

CASH BOX

December 13, 1980

NEWSPAPER

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CASH BOX

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EDITORIAL

Anti-ticket scalping efforts in California and other regions of the country have always received token lip service in the past, but in the end, the ball has always been fumbled by the team that stands to benefit the most from legislation that would put a limit on ticket agency or broker "service charges" — the public. Only three years ago, the first anti-scalping initiative mounted by California State Assemblyman Mel Levine went to an early grave after receiving little public backing and heavy opposition from the ticket agency lobby in Sacramento.

It wasn't until a series of concerts by Bruce Springsteen in the Los Angeles and New York areas, where brokers got ahold of large blocks of tickets and set excessive price demands, that public and political action was once again provoked. The result,

so far, has been that three persons have been subpoenaed by the New York Attorney General's office as part of a state probe into the alleged funneling of tickets to agencies and Assemblyman Levine has drafted his second anti-scalping bill for the state.

While the situation in New York is now in the hands of state investigators (New York already has an anti-scalping law on the books), Levine and various industry figures have again joined forces to urge public support for the new measure before the State Legislature.

But the ball is in the hands of all of us — from record labels to artists and personal managers to everyone who buys a ticket to the theatre, a sports event or a concert. Let's not drop it this time.

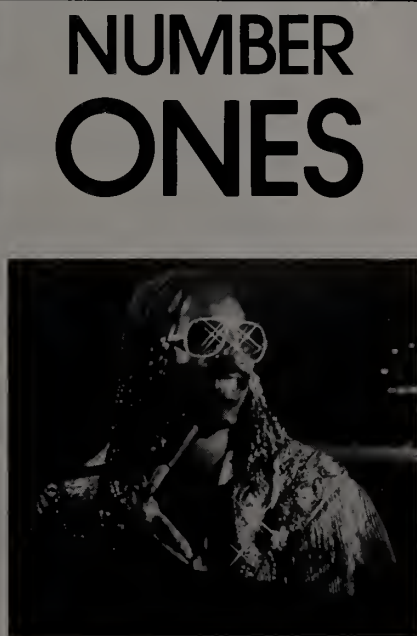
NEWS HIGHLIGHTS

- Thanksgiving sales up 5-20%, as retailers look optimistically toward Christmas (page 7).
- Dealers report heavy holiday sales of pre-recorded videocassettes (page 7).
- Trio subpoenaed in ticket probe of Bruce Springsteen's NY concert dates (page 7).
- "I Ain't Gonna Stand For It" by Stevie Wonder and Split Enz' "What's The Matter With You" (new and developing artist) are the top **Cash Box** Singles Picks (page 17).
- "Live & More" by Roberta Flack and Peabo Bryson and Tierra's "City Nights" (new and developing artis) are the top **Cash Box** Album Picks (page 20).

TOP POP DEBUTS

SINGLES	59	SAME OLD LANG SYNE — Dan Fogelberg — Full Moon/CBS
ALBUMS	42	BARRY — Barry Manilow — Arista

POP SINGLE
MASTER BLASTER (JAMMIN') Stevie Wonder Tamla/Motown
B/C SINGLE
MASTER BLASTER (JAMMIN') Stevie Wonder Tamla/Motown
COUNTRY SINGLE
YOU ALMOST SLIPPED MY MIND Charly Pride RCA
JAZZ
GIVE ME THE NIGHT George Benson Qwest/Warner Bros.



Stevie Wonder

POP ALBUM
HOTTER THAN JULY Stevie Wonder Tamla/Motown
B/C ALBUM
HOTTER THAN JULY Stevie Wonder Tamla/Motown
COUNTRY ALBUM
KENNY ROGERS GREATEST HITS Kenny Rogers Liberty
GOSPEL
REJOICE Shirley Caesar Myrrh

CASH BOX TOP 100 SINGLES

December 13, 1980

	Weeks On 12/6 Chart		Weeks On 12/6 Chart		Weeks On 12/6 Chart
1 MASTER BLASTER (JAMMIN') STEVIE WONDER (Tamlia/Motown T54317F)	1	35 HE'S SO SHY POINTER SISTERS (Planet P-47916)	25	68 THE WINNER TAKES IT ALL ABBA (Atlantic 3776)	75
2 LADY KENNY ROGERS (Liberty UA-X130-Y)	2	36 NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS (20th Century-Fox/RCA TC-2460)	29	69 GAMES PEOPLE PLAY THE ALAN PARSONS PROJECT (Arista AS 0573)	79
3 MORE THAN I CAN SAY LEO SAYER (Warner Bros. WBS 49565)	4	37 GIRLS CAN GET IT DR. HOOK (Cesceblence NB 2314)	42	70 SOMETIMES A FANTASY BILLY JOEL (Columbia 1-11379)	60
4 ANOTHER ONE BITES THE DUST QUEEN (Elektra E-47031)	5	38 TURNING JAPANESE THE VAPORS (United Artists UA-X1364-Y)	41	71 HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)	87
5 THE WANDERER DONNA SUMMER (Geffen/W.B. GEF 49563)	3	39 JESSE CARLY SIMON (Werner Bros. WBS 49518)	38	72 9 TO 5 DOLLY PARTON (RCA PB-12133)	84
6 (JUST LIKE) STARTING OVER JOHN LENNON (Geffen/W.B. GEF 49604)	7	40 TOGETHER TIERRA (Boardwalk WS8 5702)	49	73 COLD LOVE DONNA SUMMER (Geffen/W.B. GEF 49634)	85
7 WOMAN IN LOVE BARBRA STREISAND (Columbia 1-11364)	6	41 I LOVE A RAINY NIGHT EDDIE RABBITT (Elektra E-46656)	50	74 NEED YOUR LOVING TONIGHT QUEEN (Elektra E-47086)	80
8 LOVE ON THE ROCKS NEIL DIAMOND (Capitol 4939)	12	42 WITHOUT YOUR LOVE ROGER DALTRY (Polydor PD 2121)	39	75 SMOKY MOUNTAIN RAIN RONNIE MILSAP (RCA PB-12084)	82
9 HIT ME WITH YOUR BEST SHOT PAT BENATAR (Chrysalis CHS 2464)	11	43 SHE'S SO COLD ROLLING STONES (Rolling Stones/Atlantic RS21001)	44	76 KILLIN' TIME FRED KNOBLOCK AND SUSAN ANTON (Scotti Bros./Atlantic SB609)	83
10 I'M COMING OUT DIANA ROSS (Motown M-1491F)	8	44 SEQUEL HARRY CHAPIN (Boardwalk WS8 5700)	34	77 EASY LOVE DIONNE WARWICK (Arista AS 0572)	81
11 HUNGRY HEART BRUCE SPRINGSTEEN (Columbia 11-11391)	13	45 STOP THIS GAME CHEAP TRICK (Epic 19-50942)	48	78 I'M HAPPY THAT LOVE HAS FOUND YOU JIMMY HALL (Epic 9-50931)	40
12 GUILTY BARBRA STREISAND & BARRY GIBB (Columbia 11-11390)	14	46 LET ME BE YOUR ANGEL STACY LATTISAW (Cotillion/Atlantic 46001)	47	79 I AIN'T GONNA STAND FOR IT STEVIE WONDER (Tamlia/Motown T 54320)	—
13 YOU'VE LOST THAT LOVIN' FEELING DARYL HALL & JOHN OATES (RCA PB-12103)	10	47 UPSIDE DOWN DIANA ROSS (Motown 1494F)	43	80 BREAKFAST IN AMERICA SUPERTRAMP (A&M 2292)	—
14 EVERY WOMAN IN THE WORLD AIR SUPPLY (Arista AS 0564)	19	48 DREAMER SUPERTRAMP (A&M 2269)	46	81 LOOK WHAT YOU'VE DONE TO ME BOZ SCAGGS (Columbia 1-11349)	57
15 THE TIDE IS HIGH BLONDIE (Chrysalis CHS 2465)	20	49 MISS SUN BOZ SCAGGS (Columbia 11-11406)	66	82 FASHION DAVID BOWIE (RCA JH-12134)	90
16 DE DO DO DO DE DA DA DA THE POLICE (A&M 2275)	18	50 THIS BEAT GOES ON/ SWITCHIN' TO GLIDE THE KINGS (Elektra E-47006)	53	83 TRICKLE TRICKLE MANHATTAN TRANSFER (Atlantic 3772)	86
17 WHIP IT DEVO (Warner Bros. WBS 49550)	17	51 THAT GIRL COULD SING JACKSON BROWNE (Asylum E-47036)	45	84 TEXAS IN MY REAR VIEW MIRROR MAC DAVIS (Cesceblence NB 2305)	55
18 PASSION ROD STEWART (Werner Bros. WBS 49617)	21	52 HE CAN'T LOVE YOU MICHAEL STANLEY BAND (EMI-Amarice 8063)	63	85 I CAN'T STOP THE FEELIN' PURE PRAIRIE LEAGUE (Cesceblence NB 2319)	—
19 NEVER BE THE SAME CHRISTOPHER CROSS (Warner Bros. WBS 49580)	15	53 DRIVIN' MY LIFE AWAY EDDIE RABBITT (Elektra E-46656)	51	86 TEACHER TEACHER ROCKPILE (Columbia JC 36886)	88
20 TELL IT LIKE IT IS HEART (Epic 19-50950)	22	54 YOU EARTH, WIND & FIRE (ARC/Columbia 11-11407)	62	87 FOOL THAT I AM RITA COOLIDGE (A&M 2281)	—
21 DREAMING CLIFF RICHARD (EMI-Amarica P-8057)	9	55 THE HORIZONTAL BOP BOB SEGER (Capitol 4951)	59	88 AHI LEAH! DONNIE IRIS (Ceresoul/MCA-51025)	—
22 SUDDENLY OLIVIA NEWTON-JOHN/CLIFF RICHARD (MCA 51007)	24	56 TURN AND WALK AWAY THE BABYS (Chrysalis CHS 2467)	61	89 ONE-TRICK PONY PAUL SIMON (Warner Bros. WBS 49601)	52
23 THEME FROM THE DUKES OF HAZZARD WAYLON (RCA JB-12067)	23	57 ON THE ROAD AGAIN WILLIE NELSON (Columbia 1-11351)	54	90 A LITTLE IN LOVE CLIFF RICHARD (EMI Amarica SPRO-8068)	—
24 EVERYBODY'S GOT TO LEARN SOMETIME THE KORGIS (Elektra E-47018)	26	58 GIVING IT UP FOR YOUR LOVE DELBERT McCLINTON (Capitol/M.S.S. P-4948)	89	91 I'M ALRIGHT (THEME FROM "CADDYSHACK") KENNY LOGGINS (Columbia 1-11317)	64
25 CELEBRATION KOOL & THE GANG (De-Lite DE 807)	33	59 SAME OLD LANG SYNE DAN FOGELBERG (Full Moon/CBS 19- 50961)	—	92 YOU SHOOK ME ALL NIGHT LONG AC/DC (Atlantic 3761)	58
26 IT'S MY TURN DIANA ROSS (Motown M 1498F)	31	60 KEEP ON LOVING YOU REO SPEEDWAGON (Epic 19-50963)	77	93 XANADU OLIVIA NEWTON-JOHN/ELECTRIC LIGHT ORCHESTRA (MCA-41285)	68
27 DEEP INSIDE MY HEART RANDY MEISNER (Epic 9-50939)	27	61 MY MOTHER'S EYES BETTE MIDLER (Atlantic 3771)	71	94 IF YOU SHOULD SAIL NEILSEN/PEARSON (Capitol 4910)	56
28 THIS TIME JOHN COUGAR (Rive R-205)	28	62 SHINE ON L.T.D. (A&M 2283)	70	95 BACK IN BLACK AC/DC (Atlantic 3787)	—
29 I BELIEVE IN YOU DON WILLIAMS (MCA 41304)	30	63 HELP ME MARCY LEVY/ROBIN GIBB (RSO 1047)	65	96 GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. WBS 49505)	78
30 HEY NINETEEN STEELY DAN (MCA-51036)	32	64 GOTTA HAVE MORE LOVE CLIMAX BLUES BAND (Warner Bros. WBS 49605)	67	97 HOLD ON KANSAS (Kirshnar/CBS ZS9 4291)	76
31 I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS 0566)	36	65 COULD I BE DREAMING POINTER SISTERS (Planet P-47920)	69	98 OUT HERE ON MY OWN IRENE CARA (RSO RS 1048)	73
32 ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. WBS 49622)	35	66 LOVE T.K.O. TEDDY PENDERGRASS (Phile. Int'l./CBS ZS9 3116)	74	99 COULD I HAVE THIS DANCE ANNE MURRAY (Capitol 4920)	93
33 LOVELY ONE THE JACKSONS (Epic 9-50938)	16	67 I NEED YOUR LOVIN' TEENA MARIE (Gordy/Motown G8-7189F)	72	100 MORNING MAN RUPERT HOLMES (MCA-51019)	92
34 TIME IS TIME ANDY GIBB (RSO RS-1059)	37				

