean. ADDS: Commodores, Temptations, P. Austin.

KMJQ — HOUSTON — BILL TRAVIS, PD — #1 — D. ROSS/L. RICHIE
HOTS: R. James, C. Carlton, T. Marie, Pointer Sisters, L. Graham, E. King, F. Smith, D. Laws, A. Franklin/G. Benson, Brick, C. Lynn, Al Jarreau, Commodores, R. James, Aurra, R. Cameron, D. Williams, B. Mason, J. Knight, G. Jones, Raydio, Shalamar, P. Hyman/M. Henderson, Maze, S. Lattisaw, Shalamar, Ebonee Webb. ADDS: The Time, 4 Tops, B. Wright.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — C. CARLTON
HOTS: D. Ross/L. Richie, Brick, E. King, L. Vandross, L. Graham, Rene & Angela, Pointer Sisters, Manhattans, S.O.S. Band, Dynasty, M. Davis, 4 Tops, N. Straker Band, Stylistics, N. Pointer, R. James, B. Broom, A. Franklin/G. Benson. ADDS: B. Mason, Commodores, Slave, A. Stewart, T. Davis, S. Brown, Imagination, L.J. Reynolds, Ebonee Webb, J. Carn, N. Cole, S. Woods, Graingers, Pieces Of A Dream, Debra Laws. LP ADDS: B. White, H. Hancock, T. Pendergrass, Roger, Ebonee Webb, M. Henderson, N. Cole, G. Knight, B.B.&Q. Band.

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — R. JAMES
HOTS: C. Carlton, D. Ross/L. Richie, D. Morgan, L. Vandross, E. King, Brick, Evasions, Afternoon Delights, R. Cameron, L. Graham. ADDS: Temptations, B. Marley, L. Williams, Prince, Dream Machine, Betty Wright, Spunk, M. Moore. LP ADDS: R. Robbins, L. Vandross, Whispers, T. Pendergrass, Pieces Of A Dream.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — AL JARREAU
HOTS: R. James, L. Vandross, D. Morgan, N. Straker Band, B.B.&Q. Band, 4 Tops, The Time, Peaches & Herb, H. Hancock, A. Franklin/G. Benson. ADDS: Commodores, R. Fields, B. White, Prince, Kool & The Gang, Whispers.

WDIA — MEMPHIS — CARL CONNORS, PD
HOTS: Roger, D. Morgan, 4 Tops, D. Ross/L. Richie, B.B.&Q. Band, Evasions, A. Franklin/G. Benson, Brick, S.O.S. Band, The Time, R. James, Commodores, C. Carlton, D. Williams, L. Graham, Al Jarreau, Cameron, L. Vandross, B. Mason, Maze, T. Pendergrass, Pointer Sisters, G. Knight, Afternoon Delights. ADDS: C. Mayfield, Kwick, Q. Jones, Prince.

WHRK — MEMPHIS — SHARON SMITH, MD
HOTS: Pointer Sisters, C. Carlton, B.B.&Q. Band, A. Franklin/G. Benson, Brick, 4 Tops, T. Pendergrass, D. Ross/L. Richie, Al Jarreau, R. James, S.O.S. Band, D. Morgan, D. Williams, Roger, L. Vandross. ADDS: C. Mayfield, Commodores, Prince, Hot Cuisine, Kool & The Gang. LP ADDS: The Quick, B. Marley, Billy Idol, S. Lattisaw, Roger, S. Turrentine, T. Pendergrass, L. Vandross.

WEDR — MIAMI — GEORGE JONES, MD — #1 — BRICK
JUMPS: 17 To 2 — L. Vandross, 22 To 10 — J. Carn, 11 To 3 — S. Mills, 12 To 9 — T. Marie, 10 To 6 — Evasions, Ex To 30 — R. Laws, Ex To 29 — Peaches & Herb, Ex To 28 — Fatback, Ex To 27 — L. Jordan, Ex To 26 — Johnny & Michael Hill, Ex To 25 — C. Mayfield. ADDS: Kwick, J. Carn, Delia Renee, S. Woods, Prince, Crusaders, L. Williams, Commodores. LP ADDS: Shadow, N. Cole, TTF, J. Jackson, L. Jackson.

WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — D. ROSS/L. RICHIE
HOTS: D. Williams, P. Hyman/M. Henderson, Al Jarreau, T. Marie, Pointer Sisters, L. Graham, A. Franklin/G. Benson, Rene & Angela, 4 Tops, Commodores, Dynasty, L. Vandross, E. King, H. Alpert, Q. Jones, R. Laws, Klique, Pieces Of A Dream, G. Knight, S. Robinson, T. Pendergrass, Shalamar, S. Clarke/G. Duke, Raydio, Maze, R. Robbins. ADDS: Ashford & Simpson, Sheree Brown, D. Byrd, D. Laws, T. Davis, Commodores. LP ADDS: G.S. Heron, S. Turrentine, T. Weisberg, S. Watanabe, Fuse 1.

WRKS — NEW YORK — BARRY MAYO, ASST. PD
HOTS: Pointer Sisters, D. Ross/L. Richie, C. Carlton, Dynasty, T. Marie, B.B.&Q. Band, Hot Cuisine, Rene & Angela, L. Vandross, P. Hyman/M. Henderson, N. Straker Band, F. Joli, Al Jarreau, Commodores. ADDS: Kool & The Gang, Gwen McCrae, Hi Gloss, Brick, Maze, M. Davis. LP ADDS: J. Jackson.

WWRL — NEW YORK — WANDA RAMOS, MD
HOTS: T. Pendergrass, D. Byrd, 4 Tops, Dynasty, P. Austin, S. Mills, R. Flack, B. Broom, L. Vandross, M. Moore. ADDS: Commodores, R. Flack, S. Lattisaw, Bros. Johnson, Spunk. LP ADDS: M. Henderson.

WRAP — NORFOLK — JIMMY WILLIAMS, MD
HOTS: R. James, L. Graham, B.B.&Q. Band, D. Williams, 4 Tops, Rene & Angela, S.O.S. Band, C. Carlton, Brick, D. Morgan. ADDS: One Way, B. Ocean, C. Mayfield, Slave, Aurra, Arthur Adams. LP ADDS: Time, S.O.S. Band, B.B.&Q. Band.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — R. JAMES
HOTS: Brick, T. Marie, D. Ross/L. Richie, C. Carlton, Reddings, L. Graham, P. Hyman/M. Henderson, Pointer Sisters, V. Mason, B.B.&Q. Band, West Street Mob, Maze. ADDS: Bohannon, C. Mayfield, Klique. LP ADDS: Sheree Brown, B. Broom, Gwen McCrae, Rose Royce.

WLLE — RALEIGH — CAESAR GOODING, MD — #1 — D. ROSS/L. RICHIE
HOTS: C. Carlton, The Time, E. King, Pointer Sisters, L. Graham, D. Morgan, Commodores, T. Marie, R. James, Manhattans, Al Jarreau, Brick, L. Vandross, 4 Tops, N. Straker Band, Temptations, Whispers, G. Knight. ADDS: Power, E. Klugh.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — C. CARLTON
JUMPS: 5 To 2 — R. James, 14 To 10 — D. Morgan, 15 To 12 — West Street Mob, 19 To 16 — 4 Tops, 24 To 18 — B.B.&Q. Band, 28 To 25 — The Time, HB To 28 — Roger, HB To 30 — N. Straker Band. ADDS: R. Robbins, C. Mayfield, D. Williams, Atlantic Starr, R. Fields. LP ADDS: 4 Tops, G. Knight, L. Vandross.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — R. JAMES
JUMPS: 13 To 5 — Roger, 19 To 8 — L. Vandross, 15 To 10 — Sequence, 24 To 13 — B. Womack, 18 To 14 — Dynasty, 29 To 15 — Evasions, 37 To 16 — T. Pendergrass, 33 To 19 — D. Byrd, 36 To 20 — N. Straker Band, 29 To 23 — Graingers, 40 To 25 — D. Morgan, HB To 29 — Klique, HB To 32 — Maze, HB To 33 — The Time, HB To 36 — B.B.&Q. Band, HB To 37 — Mean Machine, HB To 38 — R. Winters & Fall, HB To 39 — Pieces Of A Dream. ADDS: B. Band, One Way, C. Mayfield, Commodores, M. Moore. LP ADDS: T. Pendergrass, B. White, Whispers, TTF.