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little In Love (ATV — BMI)	90	Guilty (Stigwood, Inc./Unichappell, Admin. — BMI)	12	Lova On The Rocks (Stonebridge/EMA/Suisse — ASCAP)	8	Stop This Gema (Adult/Screen Gems-EMI — BMI)	45
Ah! Leah! (BEMA — ASCAP)	88	He Can't Love You (Kejre/Beme — ASCAP)	52	Love T.K.O. (Assorted — BMI)	66	Suddenly (John Farrer — BMI)	22
Another One (Ouan/Baechwood — BMI)	4	Heartbreak Hotel (Mijac — BMI)	71	Lovey One (Ranjec/Mijac — BMI)	33	Switchin' To Glide (Diamond-Zero — BMI)	50
Back In Black (J. Albert Ltd./Merks — BMI)	95	Help Me (Stigwood Adm. by Unichappell — BMI)	63	Master Blaster (Jobate & Black Bull (TM) — ASCAP)	1	Teacher Teacher (Aviation — license pending)	86
Back In America (Aimo/Daliceta — ASCAP)	80	He's So Shy (ATV/Menn & Well/Braintree/Snow — BMI)	35	Miss Sun (Hudmar — license pending)	49	Tell It Like (Conrod/Olap — BMI)	20
Celebration (Delightful/Fresh Start — BMI)	25	Hey Nineteen (Zeon/Freajunkat — ASCAP)	29	More Than I Can Say (Werner-Tamerlana — BMI)	3	Texas In My (Songpointar — BMI)	84
Cold Lova (GMPC — ASCAP)	73	Hit Me With (ATV Corp. — BMI)	9	Morning Man (WB/The Homas Lina, Inc. — ASCAP)	100	That Girl Could (Swallow Turn — ASCAP)	51
Could I Be Dreaming (Breintrea/Tire — BMI/Kerith — ASCAP)	65	Hold On (Don Kirshnar/Blackwood — BMI)	97	My Mother's Eyes (Aimo/Only Child/Mel-Dev — ASCAP)	61	The Horizontal Bop (Geer — ASCAP)	55
Could I Have (Vougue/Mepla Hill c/o Walk Music Group/Onhison — BMI)	99	Hungry Heart (Bruce Springsteen — ASCAP)	11	Need Your Loving (Ouean/Baechwood — BMI)	74	The Tide Is High (B&C — In Dispute)	15
DeDo (Virgin, Adm. In U.S. by Chappell — ASCAP)	16	I Ain't Gonna Stend For It (Jobete/Black Bull — ASCAP)	79	Never Be The Same (Pop 'N' Roll — ASCAP)	19	The Wanderer (Cafa Americana/Raveation/Ed. Intro/Intarsong Adm. — ASCAP)	5
Deep Inside (Nebreske/Unlad Artists/Glesco — ASCAP)	27	I Believe In You (Roger Cook/Cook Housa — BMI)	30	Navar Knew Lova (Frozan Butterfly — BMI)	36	The Winner (Artwork — ASCAP)	68
Dreamer (Aimo/Delicate — ASCAP)	48	I Can't Stop The Feelin' (Fifty Grend — BMI)	85	9 To 5 (Valvet Applia/Fox Fantere — BMI)	72	Theme From The Dukes (Warner-Tamerlana/ Rich Way — BMI)	23
Dreaming (ATV/Rare Blue — BMI/ASCAP)	21	I Lova A Rainy (DebDave/Brierpetch — BMI)	41	On The Road Again (Willie Nalson — BMI)	57	This Beat Goes On (Diamond-Zero — BMI)	50
Drivin My Life (Dabdava/Brierpetch — BMI)	53	I Meda It (Unichappell — BMI)	31	One Step (Noodle Tunes — No Aff./Long Tooth — BMI/Rera Blua/Cerloonay Tunas — ASCAP)	32	This Time (H.G. — ASCAP)	28
Easy Love (Cottin Pickin — ASCAP/Hobby Horsa — BMI)	77	I Need Your (Jobete — ASCAP)	67	One Trick Pony (Paul Simon — BMI)	89	Time Is Time (Stigwood Adm. by Unichappell — BMI)	34
Every Woman In The (Pendulum Ltd./Unichappell, Inc. — BMI)	14	If You Should Sell (Thlrd Story/Poorhouse — BMI)	94	Out Here On (MGM Affiliated — BMI/Variety — ASCAP)	98	Together (Mighty Three — BMI)	40
Everybody's Got To (WB Music Corp. — ASCAP)	24	I'm Alright (Milk Money — ASCAP)	91	Pession (Rive/WB — ASCAP)	18	Trickle Trickle (Bland/Villanova — BMI)	83
Fashion (Bawlay Bros./Flaur — BMI)	82	I'm Coming Out (Chic — BMI)	10	Same Old Leng Syne (Hickory Grova Adm. by April — ASCAP)	59	Turn And Walk (Paparweita/Cainstreet Adm. by Hudson Bey — BMI)	56
Fool That I Am (Unichappell/Begonie Melodies/Fedora — BMI)	87	I'm Happy That Lova (ATV — BMI)	78	Sequel (Chapin — ASCAP)	44	Turning Japanese (Glenwood — ASCAP)	38
Games People (Woolfson Ltd./Carars Adm. by Irving — BMI)	69	It's My Turn (Colgams-EMI, Prince St. — ASCAP/ Unichappell & Bagonia Melodias — BMI)	26	She's So Cold (Colgams-EMI — ASCAP)	43	Upside Down (Chic — BMI)	47
Girls Can Get It (Michael O'Connor — BMI)	37	Jesse (Ouackanbush/Radaya — ASCAP)	39	Shina On (Aimo/McRovscod/Irving/Buchanan Karr — BMI)	62	Whip It (Devo/Nymph Adm. by Unichappell — BMI)	17
Give Ma (Rodsongs — ASCAP)	96	Keep On Loving (Fete — ASCAP)	60	Smoky Moutain Rain (Pi-Gam — BMI)	75	Without Your Lova (H.G. — ASCAP)	42
Giving It Up (Blackwood/Urga — BMI)	58	Killin' Time (Flowering Stona — ASCAP)	76	Sometimes A Fantasy (Impulsiva/April Inc. — ASCAP)	70	Woman In Love (Stigwood Adm. by Unichappell — BMI)	7
Gotta Have Mora Lova (World Song/Bobby Goldsboro — ASCAP)	64	Lady (Brockmen — ASCAP)	2	Starting Ovar (Lanono — BMI)	6	Xenedu (Jet/Unert — BMI)	93
		Lat Ma Ba (Weldan/Gratitude Sky — ASCAP/Cotillon/Bress Haart — BMI)	46			You (Seggifira/Rutland Road/Aimo — ASCAP/Foster Frees/Irving — BMI)	54
		Look What You've (Boz Sceggis — ASCAP/Foster Frees/Irving — BMI)	81			You Shook Me (J. Albert Ltd./Merks — BMI)	92
						You've Lost That (Screen Gems-EMI — BMI)	13

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- STEVIE WONDER "MASTER BLASTER (JAMMIN)" T-54317F
- DIANA ROSS "IT'S MY TURN" M-1491F
- JERMAINE JACKSON "LITTLE GIRL DON'T YOU WORRY" M-1499F
- RICK JAMES "SUMMER LOVE" G-7191F
- SWITCH "LOVE OVER AND OVER AGAIN" G-7189F
- TEMPTATIONS "TAKE ME AWAY" M-1501F
- RICK JAMES "WORDS OF LOVE" M-1498F
- TATA VEGA "YOU KEEP ME HANGING ON" T-54316F
- PLATINUM HOOK "ROCK AND ROLL ME" G-7186F
- MIRA WATERS "HOLD ON TO MY LOVE" G-7192F
- HIGH INERGY "SHAKE IT UP" M-1500F
- THE DAZZ BAND "SHAKE IT LADY" T-54315F
- LEGEND "SHAKE IT LADY" T-54315F



CASH BOX NEWS



999 ROCKS THE PALLADIUM — Polydor recording artists 999 recently appeared at the Palladium in New York in support of their new EP "The Biggest Tour in Sport." Shown backstage following the group's performance are (l-r): Guy Days, 999; Dr. Jerry Jaffe, vice president, rock music department, Polygram Records East; George Meier, national album promotion manager, Polygram Records East; Jim Sotet, national album promotion manager, Polygram Records East; Nick Cash, 999; Jim Del Balzo, national album promotion manager, Polygram East; Steve Greenberg, New York local promotion manager, Polygram Records East; and John Watson and Pablo Labritain, 999.

Dealers Report Heavy Holiday Sales Of Pre-recorded Video

by Michael Glynn

LOS ANGELES — Despite supply shortages of home video hardware, particularly recent model, multi-feature videocassette recorders (VCRs) and discounted demo units, retailers, one-stops and specialty stores offering video software reported heavy Thanksgiving weekend sales and are projecting the strongest holiday season to date, according to a **Cash Box** survey.

Dealers indicated that key new releases and family-oriented feature film titles, such as *The Muppet Movie*, *Star Trek — The Motion Picture* and *Close Encounters of the Third Kind*, have been among the top-selling pre-recorded videocassettes and should continue to dominate sales throughout the Christmas season.

"All of our accounts said they had a fabulous weekend," said Stan Meyers, branch manager for Sound/Video Unlimited, a record/video one-stop based in Skokie, Ill. "Of course, it's still a new release business, much like the record business, and titles like *Alien*, *The Rose*, *Star Trek* and *Close Encounters* are presently our best sellers. It's quite a shift, really, from when we first started carrying video and porno represented a large part of the business because there weren't very many other titles. Now, all that has changed."

Meyers went on to note that porno titles now make up as little as "10-15%" of Sound/Video Unlimited's volume, while

Trio Subpoenaed In Ticket Probe Of Springsteen Dates

by Leo Sacks

NEW YORK — Three persons have been subpoenaed by the office of the New York State Attorney General in connection with the state's investigation into allegations that an undetermined number of tickets to Bruce Springsteen's Thanksgiving and Christmas concerts at Madison Square Garden here were diverted to ticket scalpers (**Cash Box**, Dec. 6).

Nathan Riley, a spokesman for Attorney General Robert Abrams, said last week that investigators from the state's Theatrical Syndications Unit, which regulates box office treasurers, believe the individuals can furnish them with information concerning ticket scalping in the New York area.

(continued on page 14)

children's films are selling "very well," with *The Muppet Movie*, in particular, becoming a "giant" sales item.

New Markets Opening

Both Sound/Video Unlimited and its Denver-based sister one-stop, Mile Hi, have experienced dramatic growth in the number of new accounts serviced within the past year, according to Meyers and Mile Hi manager Bob Jacobs. Meyers estimated that 500 accounts now purchase from Sound/Video Unlimited, as compared with 150 a year ago, and the company has recently opened an L.A. outlet "in time for the holiday season." Mile Hi itself has ad-

(continued on page 36)

Ex-Record Men Now Working In Radio Chide Former Colleagues For Reporting 'Paper Adds'

by Richard Gold

NEW YORK — Former record company promotion men who have recently returned to work in radio agree that their experience at the labels significantly broadened their understanding of the music business. But while stints in promotion have given the radio pros interviewed by **Cash Box** greater insights into the problems and pressures involved in breaking records on the air, their attitudes reflected the polarization of the two key industry sectors. Frequently, the ex-promotion men who returned to radio found that record companies did not understand the medium's "needs." They were also critical of a system that places primary importance on accumulating playlist "adds" at all costs.

Working in promotion has not made radio men "soft touches" for their former colleagues at the labels. "The irony is that I'm a pretty tight PD when it comes to new music," said Nils von Veh, program director of KZOK in Seattle, and a former national promotion and marketing executive at ECM Records. "I know what a promo person goes through, but I have an easier time saying no," remarked Jimmy Mack, music director for WBCN in Boston, who performed various promotional duties for the Polydor, Virgin, and Chrysalis labels. Jim Brown, program director at WOKY in Milwaukee, said that his experiences as a local promotion man for ABC Records and Ariola Records have influenced him to give label reps more "opportunity," but added that, "it's not hard to say 'no' if a record is bad for my station."

Although some of the former promo reps

Thanksgiving Sales Up 5-20%; Retail Optimistic For Christmas

by Marc Cetner

LOS ANGELES — Record sales for the Thanksgiving weekend were up slightly over last year, with hit LP product, led by Kenny Rogers' "Greatest Hits" and Barbra Streisand's "Guilty," garnering the majority of the sales, according to a nationwide **Cash Box** survey. Citing sales increases of five-to-20% over last year, retailers, who traditionally begin their Christmas ad campaigns during the three-day weekend following Thanksgiving, were optimistic about the balance of the holiday season.

The implementation of seasonal radio and print ad campaigns, an abundance of strong product and the fact that the shopping time between Thanksgiving and Christmas is five days less than last year were listed by a majority of the retailers as the reasons for the accelerated store traffic. In addition, the strong sales of midline and catalog product, as well as the hits, and spirited support of the National Assn. of Recording Merchandisers (NARM) Give The Gift Of Music campaign have given retailers a positive outlook for the rest of the Christmas sales season.

Lou Fogelman, president of Los Angeles-based Music Plus, described Thanksgiving as "up a bit more than last year." However, Fogelman added, "it's difficult to compare. It fell a week later this year than it did last year and put us in a totally different time frame in relation to the season. I was happy with the results."

Holiday Outlook Good

"We have great expectations for the holidays," concluded Fogelman. "The product is there and records are still just about the greatest gift value."

John Marmaduke, president of Texas-based Western Merchandisers, also com-

mented on the altered time scheduled. "We needed a bigger week this time because we have a week less selling time than last year, and we got it. We were up over last year by about 17%. Everything seemed to be selling. I think one of the reasons for that is that there is a greater diversity of consumer nowadays."

Echoing Marmaduke's optimistic assessment, Sterling Lanier, president of the Record Factory in San Francisco, said, "Thanksgiving met our projections, and the Christmas season looks good. Consumer confidence is up, especially in California, where we weren't hit hard economically. People seem to be a little freer with their money right now, and there is a lot of good product out there."

The majority of the retailers treated the four-day period routinely and instituted their radio, print and TV holiday ad campaigns the day after Thanksgiving, as usual; but for others, the long weekend became an event.

"When it rained on Friday (Nov. 28), we were apprehensive, but by the time we hit Sunday, the traffic was terrific," said Ben Karol of the King Karol in New York. "All the college kids were in town visiting, and Thanksgiving coincided with the Bruce Springsteen concerts at Madison Square Garden and the annual Macy's Day Parade. The whole weekend worked out beautifully."

Special Sales

Also capitalizing on the weekend was Herb Cohen, president of the Waxie Maxie chain in Washington, D.C., who said sales were up about 15%. "We put a full page tabloid in the *Weekender* magazine, launched radio spots and held a pre-Christmas sale the day after Thanksgiving

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returned to radio on their own volition, some were pushed by the wave of label personnel cutbacks in recent years. "When I went into regional promotion for CBS Records in 1977 it was considered financially lucrative," said Ken Calvert, a DJ for WRIF in Detroit. "But when the cutbacks started in '79 I heard the footsteps behind me. I survived two cuts, but I knew that after the next one, I'd be history."

Similarly, Scott Shannon, program director for WPGC in Washington, D.C., returned to radio of his own accord when the pink slips started flying. "In November of '79 I felt that the bottom was going to be falling in," remarked Shannon, who served in promotional and A&R capacities for

Casablanca and Ariola Records. "I felt like there was trouble coming for the business."

Fixed Priorities

According to the former promo men, the system of fixed promotional "priorities" is an important root cause of the industry's troubles. "The labels rely too much on conference calls, where the promotion man's priorities are set at long-distance," said Tom Bigby, operations manager for WIFI in Philadelphia, and a former Dallas-based local promotion rep for Polydor Records. "The challenge for a good promo man is to see around the established priorities and know what a station needs," Bigby added.