KMJM — ST. LOUIS — STEVE WEED, MD — #1 — D. ROSS/L. RICHIE
HOTS: Pointer Sisters, Commodores, R. James, C. Carlton, T. Marie, E. King, 4 Tops, F. Smith, Shalamar, Rene & Angela, Bits & Pieces, Brick, P. Hyman/M. Henderson, A. Franklin/G. Benson, L. Graham. ADDS: Commodores, R. James/T. Marie, Bee Gees, T. Pendergrass.

KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — D. ROSS/L. RICHIE
JUMPS: 8 To 2 — Al Jarreau, 10 To 7 — L. Vandross, 15 To 9 — Roger, 16 To 10 — D. Williams, 17 To 14 — The Time, 19 To 15 — A. Franklin/G. Benson, 20 To 16 — Cameo, 26 To 17 — P. Austin, 23 To 18 — S. Mills, 31 To 21 — Whispers, 27 To 24 — D. Byrd, 36 To 25 — 4 Tops, 30 To 27 — Shock, 35 To 28 — E. King, 34 To 30 — Ashford & Simpson, 38 To 33 — Slave, 37 To 34 — Bits & Pieces, 39 To 35 — R. Laws, 41 To 36 — C. Mayfield, 40 To 37 — Crusaders, 42 To 38 — B. Broom, 43 To 39 — N. Straker Band, 44 To 40 — J. Jackson.

WSOK — SAVANNAH — JAY BRYANT, MD — #1 — FOUR TOPS
JUMPS: 7 To 4 — Hot Cuisine, 9 To 5 — West Street Mob, 11 To 6 — Roger, 10 To 7 — Maze, 13 To 8 — T. Pendergrass, 16 To 9 — Bohannon, 15 To 10 — A. Franklin, 14 To 11 — RJ's Latest Arrival, 18 To 12 — One Way, 17 To 13 — Q. Jones, 21 To 14 — Whispers, 22 To 15 — J. Carn, 20 To 17 — Klique, 23 To 18 — Slave, 24 To 19 — T. Davis, 26 To 20 — Wild Sugar, 30 To 23 — C. Mayfield, Ex To 24 — S. Lattisaw, Ex To 25 — R. Robbins, Ex To 26 — D. Byrd, Ex To 27 — TTF, Ex To 28 — L. Williams, Ex To 29 — I. Hayes. ADDS: Mighty Fire, R. Laws, Crusaders, Ebonee Webb, Brother To Brother, C. Lynn, S. Clarke/G. Duke, S. Woods, Pieces Of A Dream. LP ADDS: One Way, Roger, Temptations, J. Jackson.

KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — D. ROSS/L. RICHIE
HOTS: Pointer Sisters, Commodores, L. Graham, P. Hyman, Cameo, R. James, C. Carlton, A. Franklin/G. Benson, 4 Tops. ADDS: D. Williams, D. Morgan, Maze. LP ADDS: C. Carter, L. Oskar, 4 Tops, C. Carlton.

WVDM — SUMPTER — BARBARA TAYLOR, MD
HOTS: West Street Mob, P. Austin, Roger, L. Vandross, 4 Tops, D. Byrd, S.O.S. Band, Shadow, D. Ross/L. Richie, B.B.&Q. Band, D. Williams, Whispers. ADDS: J. Carn, Shock, Bros. Johnson, R. Fields. LP ADDS: Shadow, J. Carn, Emotions.

OK100 — WASHINGTON — DWIGHT LANGLEY, MD
HOTS: D. Ross/L. Richie, C. Carlton, R. James, E. King, B.B.&Q. Band, N. Straker Band, L. Vandross, R. Robbins, Cameo, P. Hyman/M. Henderson. ADDS: Melba Moore, Chi-Lites, Atlantic Starr.

INTERNATIONAL

Finalists Announced For Upcoming Yamaha World Pop Song Festival

TOKYO — Udo Jurgens of Austria, Lisa Dal Bello of Canada, Gianni Togni of Italy, Sharon O'Neill of New Zealand, Bucks Fizz and Charlie Dore of the U.K. and Jim Photoglo, Peaches & Herb and Holly Penfield of the U.S. were among the 22 international finalists named for the 12th annual World Popular Song Festival set for Oct. 30-Nov. 1 here at the Nippon Budokan Hall.

A total of 22 entries representing 18 countries have been confirmed, with national contest winners from Indonesia, Australia and Japan expected to round out the field. In all, a total of 30 entries from 21 countries are expected.

Last Year

The annual contest, sponsored by the Yamaha Music Foundation, was won last year by songwriters David Bluefield and Marty Rodgers, whose song, "What's The Use," was rendered at the festival by singer Mary Macgregor. Bluefield and Rodgers split a \$10,000 prize, while Macgregor won \$5,000.

Jurgens will sing "Leave A Little Love," for which he wrote the lyrics with Will Jennings composing; Dal Bello will render "Never Say Goodbye," co-written with Tim Thorney; Togni will perform "Vivi," for which he contributed the melody with Guido Morra providing lyrics; and O'Neill

will sing a self-penned tune, "Tea In China."

British entries Bucks Fizz and Charlie Dore will perform "Another Night" (lyrics by Nichola Martin and melody by Andy Hill) and "Rocking Horse Winner" (self-penned by Dore), respectively.

From the U.S., Photoglo will perform "Don't Play Another Love Song" (co-written with Brian Neary), Peaches & Herb will do "Music Power" (melody by Freddie Perren and lyrics by Keni St. Lewis); and Penfield will perform "Loyalty and Love" (co-written with Gene Barkin).

Among the other artists and songs set for the festival are: Bebeto of Brazil with "Monalisa," Osvaldo Rodriguez of Cuba ("Digamos Que Mas Da"), Lenka Filipova of Czechoslovakia ("Our Love Is Our Happy Home"), Uwe Jensen of East Germany ("Eine Ewigkeit"), Marie Myriam of France ("Sentimentale"), Anita Meyer of The Netherlands ("Too Young To Know"), Roberta Voltoilini of Italy ("Non Sparate Sulla Luna"), Lola Farahday of Lebanon ("Close Your Eyes"), Maria Del Sol of Mexico ("Necesitas De Alguien"), Linda de Souza of Portugal ("Ne Pleure Pas"), Nadda Viyakarn of Thailand ("Happiness"), Maria Conchita Alonso of Venezuela ("Hello, How Are You?") and Revolver of West Germany ("Yesterday Dream").



Holly Penfield



Lisa Dal Bello



Sharon O'Neill

BMI Fetes 1980 U.K. Award Winners In London

(continued from page 14)

1980 were: "All Out Of Love," Riva Music Ltd.; "Another Brick In The Wall," Roger Waters, Pink Floyd Music Ltd.; "Another One Bites The Dust," John Deacon, Queen Music, Ltd.; "Brass In Pocket," Chrissie Hynde, James Honeyman Scott, Hynde House of Music, Modern Music; "Crazy Little Thing Called Love," Frederick Mercury, Queen Music Ltd.; "Desire," Barry Gibb, Maurice Gibb, Robin Gibb; "Dreamin'," Alan Tarney, ATV Music; "Guilty," Barry Gibb, Maurice Gibb, Robin Gibb; "Hold On To My Love," Robin Gibb, Derek John Weaver; "I Can't Help It," Barry Gibb; "I'm Happy Just to Dance With You," John Lennon, Paul McCartney, Northern Songs Ltd.; "Let My Love Open The Door," Peter Townshend, Eel Pie Publishing; "Lost In Love," Riva Music Ltd.; "We Don't Talk

Anymore," Alan Tarney, ATV Music Ltd.; "Woman In Love," Barry Gibb, Robin Gibb; and "Xanadu," Jeff Lynne.