It can be difficult, however, for a promo

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ATLANTIC SIGNS EDDIE KENDRICKS — Eddie Kendricks, a founding member of *The Temptations*, has signed a worldwide recording contract with Atlantic Records. His debut album for the label will be released in January. Shown at the signing are (l-r): Henry Allen, president of Cotillion Records; Kendricks; Noreen Woods, vice president of Atlantic; Ahmet Ertegun, chairman of Atlantic; Randy Richards, who co-produced the new LP; and Doug Morris, president of Atlantic.

Retailers, Racks Show Limited Support For New Cassette Pack

by Michael Martinez

LOS ANGELES — The experimental 6"x6" cassette tape package configuration developed by Shorewood Packaging for the CBS, Arista and Chrysalis labels drew predominately negative comment last week from retailers and rack jobbers. Citing such problems as the expense of providing new fixtures, the inflexibility of the configuration and storage problems, 14 retailers and rack jobbers told **Cash Box** that while they recognize the need to better merchandise cassette tapes, the 6" x 6" approach may not be the ultimate, industry-wide answer.

"I think their (CBS, Arista, Chrysalis)

Rogers' 'Greatest Hits' LP Subject Of TV Marketing

by Michael Martinez

LOS ANGELES — EMI America/Liberty Records last week initiated TV advertisements on the "Kenny Rogers Greatest Hits" package at full list price as a direct mail item in 13 markets in an experimental move to enhance "passive" consumer sales.

In addition to stimulating sales among the "passive" consumers who do not shop in record stores, estimated to be less than five percent of all record buyers, "active" consumers who see the same TV spot may be encouraged to purchase the item at retail outlets, according to Joe Petrone, vice president of marketing for EMIA/Liberty.

Besides stimulating sales among TV direct marketing could provide more funds for continued advertisement of the product on television. Petrone said the net effect of such marketing would be to create an "excitement at the retail level," and added that, while the marketing plan was a test, consideration was being given to continuing the campaign after the Christmas sales season.

Petrone explained that the test markets — located in the South, Southwest and Northwest — were all small, and that the premise of the strategy was that in many of those markets there is little access to retail outlets. He also said that in some cases, consumers in the markets chosen for the test do not frequent record retail outlets.

Petrone said that a similar marketing scheme developed by Capitol Records' special marketing division for the "Slim Whitman Greatest Hits" LP, where direct marketing through TV was employed, "eventually led to substantial sales at the retail level."

Commenting on the cost effectiveness of such a plan, Petrone said, "Money generated through direct TV marketing continually generates money for more TV advertisement. So not only are we continually reaching the two-to-five percent of passive record consumers, we continue to reach a greater number of active consumers."

He said because retail customers buy at a wholesale price, it is difficult to accrue the necessary dollars to wage a TV marketing campaign. But through direct marketing, whereby the company recoups the full list price, more viable resources are tapped so that TV ads for the item may continue.

"Because of Rogers' mass appeal, including everybody from eight to 80," Petrone said, "such a marketing plan holds the potential to maximize sales."

He said that although the "Greatest Hits" LP, currently listing at \$8.98, may be marketed at the retail level as a catalog item after Christmas, "with this campaign, we shouldn't lose any of the sales momentum."

move to market the 6"x6" tape packaging despite opposition in the industry is arrogant on their part," commented Harold Okinow, president of Lieberman Enterprises, a rack jobber.

But other retailers believed that the move was positive in light of the need for experimentation in tape packaging.

"I like it because it does offer good display potential," said John Cohen, president of the Cleveland-based, 35-store Disc Records chain. "We need more cassette packaging with better graphics, promotion posters, etc. which could enhance tape sales."

The manufacturers' reasoning for bowing the experiments, now involving 500 accounts, centered on the need to permit consumers more access to tapes, for browsing through unlocked tape display bins, without increasing pilferage potential.

CBS has packaged Barbra Streisand's latest release, "Guilty," in the new cassette package, Chrysalis will be marketing "Autoamerican" by Blondie, and Arista will be marketing Barry Manilow's "Barry" release in the new package.

While none of the labels have indicated that their experimentation with new tape packaging design will stop with the 6"x6", CBS senior vice president and general manager of marketing Paul Smith told a National Assn. of Recording Merchandisers (NARM) rack jobbers' confab recently (**Cash Box**, Oct. 11) that his company was committed to testing other packaging configurations throughout the upcoming year, with the intention of finding a design accepted industry-wide.

One of the chief complaints with the experiment is that other packaging designs are already being tested or employed at the retail level. In fact, some retailers and rack jobbers refused requests to participate in the labels' experiment because they were already employing other packaging designs.

"I really don't think that the 6"x6" is the answer," said Eric Paulson, vice president of Pickwick International's rack jobber division. "We've been using a plastic, 4"x9" box, which we've patented, and it allows more flexibility in terms of using existing fixtures, consumer browsing and for tape promotion."

Also refusing to be involved in the 6"x6" test, Joe Bressl, vice president of purchas-

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ABC, WASEC To Begin Cable Web On Arts In April

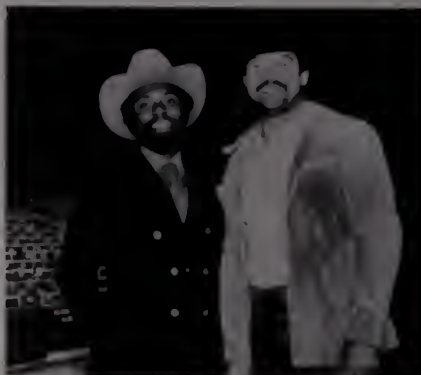
NEW YORK — The American Broadcasting Companies Inc. (ABC) said last week that it will introduce a cable television network devoted to performing and visual arts on April 5, 1981. The network, which will be known as Alpha, is a joint venture with the Warner-Amex Satellite Entertainment Company (WASEC).

The service, which will be delivered free to cable subscribers, will provide two and one-half to three and one-half hours of programming seven nights a week beginning at 9 p.m. It will be presented on the same satellite transponder used by Warner-Amex for its Nickelodeon service, a noncommercial network for children that reaches 3.5 million households.

Alpha's programming will be supplied by ABC Video Enterprises, which is headed by Herbert A. Granath. According to Granath Alpha will offer programming ranging from full-length operas to jazz programs, piano recitals, plays, concerts and short pieces on well-known works of art.

In announcing the venture, Granath said

(continued on page 36)



HATS PASSING AT NIGHT — Elektra/Asylum artist Lenny White of the group Twennynine recently swapped hats with New York Yankee star Reggie Jackson, while White was visiting Yankee stadium. Jackson and White were celebrating the success of the single "Kid Stuff," from the "Twennynine With Lenny White" LP, and release of the second single from the album, "Fancy Dancer," which shipped this week (Dec. 8).

Market Analysis Needed For '80s, Says Goldman

NEW YORK — The music industry must deal with spiraling, profit-draining costs by turning to planned analysis of marketing expenditures to be made for each piece of product, according to Elliot Goldman, executive vice president of Arista Records. In a speech on Dec. 1 before the Music and Performing Arts Lodge of the B'nai B'rith, Goldman accused record manufacturers of "greediness and lack of sophistication" and expressed concern that the industry has not learned the lessons of "the disasters of '79 and most of '80."

The focus of Goldman's talk at the Sutton Place Synagogue here was that the "drastic" escalation of the industry's "cost structure" over the past decade has severely eroded profit margins, in spite of a sales base that "has held up amazingly well" since the multi-platinum boom period of 1976-78. Goldman said that pre-marketing expenditures involved in signing and recording new artists had leaped from the \$50,000-\$75,000 range to between \$150,000 and \$250,000 since the early '70s. During this period, Goldman said, royalties for new artists have climbed from the seven percent range to 12%, and manufacturing costs have more than doubled from 35 cents to 80 cents or more per record.

Spiraling Marketing Costs

These pre-marketing costs, however, pale in comparison with the rise in what

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AFM Commences Benefit Concerts As Strike Persists

LOS ANGELES — As the strike between the American Federation of Musicians (AFM) and film and television producers enters its fifth month, striking musicians have stepped up picket activity and have begun to hold strike-fund concerts.

A mass picket was held at the 20th Century-Fox studios last Thursday (Dec. 4) to the music of a 25-piece Sousa marching band to highlight the 125th day of the strike.

Calling it a "holiday strike campaign," the AFM Local 47, headed by president Max Hermann, sponsored a "Jazz Blow-out" at the local Union Hall in Hollywood Dec. 7 featuring more than 12 jazz acts. Dec. 13, the union will conduct a house concert featuring chamber music by the Sequoia String Quartet and other musicians. The holiday strike blitz will conclude Jan. 16, 1981 at the Shrine Auditorium, where a number of noted musicians will perform.

CASHBOX



Dolly Parton's career is a fairy tale come true. Born and raised in the Smokey Mountains of Tennessee, it was only by sheer will and determination that Parton emerged from the hills to take the world by storm and become one of today's most immediately recognizable entertainment personalities. She may have begun her career as a country music singer, but today she is an international entertainer, appearing on pop as well as country charts, gracing the cover of almost every magazine imaginable, selling millions of records, and now, bursting onto the silver screen in her first movie role, *9 To 5*, co-starring with Jane Fonda and Lily Tomlin.

Indeed, it has been a rags to riches story for Parton. Ever since that hopeful young girl with the cardboard suitcase full of dreams and a head full of songs hopped off the bus in Nashville in the mid-'60s, Parton has known what she wanted and where she was going. In Nashville, she found a sizeable chunk of her dream when Music City welcomed her, and soon dubbed her its queen. Shortly after her arrival, she and Porter Wagoner teamed to become known as country music's premier singing duo.