Winners of awards for over one million performances were: "Baker Street," Gerry Rafferty; "Can't Smile Without You," David Martin, Geoffrey Morrow, Chris Arnold, Dick James Music Ltd.; "Come Together," John Lennon, Paul McCartney, Northern Songs Ltd.; "Crocodile Rock," Elton John, Bernie Taupin, Dick James Music Ltd.; "I Wanna Hold Your Hand," John Lennon, Paul McCartney, Northern Songs Ltd.; "Lay Down Sally," Eric Clapton, Throat Music Ltd.; "Night Fever," Barry Gibb, Maurice Gibb, Robin Gibb; "Somewhere In The Night," Rondor Music Ltd.; "Stayin' Alive," Barry Gibb, Maurice Gibb, Robin Gibb; and "Year of the Cat," Gwyneth Music Ltd.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The opening week of the second International Record Fair at the Rural Playgrounds has been a sort of disappointment for the industry, since sales to customers are fractional compared with the results obtained at the first Fair last April. Although the expenses involved are not extremely high, there is a general feeling about strong action needed before the end of the Fair to restore action and try to attract more purchasing power. The space for the Fair has been enlarged — there is a skating rink and dance area — but the money volume has been around 25% of the previous Fair, in spite of price increases.

American Recording has released, with TV advertising through ATC, a vintage album licensed by Dick James Music carrying waxings by **Elton John** and a live session with **John Lennon**. There is also an album by **John Mayall** aimed at the local bluespeople and other releases for the melodic and tropical music fans.

Tonodisc is releasing an album with kiddie music by **Los Parchis** and other groups and is preparing the new one by the Spanish group, which has been in Argentina during 40 days shooting a new movie and touring the country. This week, Spanish artist **Manolo Otero** will arrive in town for a few days, on promotional duties.

CBS held a press & radio party to celebrate the release of the new album by rock group **Manal**, reunited after more than 10 years. The company is also working hard on the new LP by Italian songstress **Iva Zanicchi**, already mentioned in this column, recorded in Spanish. A&R topper **Mochin Marafioti** has traveled to the U.S. to attend the A&M convention in Los Angeles and the CBS gathering in Miami.

Music Hall's president, **Nestor Selasco**, reports all-out efforts for the new compilation album by local rock stars, tagged "La isla de la Aventura" and featuring the most important names in the Sazam Records cast. It is distributed by his company. **Roberto Quirno**, who spent several months in Mexico, is back with the company fulfilling the press relations duty.

Disco is releasing an album recorded in Spain by **Roque Narvaja**, Argentinian rock artist established there several years ago. The sales reports are more than encouraging, according to MD **Carlos Casale**.

miguel smirnoff

Italy

MILAN — The first sales department meeting of CBS Dischi, after the separation from the CGD-MM distribution, took place in Milan on Aug. 27-28. During the convention, **Piero La Falce**, managing director of the company, announced the CBS sales on the Italian market in 1981 were up 33% from last year, and the predictions for 1982 were

for another 30% rise.

Eugenio Bennato's folk group, **Musica Nova**, formerly with PolyGram, released its new album on Fonit-Cetra label. The LP was arranged by **Shel Shapiro**.

CBS Dischi announced a big campaign for next month on the Mastersound line (half speed mastered and digital recording albums). Special displays will be distributed through the record shops, and a Mastersound catalog will be included in many music publications.

Jurg Grand has been named classical department head at EMI Italiana. **Franco Vincenzini** is the new promotion manager at the Roman office of Panarecord.

The Venice International Music Fair, organized by **Gianni Ravera**, will take place from Sept. 24-27. Many artists and groups — from Italy and abroad — will attend the event.

mario de luigi

Canada

TORONTO — **Pat Benatar**, here to headline a double-bill with **David Johansen**, received quintuple platinum awards for her "Crimes Of Passion" album. Her "Precious Time" disc is clipping along at a platinum-seller-per-two-week pace. Not unlike any other performer coming to town on the crest of a wave with a hot album in tow, Benatar (like **Tom Petty**, **REO Speedwagon** and others) didn't fill her concert hall. If business isn't soft, then how can such hot artists be drawing less-than-capacity crowds? . . . It has taken several years, but **Rush** has finally earned a platinum disc for its second disc, "Fly By Night," in Canada.

As we speculated several weeks back, PolyGram Canada has, indeed, secured **Kate** and **Anna McGarrigle**. They've been at work at Le Studio in Morin Heights, Quebec, and at Polydor's London facility to complete a first disc for the label. They are also to be the subject of a National Film Board documentary (by **Caroline Leaf**, an Oscar nominee for her animated interpretation of novelist **Mordecai Richler's** *The Street*), and could possibly be the focus of an entertainment special this year. . . . With "Inner City Front," **Bruce Cockburn** will take the production reins and release perhaps his most diverse set of songs yet. It will be a digression from the simpler barren sounds he's produced in the past, relying heavily on his newfound Stratocaster for musical propulsion and with less emphasis on lyrical spiritualism.

Dan Hill's "Partial Surrender" will be issued late this month on Epic, with **John Boylan** producing. . . . One of the less-profiled, but commercially developing artists for the PolyGram stable has been **John Cougar**, whose "Nothin Really Matters And What If It Did" disc has surpassed gold status here. . . . WEA confirms that both **AC/DC** and **Genesis** will tour through here later this year.

kirk lapointe

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Los Ojos de Bette Davis** — Kim Carnes — EMI
- 2 **Todo Fuera Del Amor** — Air Supply — Microfon
- 3 **Tu Me Prometiste Volver** — Pimpinella — CBS
- 4 **Frente A Frente** — Jeanette — RCA
- 5 **Super Snooper** — The Oceans — CBS/AMI
- 6 **Quelers Pasar La Noche** — Village People — RCA
- 7 **Los Frenos** — Kurtis Blow — PolyGram
- 8 **Hoy He Empezado A Quererte** — Dyango — EMI
- 9 **Tu Voz** — Pomada — RCA
- 10 **Conga Conga Conga** — Gretchen — American Recording

TOP TEN LPs

- 1 **Escuela Romantica** — Los Panchos and M.M. Serra Lima — CBS
- 2 **Disco Non Stop** — Non Stop Band — Interdisc/ATC
- 3 **Champions** — various artists — PolyGram
- 4 **Tango** — Placido Domingo — PolyGram
- 5 **Star Show Special** — various artists — Interdisc/ATC
- 6 **La Historia De . . .** — Sui Generis — Microfon/ATC
- 7 **Memories, Vol. II** — various artists — PolyGram
- 8 **Parchis, Vol. 3** — Los Parchis — Tonodisc/ATC
- 9 **Ruedas** — Riff — Tonodisc
- 10 **Time** — Electric Light Orchestra — CBS

—Prensario

Italy

TOP TEN 45s

- 1 **(Out Here) On My Own** — Nikka Costa — CGD
- 2 **Galeotto Fu Il Canotto** — Renato Zero — Zerolandia/RCA
- 3 **Mallinconia** — Riccardo Fogli — CGD/Paradiso
- 4 **Enola Gay** — Orchestral Maneuvres In The Dark — Findisc
- 5 **Donatella** — Rettore — Ariston
- 6 **Canta Appress 'A Nule** — Edoardo Bennato — Ricordi
- 7 **Chi Fermera La Musica** — Pooh — CGD
- 8 **Canto Straniero** — Marcella Bella — CBS
- 9 **Hula Hoop** — Plastic Bertrand — Durium
- 10 **La Strada Brucla** — Alan Sorrenti — EMI/CBO

TOP TEN LPs

- 1 **Strada Facendo** — Claudio Baglioni — CBS
- 2 **Luco Dalla** — RCA
- 3 **Val Mo'** — Pino Daniele — EMI
- 4 **Metropolis** — Francesco Guccini — EMI
- 5 **Icaro** — Renato Zero — Zerolandia/RCA
- 6 **Making Movies** — Dire Straits — Vertigo
- 7 **Deus** — Adiano Celentano — CGD/Cian
- 8 **La Grande Grotta** — Alberto Fortis — Philips
- 9 **Festivalbar '81** — Esecutori Vari — Ricordi
- 10 **Face Value** — Phil Collins — Atlantic

—Musica E Dischi

United Kingdom

TOP TEN 45's

- 1 **Prince Charming** — Adam & The Ants — CBS
- 2 **Talented Love** — Soft Cell — Bizzare
- 3 **Wired For Sound** — Cliff Richard — EMI
- 4 **Souvenir** — Orchestral Maneuvres In The Dark — Dindisc
- 5 **Start Me Up** — The Rolling Stones — Rolling Stones
- 6 **Hold On Tight** — ELO — Jet
- 7 **Japanese Boy** — Aneka — Hansa
- 8 **Love Action** — Human League — Virgin
- 9 **One In Ten** — UB40 — DEP Int'l
- 10 **Hands Up (Give Me Your Heart)** — Ottawan — Carrere

TOP TEN LP's

- 1 **Tattoo You** — The Rolling Stones — Rolling Stones
- 2 **Dead Ringer** — Meat Loaf — Epic
- 3 **Time** — ELO — Jet
- 4 **Secret Combination** — Randy Crawford — Warner Bros.
- 5 **Shot Of Love** — Bob Dylan — CBS
- 6 **Pretenders II** — Real
- 7 **Present Arms** — UB40 — DEP Int'l
- 8 **Duran Duran** — EMI
- 9 **Dance** — Gary Numan — Beggar's Banquet
- 10 **Love Songs** — Cliff Richard — EMI

—Melody Maker

COIN MACHINE

ADMA Holds Meet In Chicago, Adopts Strong New Program



MANUFACTURERS GATHER IN CHICAGO — The newly formed Amusement Device Manufacturers Assn. (ADMA) recently held a general membership meeting at Chicago's Marriott O'Hare Hotel to establish priorities and programs for the coming year. Pictured

in the first photo are (l-r): Ron Crouse, Williams; Tom Stroud, Jr., Cinematronics; Frank Ballouz, Atari; Charles Paul, Esq., Atari; and Duane Blough, Gremlin. Shown in the second photo are the ADMA officers and members who attended the meeting.

CHICAGO — A general membership meeting of the Amusement Device Manufacturers Assn. (ADMA) was held at the Marriott O'Hare Hotel here on Aug. 25. It was preceded by a meeting of the board of directors.

ADMA president Joe Robbins, treasurer Bob Bloom and executive director Paul Huebsch presided over the meeting. Among those in attendance were Frank Ballouz and Charles Paul, Esq. from Atari; Edward Miller from Centuri; Thomas Stroud Jr. of Cinematronics; Duane Blough and Robert Kupe, Esq. from Gremlin; Noah Anglin of Exidy; Donald Rockola of Rock-Ola; Gary Stern, Steve Kaufman, Larry Siegel and David Schoenberg, Esq. from Stern; Paul Moriarity of Taito America; Richard Simon of U.S. Billiards; Mark McClesky of Universal U.S.A.; and Joe Dillon and Ron Crouse of Williams.

A new and aggressive program, involving four coordinated and closely executed steps, has been adopted by the six month old organization. David W. Maher, Esq. of the firm of Rueben and Proctor, is General Counsel of ADMA; under his direction a prominent Washington law firm will be retained on a permanent basis, with responsibility for monitoring and responding to adverse legislation wherever it is presented. The firm will also lead in developing model ordinances to change present restrictive laws and to open up presently closed areas at the local and state levels.

A full-time lobbyist of the highest reputation will also be retained to represent the industry by monitoring legislative action at the national level in Washington. Without getting into specifics at this time, ADMA feels there are many areas in various committees where such a lobbyist can be of enormous help.

Major PR Drive

ADMA will retain a public relations firm to direct a full scale effort in developing full documented presentations for use in pursuing legislative proposals and combating adverse legislative actions of any kind. It will produce informative packages for use by lawyers, legislators, public officials and other concerned individuals or groups.

ADMA will retain a Washington firm whose purpose will be to act as a legislative "watchdog" and to report on anything, favorable or otherwise, that may be developing in Congress or in any other branch of the government.

Taken cumulatively, ADMA feels this is a powerful program for positive action. It is designed to present the entire industry in a light and manner in which it has never before been seen or understood by the

(continued on page 35)

Stern's 'Catacomb' Pin Has Backglass Playfield Design

CHICAGO — Stern Electronics, Inc. announced plans for late September release of its latest pinball game "Catacomb." Among the unique characteristics of the new solid-state four player is a bonus playfield in the backglass, an innovative feature that gives the player added play time and an extra chance to activate the regular playfield and scoring features.

An exciting game of strategy and skill, Catacomb is equipped with a 43-word audio vocabulary and an array of innovative play features including the bonus lights

(continued on page 35)

Williams Announces New 'Solar Fire' Multi-Level, Multi-Ball Pingame

CHICAGO — "Flash Bank," "Black Hole," "Solar Target," "Solar Gun" and "Alien Eject" are among the "weapons" players must utilize to control the action on "Solar Fire," the latest multi-level, multi-ball pinball machine released by Williams Electronics, Inc. It offers lively, challenging play action in a boldly illustrated, eye-catching cabinet.

Conquering Williams unique, high scoring "Flash Bank" is the first challenge players face. The top level playfield's 4-bank drop targets feature a roving bonus lamp which cycles past scores of 20,000, 40,000, 60,000, 80,000 and 100,000 points. The test is to hit a target at the crucial mo-

ment when the light is flashing at its highest point level; this stops the light flashing on that score. Completing the entire bank within the time limit collects the lit score... up to a possible 600,000 points.

Still concentrating on the upper level playfield area, completing the three bank targets advances the "Black Hole" value ranges from 25,000 to 50,000. For shooting players can achieve even higher scores by knocking down the 3-bank while the timer light is on; this spots a letter in F-I-R-E for 20 seconds of double scoring across the entire playfield. Completing F-I-R-E lights the lower level Bullseye Target for Special.

Moving to the lower level, the "Solar Target" located by the left ramp is the player's next objective. Hitting the "Solar Target" while the lights cycle lights a letter in S-O-L-A-R for a progressive Bonus Multiplier of 2X, 3X, 4X, 5X to 6X for each letter achieved. Completing S-O-L-A-R allows automatic Extra Ball.

At this point players should utilize their "Solar Gun" to shoot down the Solar Fire menace. Completing either lower 3-bank within the time limit will advance the "Solar Gun" timer from three seconds to five seconds to 10 seconds. Hitting the "Solar Gun" charger will activate the captive ball and score 10,000 points for every second the Solar Gun shoots.

Having arranged the playfields for the highest possible scoring, players can set two or even three balls loose for multi-ball play by continuing to concentrate on the lower level 3-banks. Completing a bottom 3-bank at any time during play randomly lights one of the three "Alien Eject" holes for multi-ball play. With two "Alien Eject" holes charged, two ball multi-ball is enabled as the balls lock up; if three "Alien

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THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)
2. THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)
3. I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA-PB-12166)
4. HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02488)
5. TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)
6. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
7. WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)
8. SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)
9. WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)
10. ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI-America P-A-8093)

TOP NEW COUNTRY SINGLES

1. NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12294)
2. SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)
3. FANCY FREE OAK RIDGE BOYS (MCA-51169)
4. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
5. WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)
6. HEART ON THE MEND SYLVIA (RCA PB-12302)
7. MY BABY THINKS HE'S A TRAIN ROSANNE CASH (Columbia 18-02463)
8. THE HOUSE OF THE RISING SUN DOLLY PARTON (RCA PB-12282)
9. MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504)
10. YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499)

TOP NEW B/C SINGLES

1. I CAN'T LIVE WITHOUT YOUR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5 02462)
2. GET IT UP THE TIME (Warner Bros. WBS 49774)
3. BEFORE I LET GO MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031)
4. I LIKE IT CAMEO (Chocolate City/PolyGram CC 3227)
5. THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)
6. PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165)
7. SECRETS BOBBY WOMACK (Beverly Glen 2000)
8. IT SHOWS IN THE EYES ASHFORD & SIMPSON (Warner Bros. WBS 49805)
9. KOOL WHIP FATBACK (Spring/PolyGram SP 3020)
10. TAKE MY LOVE MELBA MOORE (EMI America A-8092)

TOP NEW A/C SINGLES

1. WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746)
2. WHO'S CRYING NOW JOURNEY (Columbia 18-02241)
3. ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)
4. IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)



'Solar Fire'

Bally Bows Pingame Dollar Bill Validator

CHICAGO — The introduction of the first pinball machine with a dollar bill validator highlighted the Bally-Midway distributors meeting Sept. 10-12 at the Hamilton Hotel in suburban Chicago. The concept was met with an enthusiastic response by distributors from throughout U.S. and Canada who had gathered for the event.