But in 1975, Parton sensed a change was needed. She was lauded as both a singer and songwriter; phase one of her career was won. Time for phase two, which translated into what some labeled a rather drastic career move. Parton set her sights on Los Angeles, a new management firm — Katz, Gallin and Morey — and pondered the explosive possibilities of television, movies, Las Vegas and Hollywood.

Just as Parton conquered Nashville, Hollywood became easy prey. This month, *9 to 5* will premiere. Her latest album, *9-5 and Odd Jobs* has been released. Another movie, *Best Little Whorehouse in Texas*, co-starring Burt Reynolds, is already in the works. Parton has come full circle. Her childhood dreams have become a reality, and she couldn't be happier. What's next for Parton?

The cover photograph by Beverly Parker is part of an extensive outdoor advertising and television campaign created by Nancy Podielniak, director of creative services for KHJ Radio, to introduce KHJ's new *COR* (Country Oriented Rock) format in Los Angeles.

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MORE THAN 2,000,000 SOLD.

And if the past is any indication, The Statler Brothers will be selling millions more for a long time to come. Again this year, The Statler Brothers were voted Most Popular Male Group. Four out of the last five years they've been awarded that distinction. Their albums, "The Best of The Statler Brothers," joined the ranks of the best selling country albums ever. And it holds the record for the most consecutive weeks of any album on the country charts.

With three more Statler Brothers albums, "The Originals," The Best Of The Statler Brothers Rides Again, Volume II" and "10th Anniversary" rapidly approaching gold status, the message is clear, when it comes to the Statler Brothers there just can't be too much of a good thing.

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NEW FACES TO WATCH



Larsen/Feiten

"We've never been the kind of writers who go into the closet then come out into the studio, then come from the studio with a finished product; a lot of our work is inspired by performance," explained guitarist Buzzy Feiten of the Larsen-Feiten Band. Larsen-Feiten's Warner Bros. self-titled debut LP embodies the duo's eclectic inspirations in the grooves, from raspy jazz/funk to biting-the-bullet ballads.

In fact, the LP's initial single, "Who'll Be The Fool Tonight," inspired enough people to take the single to the Top 25 on the **Cash Box** pop singles chart.

The duo's claim of creative development through the osmotic process is believable, especially in light of their collective touring and recording backgrounds. Bob Dylan, Paul Butterfield, Bonnie Bramlett, the Young Rascals, George Harrison, Dan Fogelberg, Etta James, Jimmy Cliff and, most recently, Rickie Lee Jones fans have had the opportunity to see the unfolding of Feiten and keyboardist Neil Larsen's multifaceted growth, the sharing of ideas (and each other's gigs) and the culmination of that growing expertise on their LP.

They've come along way from their small town origins, Larsen from Siesta Key near Sarasota, Fla. and Feiten from Centertown, Long Island in New York. They've also come a distance from their initial music influences, Feiten grooving on Ray Charles and John Coltrane, with Larsen cutting his chops on classical riffs.

While Larsen spent time in the Army in Vietnam, eventually organizing shows for troops; Feiten buzzed around the New York area, weaning his musical psyche on the Stones, Beatles, Otis Redding and, later, with David Sanborn.

During a gig at Woodstock with Sanborn, Feiten first played with his soon-to-be compatriot. Larsen joined the set in progress, and, without introduction, sat at the vacant piano and began to jam. After a brief stint with near starvation in San Francisco, the newly-formed pair returned to New York where they put together the band Full Moon, which cut one album that attracted only cult attention. Because cult attention pays few bills, the duo teamed to do a series of popular TV commercials ranging from Coca Cola to American Airlines jingles. But during times of survival oriented gigging, neither lost the thirst for unique music.

"We just wrote a lot of music and then we'd try everything during rehearsals," said Larsen. "We eventually had collection of material from way-out jazz to stone funk."

Some of that music found its way onto vinyl via two promising LPs by Larsen on A&M's Horizon label, which Feiten also lent his skills to.

Between studio gigs with other artists and dates with their own band on the L.A. area club scene, Larsen and Feiten shopped their ideas around, and the eight-song collection, now on the Warner Bros. debut, became a reality.

Much of the material from the LP, including the chart single and "Danger Zone" were polished during the club gigs around L.A.

"Hey, A&R men are fine, but you know you've got a sound together when the audience asks for encores on music they've never heard before and when they send drinks over to your table all night," Larsen said laughing.



Donnie Iris

MCA recording artist Donnie Iris, whose label debut LP, "Back On The Streets," is one of the genuine sleeper gems of the year, has a simple theory about rock 'n' roll. "Rock 'n' roll is rock 'n' roll," he said in a recent telephone interview from his basement hideout in Beaver Falls, Pa. "You can say serious things with it, but it's not really meant to be serious. The main thing people like is a good song."

There are plenty of good songs on "Back In The Streets," and they have the mixture of shimmering emotion and electric energy that characterized the classic rock period of the Beatles-dominated late '60s. This is not too surprising because Iris, as front man for the '60s group The Jaggerz, was strongly influenced by the music of the Liverpool Four. "Back On The Streets," however, is as contemporary and original as anything that has come out of the "new wave."

At the precocious age of nine, little Donnie Iris took first prize on the Paul Whiteman radio talent show. Iris swears that he still has the prize (a Kelvinator refrigerator) and maintains that early success did not corrupt him. In high school, he played drums in various western Pennsylvania bar bands ("they loved to hear those obscure R&B tunes").

Donnie says that the Jaggerz were named after a pesty thorn tree that abounds in the woods surrounding Beaver Falls — the jagger bush — and not the lead singer of the Rolling Stones. The Jaggerz gigged extensively during the late '60s and had a hit single in 1970, "The Rapper," on Nell Bogart's Kama Sutra label.

The Jaggerz kept going until 1974, but disbanded after their last LP for the Torrance, Calif.-based Wooden Nickel label. "It left me wondering 'what?' ...," said Iris about this transitional period in his rock 'n' roll life. He headed back to Beaver Falls (where, legend has it, he busied himself raising gerbils) and did some session vocal work and engineering at a local recording studio.

However, Iris was determined to not fade away. "I spent a lot of time listening to music, and I like a lot of the new wave." According to Iris, he was especially knocked-out by the Police and Talking Heads because, "they were different." Iris left Beaver Falls to do a national tour with an R&B group, Wild Cherry. The experience charged him up, and he returned once more to Pennsylvania, determined to cut some fresh wax of his own.

He assembled a tight group of local musicians: producer and friend Mark Avsec on various keyboards; Marty Lee, a hot, understated guitarist; Albritton McClain on bass; Kevin Valentine on drums; and Kenny Blake on saxophone.

The band recorded three tunes and sent a tape to Mike Belkin and Carl Maduri in Cleveland. Belkin and Maduri flipped over what they heard and gave the Iris band backing to do an LP. Originally issued on Sweet City Record's Midwest label, the album began to generate a buzz in such disparate locals as Boston and Ohio. Soon, the record was picked up for national distribution by MCA's Carousel label.

"Back On The Streets" recently entered the **Cash Box** Top 200 Albums chart, and the single, "Ah! Leah!," has been getting airplay at key radio stations in the Midwest and East.

Artist Profile

Steely Dan: Finding Success In Music Without Compromising

by Marc Ceter

LOS ANGELES — More a cult band than a superstar act, Steely Dan has remained one of pop music's most venerated and mysterious units for the past eight years. Named for an obscure sexual device in William S. Burroughs' heroin nightmare of a novel, "Naked Lunch," The Dan has taken an even more obscure road to platinum success.

While it burst on to the Top 40 scene in super nova fashion in 1972 with "Do It Again" and "Reeling In The Years," the band de-evolved into a duo comprised of guitarist Walter Becker and singer/keyboardist Donald Fagen in 1974 and has seemingly gone into seclusion in the studio ever since. In the world of popular music, few acts have ever had the success of the Dan in retaining such an uncompromising stand without incurring the wrath of both fans and label.

The outside world does, however, hear from the mole-like twosome every few years in the form of an expensive and painstakingly produced album. The Dan's penchant for transforming austere jazz/pop compositions into songs via perfectionist production and the highest-priced jazz session men in the world is yet another unique practice of this eccentric band, but it has, indeed, paid off.

All of The Dan's six albums have gone gold, and 1977's "Aja" album, which pushed the duo reluctantly into the superstar category, went triple platinum. And despite the dear list price of \$9.98, it appears that the new "Gaucho" LP will follow in the footsteps of its predecessors.

Label Legal Hassles

"Gaucho" was finished in mid-1980 after the band's longest stint in the studio to date (two years), accompanied by legal disputes over label contracts and royalty rights. Since then, the band has signed to Warner Bros., and the album has been released by MCA (which acquired the band's old label, ABC, in 1978) for the highest list price ever for a single pocket album.

"We pleaded with MCA not to put the album out at \$9.98," said Fagen, the voice of The Dan, "but their position was 'we price the record, you have nothing to say about it or else we shelve it.' I really regret it, because we've been getting a lot of flack about this. I know that our audience will blame us for being avaricious when, in fact, we did the best we could to prevent it. We had no legal recourse, MCA won the court



Walter Becker, Donald Fagen

battle." In addition to the legal hassle, the eagerly anticipated \$800,000 plus follow-up to "Aja" was a long time coming because of numerous creative and production problems.

Bad Luck Abounds

"The reason why the album cost so much and why it took so much time is first and foremost bad luck," said Fagen. "We had numerous technical problems in recording the LP. We lost what was to be one of the album's most up songs when the tape was mistakenly erased. We also moved back to New York from L.A. and were unfamiliar with the musicians and the studios.

"It can also be attributed to the fact that we were going through a pretty dry period creatively," added Fagen. "We were writing songs, but it took us awhile to get enough songs that met our standards. We would have worked on it longer, but we didn't want to go over a million dollars because we felt it was too excessive and self indulgent."