Tom Nieman, Bally Pinball Division's marketing vice president, explained that Bally has been testing the unit over a nine month period with very encouraging results in terms of earning power. "The validator," he said, "has generated increased earnings on test, especially in such street locations as taverns and bars."

Cash Box will have further details in next week's edition.

COIN MACHINE

Farmer Looks Forward To New Challenges With Bally

CHICAGO — Charles H. (Chuck) Farmer, Jr., a low-key, soft-spoken executive who has established an enviable record of achievement in the coin machine industry, recently began setting his priorities as a key executive for a major manufacturing corporation. On Aug. 1, he assumed his position as President of Bally Domestic Distributors, a new division of Bally Manufacturing Corporation (**Cash Box**, Aug. 8).

"To be a part of Bally is to be associated with one of the most outstanding corporations in the world," Farmer said. "It is progressive, creative and professional and the growth record over the past few years, especially the past twelve months, has been remarkable."

Bally is listed in the Top 500 corporations by both *Fortune* and *Forbes* magazines. The firm's corporate headquarters and five manufacturing plants are located in Chicago. The corporation also has manufacturing plants in West Berlin, Germany; and in Dublin, Ireland and sales and distributing offices in many cities around the world.

In addition to its manufacturing and distribution operations, Bally owns and operates a chain of amusement arcades and owns 83 per cent of Bally's Park Place, Inc. a major hotel/casino complex in Atlantic City, N.J.

In announcing the appointment of Farmer, Robert E. Mullane, chairman and president of Bally Manufacturing Corporation, said, "Mr. Farmer brings to Bally unique skills that will enable us to make even more effective use of our resources and to facilitate our long range planning. Our research shows that only 75% of the United States has been exposed to coin-operated amusement games. The potential for growth is unlimited in view of our new amusement center concept designed to involve entire families," Mullane continued.

"The three Bally distributing companies and the network of some 75 independent distributors throughout the country have made substantial contributions not only in terms of sales and servicing of amusement games but also in developing an attractive and secure environment." As he pointed out, Bally's domestic distributors accounted for over \$100 million in revenues in 1980.

Farmer further stated, "I'm delighted to join the Bally organization and to work closely with those Bally divisions that have done so much to make Bally the leading corporation it is today. The officers and the executives of the three Bally-owned distributing divisions are outstanding. It will be



Pictured (l-r): John Britz, Robert Mullane, Chuck Farmer.

stimulating and exciting.

"As Mr. Mullane said, the growth potential in both video and pinball games in this country is enormous. We have seen in the past few years the expansion of the games into airports, shopping centers, movie theatres and restaurants; and there is more to come.

"Wall Street analysts report that in 1980 about \$7 billion was invested by players in coin-operated amusement games. There has been a marked change in image. No longer are these games a diversion for people between 18 and 20 years of age. These games are basic family entertainment," he continued.

"It is a somewhat volatile business, subject to the whims of the moment. But I feel confident that the innovative skills and creativity that enabled Bally to become the leader will guarantee future progress in the years to come."

The three wholly-owned distributing companies of Bally are Bally Northeast Distributors, Inc. located in Dedham, Mass.; Advance Automatic Sales Co., Inc., of San Francisco, Calif. and Empire Distributing, Inc., located in Chicago. Arnold A. Kaminkow is president of Bally Northeast; C. N. McMurdie is president of Advance Automatic; and Jerome (Jerry) Marcus is president of Empire.

These divisions distribute coin-operated amusement games manufactured by Bally Manufacturing Corporation, including various models of video and pinball games. In addition, the company-owned divisions handle competitor lines of pinball and video games and also sell related types of coin-operated equipment not manufac-

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Exidy Donates 'Fire One' Video Game To Aid Muscular Dystrophy Benefit

SUNNYVALE — On two recent occasions, Exidy, Inc. donated "Fire One" video games for use in fund-raising charity drives, the first of which aided the Muscular Dystrophy Benefit, held during the Labor Day holiday. On this occasion, Brady Distributing Co. of Charlotte, N.C. and Brunswick Corp. were helping to raise funds for MS with the proceeds of donated games placed in various local malls. When contacted by Brady for help, Exidy complied by providing a Fire One game.

"Exidy feels a strong commitment to use the strength of the video games industry to benefit charitable organizations, such as Muscular Dystrophy," stated director of marketing Lila Zinter. "We hope other manufacturers will follow our lead in sharing the benefits of this industry with those in need. Additionally, sharing this opportunity with all the great people at Brady makes the event even more worthwhile."

During the weekend of Aug. 30, Empire Distributing organized the third annual benefit for Retarded Citizens of Michigan and here again, when Exidy was approached for help, a Fire One video was donated. Exidy's president Noah Anglin, marketing director Lila Zinter and field service manager Terry Cunningham attended the weekend event which was also highlighted by a cocktail party and dinner dance hosted by Empire's Livonia, Michigan branch office, following which the

annual Follies '81 musical review was presented.

"The weekend was a success and Exidy was proud to be a part of this charitable event," Lila Zinter commented. "It is good to see a distributor such as Empire take the initiative to make this fine event an annual one that becomes more spectacular each year."

Valley Sales Program Is Gaining Momentum

CHICAGO — As it nears the halfway point, the Valley "Sun-Sational Sail-Away!" program is gaining momentum and is increasing sales of Valley coin-operated pool tables dramatically, according to company officials. Designed for both distributors and operators, the program's principal purpose is to focus attention on the solid value and opportunities for profits assured by the pool table in a period when video games are receiving great attention.

"We believe that in many instances distributors and operators may be taking the pool table for granted," stated Chuck Milhem, Valley president, "but when all things are considered — initial cost, maintenance, popularity cycle, re-sale — the pool table more than holds its own. This 'Sun-Sational Sail-Away' program was developed to remind all concerned of the money-making potential of the pool table.



HAPPY BIRTHDAY — Ben Rochetti (second from right), director of sales for Stern Electronics, Inc. was guest of honor at a surprise birthday party recently held at Stern's corporate offices in Chicago. Among staff members on hand for the occasion were front row (l-r): Joe Boyd, Ron Monzo, Luran Bromley. Shown in the back row are (l-r): Tom Marchinski, Linda O'Leary, Shelley Sax, director of marketing Tom Campbell and Vicki Chaigren.

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- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD COMPANY
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER _____

COIN MACHINE

ADMA Meet Establishes Priorities

(continued from page 33)
general public and especially the legislative and legal communities.

In all of the aforementioned efforts, the Amusement Device Manufacturers Assn. stated that it welcomes, and will work closely with, the other groups in the industry including AMOA, IAAPA and AVMDA.

Other business matters discussed by the membership was the favorable report regarding the ongoing FCC situation pertaining to the classification of video games. A source information report from Atari was also circulated to the members enabling them to facilitate and expedite their compliance with Underwriters Laboratories regulations pertaining to listing of future games by UL. Atari has received UL listing on "Deluxe Asteroids."