And while it might be considered a luxury to use elite sessioners such as Tom Scott, Victor Feldman, Joe Sample, Michael McDonald, Larry Carlton and Wayne Shorter to translate the team's Ellington-influenced pop songs about the alienated anti-hero that is modern man, Fagen feels that the comfort is not an ideal situation.

The Perfect Situation

"If we had grown up on the same block with a bunch of musicians who saw things the same way we did, a permanent band would be the best thing," said Fagen. A perfect situation to me is the Duke Ellington Orchestra, which stayed together for 60 years. Unfortunately, we write such a variety of material, it's best to finish it and then decide stylistically who would be best for it."

Steely Dan was originally assembled as a

(continued on page 16)



GYRATING IN MIAMI — MCA recording group Spyro Gyra was greeted by MCA personnel following its recent Miami engagement, which is part of the group's two-month international tour. The group is touring in support of its current LP, "Carnaval." Pictured in the back row are (l-r): Gerardo Velez, David Wofford and Eli Konikoff of Spyro Gyra. Pictured in the front row are (l-r): Simon Buckman, the group's tour manager; Frank Hart, sales representative, MCA; Chet Catallo, Tom Schumann and Jay Beckenstein of Spyro Gyra; Rich Peters, program director, LOVE-94; Bunny Doves, MCA Dist. Corp.; Chris Bailey, regional promotion manager, MCA; Ross Block, music director, LOVE-94; and Larry Glaser, distributing branch manager, MCA.

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EXECUTIVES ON THE MOVE

WEA Appoints Six Staffers To New Marketing And Advertising Positions

LOS ANGELES — WEA president Henry Droz recently announced several new marketing appointments at the company, effective immediately.

Alan Perper was appointed to the newly created position of national director of product marketing. Perper, with WEA since 1977, was formerly national director of advertising. Prior to joining the company, he served as national director of creative services for the J.L. Marsh Co. Perper will report directly to Rich Lionetti, vice president of marketing and sales.

Marv Helfer, a 24-year industry veteran, was appointed national sales manager for special markets. Joining the company in 1977 as a sales account executive in the L.A. branch, Helfer assumed the newly created post of national special projects coordinator in 1979. He will continue to

Geffen Signs Gabriel For U.S. And Canada

LOS ANGELES — Geffen Records has signed Peter Gabriel to an exclusive contract covering the United States and Canada.

Announcing the signing, Geffen Records president Ed Rosenblatt said, "Peter Gabriel is an artist whose impact on the North American market is steadily growing. We are proud to be included in his career plans at this crucial time."

According to manager Gail Colson, Gabriel is currently gathering material for his first Geffen album, which is tentatively scheduled for late 1981 release, with a national tour to follow.

Plain Great Announces Management Signings

LOS ANGELES — The Plain Great Entertainment Corp., specializing in record production, motion pictures, music publishing, television and talent management, recently signed several artists for management.

The artists signed by Plain Great partners Ron Henry and Robert H. Becker are singer/songwriter Moon Martin, country vocalist Susie Allanson, Broadway and nightclub singer Kelly Garrett, and violinist Richard Greene.

"These clients represent the diversification that exemplifies the philosophy of this entertainment company in that we have no artists limitations," said Henry.

report to Lionetti.

Barbara Burns was appointed national director of advertising. Prior to her new position, Burns held the post of national advertising manager. Joining WEA in 1974, she began in the Cleveland branch sales order department. She was soon promoted to media buyer/promotion secretary and took the position of national advertising coordinator in 1978. She will report to Lionetti.

Rosemary Pierce, who joined the company in Philadelphia in 1977 as an order entry specialist, was appointed national advertising coordinator. Pierce was appointed advertising clerk in 1978 and later that year, was named to the post of media specialist. She will report to Burns.

New Coordinators

Daryl Drejza was appointed national merchandising coordinator. He began with WEA in Los Angeles working in inventory sales and most recently held a post with the field merchandising staff. He will report to Bob Moering, national director of marketing services.

Most recently holding the position of marketing coordinator, Jody Raithel was appointed to the post of national special projects coordinator. Joining WEA in 1971 in the Los Angeles branch warehouse, Raithel moved to inventory clerk, sales trainee, then sales person. He will report to George Rossl, vice president of sales and administration.

Steven Greil Exits Sound Seventy

NASHVILLE — Steven J. Greil, executive vice president and general manager of the Sound Seventy Corp., has resigned his position effective Jan. 1, 1981.

Joseph E. Sullivan, president and co-founder of the 10-year old entertainment company, said that an agreement had been reached for the corporation to purchase Greil's stock, and that Robert Stewart, president of Sound Seventy Prod. Inc., one of nine companies managed by the corporation, has been appointed special assistant to the president, effective immediately. Stewart, who joined the staff in 1975, will become executive vice president of the corporation effective, Jan. 1.

Greil said he plans to remain in Nashville in the entertainment business and will announce specific plans after the first of the year.



Steinberg

Golden

Kleber

Dion

Grasso To Arista — Arista Records has announced that June Grasso has joined the label's law department in the capacity of attorney. Prior to joining the Arista law department, she worked as an attorney at the New York City law firm of Hawkins, Delafield & Wood, specializing in litigation.

Steinberg Appointed At CBS — Laurie Steinberg has been appointed as director, press and public affairs, for the CBS/Records Group. She joined CBS/Records Group in 1975 in the press and public affairs department. She has held the position of associate director.

Lott Named At Arista — Arista Records has announced the promotion of Roy Lott to director, business affairs for the label. He joined Arista as an attorney in July 1979, after practicing law for three years at the law firm of Lord, Day & Lord.

Golden Named At Concord — Bob Golden has been named director of artist development by Concord Jazz Records. Most recently, he was associate director of artist development, black music marketing at CBS Records. Previously, he was a vice president of The Tentmakers Corporation.

Cooper Named At Equity — The Equity Recording Company and Robox Records has announced the appointment of Mark Cooper as director of national promotion. His radio positions were stints at KMEL, KWST, KSHE, and KUDL as either music director or program director. His record company experience includes Motown Records, where he served as national AOR promotion director. Most recently, he was album editor for the *National Music Report*.

Kleber Joins Capitol — Mick Kleber has been appointed creative director, merchandising and advertising, Capitol Records, Inc. A former Marine infantry officer and White House social aide, he has experience as a nationally-published freelance entertainment journalist, editor of *San Fernando Valley Magazine* and road manager for Don McLean.

Wolgemuth Named At Word — Ken Wolgemuth has been named creative director for records and music for Word, Inc. In 1976 he joined Zondervan Publishing Co. as assistant advertising manager, a position he held until joining Word.

Changes At Mobile Fidelity — Mobile Fidelity Sound Lab has announced two promotions. Michael Dion moves up from his position as director of national sales to the International post. Mark Wexler moves up from northeast regional sales manager for Mobile Fidelity Sound Lab to succeed Dion as director of national sales. Dion has been with Mobile Fidelity Sound Lab since 1978. Prior to that he was with ABC Records, where he served as director of operations and as national operations manager. Wexler joined Mobile Fidelity Sound Lab in February 1980 as northeast regional sales manager. Prior to his appointment he served as the marketing coordinator for Balaton Marketing.



Wexler

Baker

Koester

Guilmenot

Changes At Warner Amex — Paula M. Levine has been appointed senior producer for promotion and production for The Movie Channel at Warner Amex. Prior to accepting this position, she was a freelance producer of film, tape and slide presentations. Carolyn Baker has been appointed director, talent and acquisition for Warner Amex Satellite Entertainment Company. Prior to joining WASEC, she was director, special projects for Warner Brothers Records. Gary Koester has been promoted to vice president sales. He has formerly served in national sales management positions with CBS Radio division in New York, Chicago and Boston. Richard Guilmenot has been promoted to vice president marketing. He was director of marketing. He was a founding partner and director of client services for Mingo, Jones, Guilmenot, Inc. Jordan Rost has been promoted to vice president of research. He was formerly director of research. He joined the company in December 1979 as director of research. He was formerly director of market research for all NBC television owned stations. Sue Steinberg has been promoted from Nickelodeon program manager to executive producer, music program development. Prior to joining WASEC, she was media coordinator for E.S.P. Management, Inc. In New York. Jeff Weber has been appointed staff executive producer for Nickelodeon. He was a unit manager for NBC and staff producer for United Methodist Communications. Fred Seibert has been promoted to director of on air promotion and production for The Movie Channel and music development. He was manager of production. Prior to joining WASEC, he was director of creative services for WHN Radio in New York. Andrew Orgel has been promoted to director of affiliate relations from his position as eastern regional sales director. Before joining WASEC, he was eastern sales manager, CBS/FM national sales.

La Rosa To Audiofidelity — Audiofidelity Records has announced that Carmen La Rosa has been named general manager and vice president of marketing. He was general manager of DJM Records.

Shure Names Schroeder — Shure Brothers Inc. has announced the appointment of Donald Schroeder to marketing manager, loudspeakers. Prior to joining Shure, he was with Jensen Sound Laboratories, in a similar position.

Shira Named At Creative — The Creative Music Group has named Pam Shira as international head of Publishing Administration. She was previously with Rick's Music/Cafe Americana in a similar position.

Saines Named — The Moss Music Group has announced the appointment of Marvin Saines as executive vice president of the company. In 1954 he had his own enterprise, Discount Records. He sold the business to CBS in 1969, remaining in charge until he became head of CBS Masterworks in 1974.

JOHNNY MARK'S CLASSICS

RUDOLPH THE RED-NOSED REINDEER

131,000,000 Record Seller — Over 500 Versions

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ROCKIN' AROUND THE CHRISTMAS TREE

FRANK SINATRA

BING CROSBY

I HEARD THE BELLS ON CHRISTMAS DAY

Eddy Arnold, Harry Belafonte, Kate Smith, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Burt Kaempfert, Living Voices, Lawrence Welk, Living Strings, etc.