The FCC and UL matters are an example of two areas where ADMA has demonstrated its importance with directed leadership resulting in coordinated efforts for the betterment of the industry rather than sporadic, fragmented efforts.

Friend Of Court Brief

Another example of ADMA's support of the industry was the filing of an Amicus Curiae brief by ADMA's General Counsel in support of Bally and Alladin's Castle in the Mesquite, Tex. case now before the United States Supreme Court.

Following a working luncheon where many pertinent topics were touched upon, each member attending was presented with a plaque designating them as charter members of ADMA.

The final item of business, in response to many inquiries and in accordance with the association's by-laws, dealt with ADMA's intent to consider for membership any manufacturer of coin operated amusement machines in the United States.

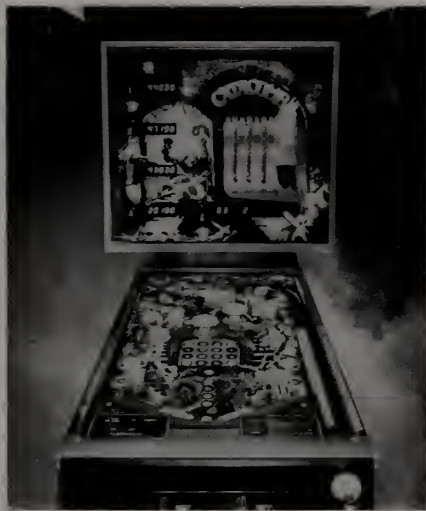
Williams Bows 'Solar Fire' Pingame

(continued from page 33)

"Eject" holes are charged, locking up three balls initiates triple ball multi-ball play. Making the 3-bank drop targets as often



NEW GAME — Centuri, Inc. of Hialeah, Fla. is currently delivering the new "Vanguard" video game, under license with SNK Corp. of Osaka, Japan. The terms of the agreement give Centuri exclusive rights to manufacture and market the game in North, South and Central America as well as the Caribbean Islands. Vanguard offers several stages of challenging play action, portrayed in vivid colors with unique speech accompaniment. It is available through Centuri's distributor network.



'Catacomb'

Stern Unveils New 'Catacomb' Pin

(continued from page 33)

control, whereby the player controls the color selection of the bonus lights with the flipper. Via the game's multi-ball capability the "captive" ball is released when four color-coded bonus lights are activated. As many as three balls can be launched simultaneously onto the playfield.

The player is eligible to win an extra ball after knocking down four drop targets in sequence. The game's bonus multiplier goes up to 5X and there's a superbonus of 136,000 points awarded when 16 bonus lights are activated.

In addition to all of the exciting play elements, the name of the game is depicted in the dramatic design and cabinetry.

The new model is available through Stern's distributor network and further information may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway, Chicago, Ill. 60614.

as possible during play is important as completing a set at any time advances lighting for "Magna Save," which allows for daring playfield save.

Added Mystery

To add mystery to Solar Fire, going over the left inside rollover lane will light the timer on the right ramp for one of four possibilities. Making the ramp before the timer runs out will collect the reward of Mystery Score, or spot a letter in S-O-L-A-R, or light Magna Save, or activate Drain Shield.

Solar Fire's backglass and playfield depict an out-of-control blazing sun whose penetrating laser rays have hatched terrifying Netherworld creatures who have long remained frozen within the icy wombs of their uncharted planets.

The new model is currently available through Williams distributors.

Farmer Joins Bally As Distrib Head

(continued from page 34)

tured by Bally, such as jukeboxes, food, beverage and cigarette vending machines and coin-operated pool tables.

Chuck Farmer left Shaffer Distributing Company two years ago, after serving as vice president of sales and marketing, to form his own company, Central Ohio Sales & Marketing Company, with headquarters in Columbus, Ohio. He is 45 years old and has been married to the former Jeanne Ann Shaffer for nearly 25 years. The Farmers have three children, Sherry, 21, Julie, 17, and Jeff, 13.

CHICAGO CHATTER

Activity at Williams Electronics, Inc. continues to center on the factory's highly successful "Defender" video game which is ever so much in demand — and, as marketing director **Ron Crouse** noted, there's not the slightest sign of a let-up in the foreseeable future. So, while "Defender" continues to make history, Williams is also readying something "completely new in video" for release very shortly, according to Ron. The model is called "Make Trax" and it's described as a "cute, character game, totally non-combat," with wide appeal for all types of players. Sample shipments will be in progress within the next week or so. Watch for it.

DATELINE SANTA CLARA, CA., home of Universal USA and the current selling "Cosmic Avenger." Company president **Paul Jacobs** said that at its present rate of sales, this model will likely become Universal's biggest hit to date. Factory is heavily back-ordered and is asking customers to "please be patient" — deliveries are forthcoming. Paul will be in attendance at the upcoming JAA convention in Tokyo where Universal will be exhibiting a lineup of equipment, including some exciting new products which will ultimately be released to the American market. Firm will also be hosting a cocktail party and buffet during the convention (Oct. 7) at the Hotel New Otani.

MIDWAY'S MARKETING VICE PRESIDENT Stan Jarocki couldn't be more pleased over acceptance of the "Wizard of Wor" and the fast rising new "Omega Race" video games. Commenting on the current trend toward the cute, or comical, video play theme as evidenced in "Pac-Man" and others, Stan said it has given rise to a whole new breed of video player. "By providing a pleasant change of pace, this type of game is attracting players we might not have had before and is significantly building the player base." Pac-Man, by the way, has been proclaimed "game of the year" by the Southeast Michigan game operators association. It is noted as the "biggest selling game in the industry" and the "most recognized character in video games." Comes fall, there'll be an assortment of Pac-Man consumer products on the market — such as watches, neck ties, frisbees, jewelry, toys, etc.

INDUSTRY CALENDAR

Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.

Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.

Oct. 29-Nov. 1; NAMA national convention; McCormick Place; Chicago.

1981



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RECORDS-MUSIC

EXPORT ONLY All brands phonograph records and pre-recorded audio and video tapes (NTSC and PAL). Also largest selection of attractive close-out offers. 33 years of specialized service to record and tape importers throughout the world. Overseas dealers and distributors only. **ALBERT SCHULTZ, INC.**, 116 West 14th St., New York, N.Y. 10011. Cable: ALBYREP Telex: 236569 Telephone (212) 924-1122.

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SONGWRITER: Rock, Country, New/Old Wave, Ballads. I am seeking publisher and/or interested parties. CONTACT: Wayne Proseus, 7745 Lake Road, Sodus Point, New York 14555.

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SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295. Tennis Tourney 200, Electro Dart 100. **BROWSER**, 2009 Mott Ave., Far Rockaway, N.Y.

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WCI Execs Face Racketeering Charges

NEW YORK — Solomon Weiss, assistant treasurer of Warner Communications, Inc. (WCI), was indicted Sept. 16 on racketeering charges in Manhattan Federal Court. Weiss allegedly accepted bribes to get his company to buy stock in the financially troubled Westchester Premier Theater.

Weiss was charged with siphoning \$221,950 in cash from WCI, while accepting \$170,000 in bribes to get the company to buy stock in the theater. The indictment also charged that as a result of Weiss's interceding, WCI purchased \$250,750 worth of the theater's stock. Finally, Weiss was charged with mail fraud, obstruction of justice, perjury and helping to prepare false corporate tax returns for WCI.

Although Weiss was unavailable for comment, he issued a short statement through his secretary in which he said, "I am not guilty of any crime, and I will plead

not guilty." Weiss's arraignment is set for Sept. 24.

A spokesman for WCI declined to issue a statement on the indictment. Weiss is the second WCI executive to face charges in connection with the Westchester Premier Theater investigation. Last spring, similar charges were brought against Jay Emmett, then attached to the office of the president, WCI.

Guy Stevens Dies; Produced Clash, Mott

NEW YORK — Guy Stevens, who produced the Clash's "London Calling" LP as well as a number of seminal late '60s British groups such as Mott the Hoople and Spooky Tooth, died of a heart attack in London on Aug. 29. Stevens, who was in his late 30s, had reportedly been ill for quite some time.

ON JAZZ

(continued from page 15)

with a few songs for actress **Dianne Keaton**. "That's sort of in a pre-production stage," reveals Mainieri. While all these projects give him a remarkable diversity, Mainieri is quick to dispell the notion that they're making him rich. "People think I'm making bundles of money," he said. "But that's a tough thing to do when you have seven kids."

MR. MAGIC WANTS OUT — Saxophonist **Grover Washington, Jr.**, through his legal representatives **Sharlyn B. Cohen** and **Jay D. Barsky**, has filed a suit against Philadelphia People, Inc., a Pennsylvania management company which has handled Washington since February 1978. The action seeks the rescission of Washington's personal management agreement with the company and its principals, **Larry Magid**, and **Murray Swartz**, claiming misrepresentation and a breach of agreement. The saxophonist is asking a return of all profits on concerts, royalties and advances paid, and punitive damages in excess of \$5 million.

DUKE ON FILM — The **Duke Ellington Society** will present its third annual Ellington Film Festival at Columbia University's Wollman Auditorium on Oct. 4. The program will feature a wide variety of clips from feature films, shorts, soundies made for visual jukeboxes, and television appearances. The program will be hosted by jazz film collector **David Chertok** from whose collection the program is drawn.

fred goodman

State Laws Invoked In Piracy Arrest

(continued from page 5)

has been going on for years," said Jules Yarnell, Recording Industry Assn. of America (RIAA) special counsel to the anti-piracy unit. "It is also a significant breakthrough because of the involvement of the California state government. Most of our investigations are done in conjunction with the Federal Bureau of Investigation (FBI) using the federal copyright laws. With the states getting involved, it will only make our job easier."

Citing Sec. 653, the California anti-piracy, anti-bootlegging statute, Burbank police closed down Discontinued Records because of its alleged activities involving taping of records on the premises for customers for a fee. Such activities, which allegedly did not include payment of royalties or permission from the acts or record companies whose product was being taped, were suspected to be in violation of Sec. 653 by Van De Kamp's office after a lengthy investigation by both federal and local agencies.

"We originally brought them (Discontinued Records) to the attention of the federal authorities about two years ago," said Yarnell. "They warned (Discontinued Records proprietor Les Szarvas) a few times, but he just continued the practice. After that, (Los Angeles) District Attorney John Van De Kamp authorized the prosecution."

Burbank police then sent undercover police officers to the premises, where they purchased a tape recording of an album they had selected from the Discontinued Records catalog. Following that, the Burbank officers obtained a search warrant and closed down the establishment, located at 444 S. Victory Blvd. in Burbank.

"It was a rather open business," said Lt. Gibson. "They weren't doing anything like they were trying to hide it. We went down

undercover because they usually don't sell to (uniformed) policemen anyway and purchased our own tape of a recording we had pre-selected as being a 'discontinued recording.' Then we went and got a search warrant and went back and closed down the business and arrested the proprietor."

Burbank officials are currently in the process of removing the records for evidence and storage until the case is adjudicated. Local television news reports said the Discontinued Records business grossed from \$400-\$800 per day and that confiscation and storage costs for the records would total \$35,000.

When **Cash Box** attempted to contact Szarvas or Discontinued Records for comment, it was discovered that the telephone had been disconnected.

Carolina Counterfeiter Gets 2 Years, \$25,000

NEW YORK — Jerry Pettus, the owner of the General Music Corp. and Tempo Distributors of Charlotte, N.C., was sentenced to two years in prison and fined \$25,000 for copyright infringement. On June 9, Pettus pleaded guilty to two counts of fraud by wire and one count of criminal copyright infringement.

The case against Pettus stemmed from an FBI raid last December of General Music Corp. premises in Charlotte, where the bureau seized counterfeit sound records, counterfeit labels and raw materials and record manufacturing equipment.

Messinger Succeeds Marks At ASCAP

NEW YORK — Gloria Messinger, formerly director of the office of the president at ASCAP, has been named managing director of the Society following the death of Paul Marks last week.