BURL IVES

A HOLLY JOLLY CHRISTMAS

TV SPECIALS

RUDOLPH THE RED-NOSED REINDEER

Burl Ives (Sound Track MCA) Dec. 3, CBS

17th Showing — Longest Running Special in T.V. History

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Red Skelton • Dec. 14, ABC

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Home for the Holidays!



Celebrate the season with Kenny Loggins' "Alive."

Featured on this specially-priced two-record set are live versions of his latest smash single, "Celebrate Me Home,"¹¹⁻¹¹⁻¹⁷ and classic Loggins songs like "What A Fool Believes," "Whenever I Call You 'Friend,'" "This Is It" and "I'm Alright."

Great hits that make a great gift. On Columbia Records and Tapes.

Trio Subpoenaed In State Probe Of Ticket Scalping At Springsteen Dates

(continued from page 7)

The practice, which is outlawed in New York, is legal in New Jersey.

The spokesman said that the three individuals were observed by state investigators outside of the Garden prior to the first of Springsteen's four concerts there on Nov. 27. He declined to say whether or not they were selling tickets, but noted that "they were not rock fans."

First Rock Probe Since '60s

Riley, who asserted that the investigation is the first major probe into the distribution of tickets to rock concerts in New York since the 1960s, said that three groups received large numbers of tickets to the shows. They included the Madison Square Garden Corp., the Garden box office of Ron Delsener, the promoter of the concerts. "We are going through the slow and tedious process of checking the ticket transactions made by each group," commented Riley, who indicated that more subpoenas "of other individuals" connected with the concerts could be expected. He declined to say whether a grand jury had been convened by Abrams to look into evidence gathered in the case.

An investigation conducted by the Attorney General into ticket scalping for a concert given by Vladimir Horowitz at Carnegie Hall last year led to the dismissal of several persons from the Carnegie box office and a change in some of the venue's ticket prac-

Market Analysis Needed For '80s, Says Goldman

(continued from page 8)

Goldman called "variable marketing costs," or those costs "directly attributable to working a specific piece of product." According to Goldman, variable marketing costs have risen so steeply "that it's almost impossible to predict the range involved."

Strict control of these variable marketing costs through careful pre-planned analysis is the only way out of the industry's financial dilemma, Goldman said. He added that the record industry must finally adopt mainstream American business practices and abandon the traditional method of "deciding what tools will work to break an artist and then doing all of them."

Goldman proposed a formula for arriving at the variable marketing budget for each piece of product. This involves deducting overhead and a desired net profit percentage from a basic gross profit figure. The remaining percentage, Goldman said, could be spent on variable marketing. By deciding in advance which selected marketing methods will work best for a particular piece of product, new artist product will receive "a more concentrated initial effort with the reserves being held for when and if the album shows support in the marketplace," Goldman said.

The waiting period, Goldman told **Cash Box**, would be between four and five weeks for most AOR product, although product by "some pop artists" would require a longer period of time for evaluating market action. Goldman said that "the road to bankruptcy is paved with the bodies of those people who thought they could teach the music public what to buy."

According to Goldman, systematic variable marketing planning will enable record companies to cut losses on dead records and concentrate on exploding winners. He added that there would always be instances when a label would have to "go to the wall" in order to work a product into a hit. "However, doing so without planning in front exactly how much to the wall you are going is amateurish, and going to the wall to the extent that only blockbuster results permit you to make money is suicidal."

tices, according to Riley.

Delsener said last week in an interview that his office had turned over its records of tickets that it sold to people in the record industry to state investigators. The number of tickets amounted to "a couple of hundred a night," he said, adding that a record of each transaction is kept as a matter of practice. Delsener said that the rest of the tickets were handled by the Garden, which has hired an investigation firm to look into the scalping allegations.

Mall Order Only

Noting that he had learned a "lesson" from the Garden shows, Delsener said that he had hired a well-known New York accounting firm to handle ticket orders for Springsteen's three concert dates in December at Nassau Coliseum, which he is promoting. Tickets for the shows, available by mail order only, were sold out the first day they went on sale, he said.

"A lot of people just can't believe that Bruce is that big in New York," said Delsener. "But I do, because I saw the mail. Perhaps the way we should have promoted the shows in retrospect was to have limited each customer to two tickets instead of four. But who figured it would be this crazy?"

Ticket scalping in New Jersey, where brokers reportedly received up to \$200 apiece for tickets to the Springsteen shows, has prompted at least one State Assemblyman to take legislative action. Dean Gallo, who represents New Jersey's 24th Assembly district, has introduced a bill that would prohibit ticket agents in the state from charging more than three dollars over and above the retail value. An amendment to the bill, which is before the Assembly's Labor Industries and Professions Committee, would limit the resale of a ticket to either three dollars above its face value, or 10%, depending on the greater amount, according to Carol Ricker, a legislative assistant to Gallo.

In New York, brokers are permitted to resell tickets for a maximum of two dollars above their face value.

Hearing Set On Goody Case, RIAA Documents

NEW YORK — Attorneys for the Recording Industry Assn. of America (RIAA), Sam Goody Inc., and the Justice Department were summoned to appear in Federal Court on Dec. 5 for further pre-trial hearings in the Goody counterfeit product case.

Federal District Judge Thomas C. Platt was expected to issue a preliminary opinion on the relevance of selected RIAA anti-piracy field reports to the case. The RIAA submitted the documents for Judge Platt's inspection on Nov. 26 after a protracted legal battle between Goody and the RIAA that involved an appeal to the U.S. Court of Appeals for the Second Circuit (**Cash Box**, Dec. 6).

At the same afternoon hearing, Judge Platt was expected to listen to arguments on the Justice Department's attempt to file a superseding indictment that would restate the Government's charges of alleged interstate counterfeit tape dealings by the retailer. The new indictment was filed by the Justice Department after Judge Platt had suggested its original wording might call for prosecution under the interstate transportation of counterfeit phonorecording labels statute (a misdemeanor), rather than the interstate transportation of stolen goods statute (a felony). Goody's attorneys, claiming interference with their clients' rights to due process of law, are moving to return the original indictment.

Devo LP Certified Gold

LOS ANGELES — Warner Bros. recording group Devo had its "Freedom Of Choice" LP certified gold by the RIAA.

THIS MUSIC OF BUSINESS — Polygram is holding meetings on the West Coast to determine "who's staying and who's leaving" at Casablanca. We hear that a seven figure lawsuit is about to emanate from one West Coast executive who has "left" . . . **Dick Kline** is negotiating with Florida-based Radio Records. All that's holding up their conclusion is the issue of Klein's responsibilities. Will he be named president? . . . **Rolling Stone Magazine** has notified ad agencies that its rate for record companies has been slashed by almost 50%. Has publisher **Jann Wenner** put the financially beleaguered magazine up for sale? . . . It's contract time for **Hall and Oates**.

BLONDIE IS A GROUP BUT . . . — There will be a **Deborah Harry** solo album. It will be produced by **Chic's Nile Rodgers** and will not necessarily come out on **Chrysalis**, although **Blondie** with Harry, has repacted with the label. **Chrysalis** is set to produce a **Debby and Chris Stein** interview album for radio, ready by the end of the month.

HERE NOW THE SHMOOZ — Reports have a **John Lennon** tour in February being set up by **Jack Douglas**. Douglas' phone has been disconnected . . . **Rockpile** cancelled the last date of its tour. We hear that the group's heart 'n' soul, **Dave Edmunds**, had bronchitis. . . Release of the **Billy Joel** live album, originally scheduled for Christmas, has been postponed until the completion of his next studio LP . . . Keyboardists **Greg Rollie** and **Matthieu Hartley** have left their respective groups, **Journey** and **The Cure** . . . On the heels of the signing of **Kid Creole** to **Sire**, **Zee Records** has paced with **Jem** to distribute three albums: "The Live Rise Of . . ." by ex-**Doctors of Madness** **Richard Strange**; "Alan Vega," a rockabilly-oriented solo album by **Sulicide's** singer; and "Contortions" by **James White and the Blacks**, featuring one unreleased track . . . Atlantic founder **Ahmet Ertegun** will collaborate with **Charles Greene** to produce **Apache** . . . Arista is deciding whether to make the live **Grateful Dead** LP a double or triple.

ROCK-A-BILLY BOOGIE — Good news this week from a couple of southern rock 'n' roll legends. First, **Paul Burlison**, the vastly influential guitarist with the rock-crucial **Johnny Burnette Rock 'N' Roll Trio**, reports that he has organized a recorded tribute to **Burnette** and his brother **Dorsey**. The album, to be released on **Burlison's** own **Rock-A-Billy** label, will feature performances by **Burnette's** original back-up band, fronted by a breathtaking array of hillbilly boppers, including **Carl Perkins**, **Sonny Burgess**, **Charlie Feathers**, **Ronnie Hawkins**, **Carl McVoy** and **Glenn Honeycutt**. The concept for the sessions, which are currently in progress, impressed **Sun** founder **Sam Phillips** so much that he authorized use of **Sun's** original two-track tape machine and agreed to engineer the sessions himself . . . Meanwhile, in **Fort Worth**, the inimitable **Major Bill Smith** reports that he has collaborated with **Buddy Holly** discoverer **Norman Petty** to release an oldies package on his **LeCam** label called "Tex-Mex Gold," featuring performances by the **Fireballers**, with and without **Jimmy Gilmer**, the **String-A-Longs**, **Bruce Chanel**, **Delbert McClinton** and **Paul and Paula**, among others. **Smith** also reports that he is currently negotiating with **Solid Smoke Records** for the release of a 14-track LP by **Amos Milburn**. The players on these sessions by the legendary jump-blues pianist include **King Curtis** and **Delbert McClinton**. **Smith** also reports that death-rocker **J. Frank Wilson** of "Last Kiss," fame is readying another called "Unmarked And Covered With Sand," while projects with fledgling artists include a single release by **Elvis' cousin, James Presley**, called "Across the River From Memphis," and a country-disco version of "Do You Think I'm Sexy," by veteran rocker **Gene Summers**. Finally, in the wake of the increasing popularity being enjoyed by **Delbert McClinton**, **Smith** urges us to dust off a copy of his "Very Rare and Early Sides," on **LeCam** where he can be heard "doin' what people really want to hear him do — suckin' on that harmonica and singin' his own songs."