CASH BOX TOP 100 ALBUMS

September 26, 1981

| | 8.98 | Weeks On 9/19 Chart | | 8.98 | Weeks On 9/19 Chart | | 8.98 | Weeks On 9/19 Chart | | | |
|---------------------------|--|---------------------------|----|--|--|----|------|--------------------------------|--|-----|----|
| 1 TATTOO YOU | ROLLING STONES (Rolling Stones/Atlantic COC 16052) | 4 | 3 | 35 CHRISTOPHER CROSS | (Warner Bros. BSK 3383) | 35 | 87 | 68 JUST BE MY LADY | LARRY GRAHAM (Warner Bros. BSK 3554) | 50 | 8 |
| 2 ESCAPE | JOURNEY (Columbia TC 37408) | 1 | 8 | 36 SHOT OF LOVE | BOB DYLAN (Columbia TC 37496) | 36 | 4 | 69 ARTHUR — THE ALBUM | ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582) | 83 | 4 |
| 3 4 | FOREIGNER (Atlantic SD 16999) | 3 | 10 | 37 BEAUTY AND THE BEAT | THE GO-GO'S (I.R.S./A&M SP 70021) | 41 | 9 | 70 MODERN TIMES | JEFFERSON STARSHIP (Grunt/RCA BZL 1-3442) | 62 | 24 |
| 4 BELLA DONNA | STEVIE NICKS (Modern/Atlantic MR 38-139) | 2 | 7 | 38 LOVE ALL THE HURT AWAY | ARETHA FRANKLIN (Arista AL 9552) | 43 | 5 | 71 EAST SIDE STORY | SQUEEZE (A&M SP-4854) | 74 | 18 |
| 5 PRECIOUS TIME | PAT BENATAR (Chrysalis CHR 1346) | 6 | 10 | 39 THE ONE THAT YOU LOVE | AIR SUPPLY (Arista AL 9551) | 31 | 16 | 72 THE MAN WITH THE HORN | MILES DAVIS (Columbia FC 36790) | 66 | 10 |
| 6 LONG DISTANCE VOYAGER | THE MOODY BLUES (Threshold/PolyGram TRL-1-2901) | 7 | 17 | 40 FREETIME | SPYRO GYRA (MCA-5238) | 44 | 5 | 73 NEVER TOO MUCH | LUTHER VANDROSS (Epic FE 37451) | 118 | 2 |
| 7 THE INNOCENT AGE | DAN FOGELBERG (Full Moon/Epic KE2 37393) | 21 | 2 | 41 GREATEST HITS | KENNY ROGERS (Liberty LCO-1072) | 39 | 50 | 74 SUMMER HEAT | BRICK (Bang/CBS FZ 37471) | 82 | 4 |
| 8 PIRATES | RICKIE LEE JONES (Warner Bros. BSK 3432) | 8 | 8 | 42 TIME EXPOSURE | LITTLE RIVER BAND (Capitol ST-12163) | 63 | 3 | 75 ICEHOUSE | (Chrysalis CHR 1350) | 76 | 12 |
| 9 TIME | ELO (Jet/CBS FZ 37371) | 9 | 6 | 43 MOVING PICTURES | RUSH (Mercury/PolyGram SRM-1-4013) | 32 | 31 | 76 VOICES | DARYL HALL & JOHN OATES (RCA AQL 1-3646) | 60 | 59 |
| 10 NINE TONIGHT | BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182) | — | 1 | 44 I'M IN LOVE | EVELYN KING (RCA AFL 1-3692) | 34 | 11 | 77 LOVERBOY | (Columbia JC 36762) | 70 | 36 |
| 11 HI INFIDELITY | REO SPEEDWAGON (Epic FE 36844) | 10 | 42 | 45 CARL CARLTON | (20th Century-Fox/RCA T-628) | 53 | 10 | 78 HOY!-HOY! | LITTLE FEAT (Warner Bros. 2BSK 3538) | 52 | 6 |
| 12 DON'T SAY NO | BILLY SQUIER (Capitol ST 12146) | 12 | 20 | 46 HIGH 'N' DRY | DEF LEPPARD (Mercury/PolyGram SRM-1-4021) | 51 | 8 | 79 TONIGHT! | THE FOUR TOPS (Casablanca/PolyGram NBLP 7258) | 105 | 4 |
| 13 STREET SONGS | RICK JAMES (Gordy/Motown G8-1002M1) | 11 | 23 | 47 LIVE IN NEW ORLEANS | MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156) | 48 | 14 | 80 CRIMES OF PASSION | PAT BENATAR (Chrysalis CHE 1275) | 78 | 58 |
| 14 PRETENDERS II | PRETENDERS (Sire SRK 3572) | 14 | 6 | 48 DEAD RINGER | MEAT LOAF (Cleveland Int'l./Epic FE 36007) | 65 | 2 | 81 FAIR WARNING | VAN HALEN (Warner Bros. HS 3540) | 72 | 18 |
| 15 HEAVY METAL | ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-30004) | 15 | 8 | 49 DIRTY DEEDS DONE DIRTY CHEAP | AC/DC (Atlantic SD 16033) | 40 | 24 | 82 AEROBIC DANCING | BARBARA ANN AUER (Gateway GSLP-7610) | 86 | 10 |
| 16 BREAKIN' AWAY | AL JARREAU (Warner Bros. BSK 3576) | 17 | 6 | 50 BLIZZARD OF OZZ | OZZY OSBOURNE (Jet/CBS JZ 36812) | 38 | 24 | 83 ALLIED FORCES | TRIUMPH (RCA AFL-1-3902) | 112 | 2 |
| 17 ENDLESS LOVE | ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001) | 5 | 10 | 51 MECCA FOR MODERNS | THE MANHATTAN TRANSFER (Atlantic SD 16036) | 46 | 16 | 84 WILD-EYED SOUTHERN BOYS | .38 SPECIAL (A&M SP-4835) | 80 | 33 |
| 18 EL LOCO | ZZ TOP (Warner Bros. BSK 3593) | 18 | 8 | 52 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) | WILLIE NELSON (Columbia KC2 37542) | 87 | 2 | 85 THE PRESSURE IS ON | HANK WILLIAMS, JR. (Elektra/Curb 5E-535) | 92 | 5 |
| 19 WORKING CLASS DOG | RICK SPRINGFIELD (RCA AFL 1-3697) | 13 | 27 | 53 SHORT BACK N' SIDES | IAN HUNTER (Chrysalis CHR 1326) | 55 | 5 | 86 CHILDREN OF TOMORROW | FRANKIE SMITH (WMOT/CBS FW 37391) | 75 | 10 |
| 20 BLACK & WHITE | POINTER SISTERS (Planet/Elektra P-18) | 19 | 13 | 54 BROTHERS OF THE ROAD | THE ALLMAN BROTHERS BAND (Arista AL 9564) | 54 | 6 | 87 THE TURN OF A FRIENDLY CARD | THE ALAN PARSONS PROJECT (Arista AL-9518) | 68 | 46 |
| 21 SHARE YOUR LOVE | KENNY ROGERS (Liberty LOO-1108) | 16 | 12 | 55 NORTH COAST | MICHAEL STANLEY BAND (EMI-America SW-17056) | 56 | 9 | 88 THE TIME | (Warner Bros. BSK 3598) | 102 | 5 |
| 22 IN THE POCKET | COMMODORES (Motown M8-955M1) | 20 | 12 | 56 DEAD SET | GRATEFUL DEAD (Arista A2L 8606) | 73 | 2 | 89 MAGIC MAN | HERB ALPERT (A&M SP-3728) | 71 | 7 |
| 23 KOOKOO | DEBBIE HARRY (Chrysalis CHR 1347) | 23 | 5 | 57 FACE VALUE | PHIL COLLINS (Atlantic SD 16029) | 37 | 29 | 90 THE MANY FACETS OF ROGER | ROGER (Warner Bros. BSK 3594) | 131 | 2 |
| 24 JUICE | JUICE NEWTON (Capitol ST-12136) | 29 | 30 | 58 SOME DAYS ARE DIAMONDS | JOHN DENVER (RCA AFL 1-4055) | 45 | 13 | 91 CAN'T WE FALL IN LOVE AGAIN | PHYLLIS HYMAN (Arista AL 9544) | 79 | 11 |
| 25 STEP BY STEP | EDDIE RABBITT (Elektra 5E-532) | 27 | 6 | 59 SIGN OF THE TIMES | BOB JAMES (Tappan Zee/Columbia FC 37495) | 67 | 3 | 92 SIMPLICITY | TIM CURRY (A&M SP-4830) | 93 | 7 |
| 26 HARD PROMISES | TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160) | 25 | 19 | 60 DIMPLES | RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232) | 57 | 12 | 93 URBAN CHIPMUNK | THE CHIPMUNKS (RCA AFL 1-4027) | 88 | 18 |
| 27 MISTAKEN IDENTITY | KIM CARNES (EMI-America SO-17052) | 24 | 22 | 61 REFLECTOR | PABLO CRUISE (A&M SP-3726) | 42 | 10 | 94 STARS ON LONG PLAY | (Radio Records/Atlantic RR 16044) | 81 | 20 |
| 28 FANCY FREE | OAK RIDGE BOYS (MCA-5209) | 26 | 17 | 62 ZEBOP! | SANTANA (Columbia FC 37158) | 49 | 24 | 95 THE TEMPTATIONS | (Gordy/Motown G8-1006M1) | 96 | 5 |
| 29 PRIVATE EYES | DARYL HALL & JOHN OATES (RCA AFL-4028) | 58 | 2 | 63 BACK IN BLACK | AC/DC (Atlantic SD 16108) | 64 | 57 | 96 TOUCH | GLADYS KNIGHT & THE PIPS (Columbia FC 37086) | 108 | 4 |
| 30 FIRE OF UNKNOWN ORIGIN | BLUE OYSTER CULT (Columbia FC 37389) | 33 | 12 | 64 THERE'S NO GETTIN' OVER ME | RONNIE MILSAP (RCA AHL 1-4060) | 77 | 5 | 97 COMPUTER WORLD | KRAFTWERK (Warner Bros. HS 3549) | 99 | 17 |
| 31 IT MUST BE MAGIC | TEENA MARIE (Gordy/Motown G8-1004M1) | 22 | 16 | 65 MY MELODY | DENIECE WILLIAMS (ARC/Columbia FC 37048) | 61 | 26 | 98 THE JAZZ SINGER | NEIL DIAMOND (Capitol SWAV-12120) | 94 | 41 |
| 32 FEELS SO RIGHT | ALABAMA (RCA AHL-1-3930) | 30 | 29 | 66 ROCKIHNROLL | GREG KIHN BAND (Beserkley/Elektra BZ-10069) | 59 | 26 | 99 JUMPIN' JIVE | JOE JACKSON (A&M SP-4871) | 85 | 9 |
| 33 PARADISE THEATER | STYX (A&M SP-3719) | 28 | 35 | 67 THE DUDE | QUINCY JONES (A&M SP-3721) | 69 | 26 | 100 THE FRIENDS OF MR. CAIRO | JON & VANGELIS (Polydor/PolyGram PD-1-6326) | 109 | 9 |

CASH BOX CONTINUES ITS TRADITION OF PRESENTING THE FINEST COVERAGE OF COUNTRY MUSIC WEEK

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|---------|----------------|---------|--------------------|-------|-----------------|----------|---------------|
| 9/10-13 | Westbury, NY | 10/1-2 | Ft. Lauderdale, FL | 10/15 | Memphis, TN | 10/18 | Houston, TX |
| 9/24 | Milwaukee, WI | 10/3 | Lakeland, FL | 10/16 | Dallas, TX | 10/22-28 | Las Vegas, NV |
| 9/25 | Pittsburgh, PA | 10/4 | Jacksonville, FL | 10/17 | San Antonio, TX | | |
| 9/26 | Nashville, TN | 10/9-11 | New Orleans, LA | | | | |