SNIFFS 'N' SNOTS — **Genesis** singer percussionist **Phil Collins** becomes the last group member to issue a solo album, scheduled for early '81. The as-yet-untitled LP will feature all new compositions except for a cover of the **Beatles'** "Tomorrow Never Knows." **Collins** had previously given intended-for-solo songs "Please Don't Ask" and "Misunderstanding" to the group for their "Duke" LP . . . **Foreigner** will remain a four-man group, which will be augmented for recording and touring . . . **Folkways** will release an album consisting of 15 tracks that the late **Phil Ochs** recorded in the offices of the folk magazine **Broadside** between 1962-64 . . . Popular local indie **Shake Records** has just released 45s by the **Cosmopolitans** (we like "How To Keep Your Husband Happy") and ex-**Necessary Randy Gun** (a **Chris Spedding** production). An LP by the label's stalwarts, **The db's**, titled "Stands For Decibels," will be released on **UK Albion** on Jan. 15 . . . The **Student Teachers** have broken up . . . The **Elvin Bishop Band** has reformed and is shopping a master produced by **Roger "Jellyroll" Troy**.

EVERYBODY'S TALKING — Polygram is negotiating with **Mac "Dr. John" Rebennack**, who is the house keyboardist for **Saturday Night Live** . . . Atlantic is taking a look at U.K. group **Killing Joke** . . . **Blue Sky** is set to sign **Mark Johnson** and the **Wild Alligators** . . . **Alligator** is talking to blues man **Albert King** . . . **CBS** is looking at minimalist **Phillip Glass**.

MORE SHMOOZ — **Epic** is deciding what figuration to release the new **Clash** triple album. The group's **Nu-Disc** is approaching the 200,000 sales figure . . . **Ron Delsener**, who is set to open the **Hudson Theatre**, estimated that **Bruce Springsteen** could have sold out 30 dates between **Madison Square Garden** and **Nassau Coliseum** . . . **Chuck Berry** plays the **Ritz** on Dec. 29.

SIUXSIE SIOUX IS SUITABLE — **Siouxsie** and the **Banshees**, who were deemed by their last American record company as "commercially unsuitable," according to lead singer, **Siouxsie Sioux**, recently performed at **Irving Plaza** in **New York**. **Sioux** is pictured above performing at the club.

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aaron fuchs



HURRAH FOR DANCE STAND — **Hurrah** recently hosted a filming of the cable tv new wave dance show, **New York Dance Stand**. Pictured are (l-r): **Robert Boykin** and **Barbara Lackey**, owners of **Hurrah**; and **Carl Bloat** and **Dee D. Bache**, hosts of **N.Y. Dance Stand**.



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“I Had To Say It.”

New Millie Jackson rappings in time for Christmas.

Anytime Millie Jackson opens her mouth, you'd better be prepared for the Millie Jackson trademark. Her fantastic singing and her outrageous rap. “I Had To Say It” features Millie doing what she does best on songs like “It’s Gonna Take Some Time This Time,” “Loving Arms ’81” and “Fancy This.” It’s a gift that is as great to get as it is to give.

“I Had To Say It” proves that when it comes to the best singing and rapping, Millie Jackson’s new album speaks for itself.

SP-1-6730 **“I Had To Say It.”**
From the woman
who’s never at a loss
for words.

Millie Jackson.
**On Spring Records
and Tapes.**



Produced by Millie Jackson and Brad Shapiro for Keishval Enterprises, Inc.



Give the gift
of music.

Steely Dan: Finding Success In Music Without Compromising

(continued from page 10)

"permanent band" in 1971. The two had met at upper class Bard College in upstate New York and were paying the rent by playing with ailing '60s act Jay and The Americans when they were summoned to L.A. by producer-friend Gary Katz. Katz had been hired by the ABC Records A&R department and later cajoled then-president Jay Lasker into taking in the duo as contract writers. The staff writer positions, however, were merely a front. It was true that Becker and Fagen did show up in the A&R office a few times weekly, but after hours they were rehearsing a band called Steely Dan in the bowels of the ABC building.

The band which contained Becker, Fagen, guitarist Denny Dias, drummer Jim Hodder, singer Dave Palmer and guitarist Jeff Baxter, released a startling debut in 1972, "Can't Buy A Thrill," which yielded two Top 10 hits.

New Concept Solidified

However, on the next few outings (1973's "Countdown To Ecstasy" and 1974's "Pretzel Logic") composers Becker and Fagen dropped the slick pop stylings for a more obtuse lyric style and a headier jazz sound. By the time The Dan was back in the studio for the "Katy Lied" LP, the original members (with the exception of Becker, Fagen and Dias) had jumped ship, and the composer/session man concept was in full swing.

"Lied" did not spawn a Top 10 hit, but its mixture of R&B, swing, jazz and pop fared well on FM stations, and the band's cult following grew. The album also marked the initiation of the famous no-tour rule.

"Economically it's tough to tour because we'd have to pay a bunch to studio musicians to rehearse, said Fagen. "In addition, rearranging and recreating golden oldies is not appealing to us. It's a matter of course to perform the things you're famous for, but it's of absolutely no interest to us at all."

With the release of "The Royal Scam," the band perfected its fusion style and introduced what Fagen calls the "travelogue" concept, a musical technique in which songs are conceptualized as little films aimed at transporting the listener to foreign lands and foreign worlds.

Wild Success

While the band's esoteric musical and lyric styles were dismissed by many as appealing only to critics and graduate students, the Dan proved its accessibility with the wildly successful "Aja" in 1977. The LP quickly went platinum and sported the Top 10 hit "Peg."

Fagen feels the title track on "Aja," as well as the majority of the material on the "Gaucho" LP, represents the flowering of the "travelogue" style.

Attraction For Exotica

"Many of the songs show that attraction for exotica that Duke Ellington had, he explained. "They're concerned with the unexplored territories, the crowded streets of foreign lands — the romantic frontier."

The apparent superstardom of The Dan that came with "Aja" is being reaffirmed by the sales and radio play of the "Gaucho" disc, as it has already jumped to #21 bullet on the **Cash Box** pop LP chart after only two weeks. But the mainstream pop acclaim has come as a complete surprise to the duo, which has "always done exactly what it wants musically" and never conformed to any particular pop genre.

"Our success is an accident in a way," said Fagen. "We have so many more traditional influences and are more uncompromising than most rock 'n' rollers. We've taken our style from jazz, early 19th and 20th century serious music, R&B, blues and, to some extent, white rock 'n' roll, and simply played for ourselves. I guess we appeal to a certain audience that dances, a certain audience that likes the backbeat and yet another one that can pick up on the nuances."

"We never expected to sell as many records as we have recently. We just lucked out really."

Alfa USA Opens Offices; Announces Initial Acts

LOS ANGELES — Alfa Records USA, the newly formed label backed by Alfa Records of Japan and headed by veteran record executive Bob Fead, last week unveiled its initial acts at a gala party celebrating the opening of its new headquarters in Hollywood. Recording pacts with keyboardist Yutaka Yokokura, the group Casslopea (both on the Alfa of Japan roster) and L.A.-based Billy and the Beaters were announced.

The Alfa USA executive staff, announced prior to the party, includes Fead; Pete Jones, vice president, marketing; Bernie Grossman, vice president, promotion; Lorne Saifer, vice president, A&R; Kevin Keogh, national promotion director; Roland Young, director, creative services; and Hide Katada, administrative assistant.

The new headquarters is located at 1015 N. Fairfax Ave., Los Angeles, Calif. 90046. The telephone number is (213) 657-1930.

THE STAIRWAY TO HEAVEN — Heavy metal superstar act **Led Zeppelin** has broken up. At least that's what we're led to believe from a recent statement that the band issued from its London headquarters. The rather cryptic message, which comes as a result of the untimely death of Zep drummer **John "Bonzo" Bonham** reads as follows: "We wish it to be known that the loss of our dear friend and the deep respect we have for his family, together with the sense of undivided harmony felt by ourselves, have led us to decide that we could not continue as we were." Atlantic Records had no further comment on the statement.

WESTWORDS — You loved **Brooke Shields** in 'em, but imagine **Freddy Mercury**? Well, not really. Calvin Klein Jeans will be sponsoring a CBS television special Dec. 19 by campy heavy metal majesty **Queen**. The show will include a 4½ minute excerpt from the Queen-scored **Flash Gordon** movie, live concert footage from a rowdy show at the Hammersmith Odeon in London and a montage of Queen videos . . . In other tube action, **Fridays**, which seems destined for the shelf, will be going out in a big way. The ABC-TV comedy variety show will feature **Little Stevie Orbit** (Dec. 12), **Rockpile** (Dec. 19) and **Graham Parker and The Rumour** (Dec. 19) . . . **The Doobie Brothers** are "One Step Closer" as far as legal proceedings go. The Bay area boys have filed suit in a San Francisco court to halt the sale of an alleged bootlegged LP. The suit claims that the record "Introducing The Doobie Brothers," which was released by P.C. Productions and The Pickwick Company, was released without their permission or knowledge. The lawsuit also alleges copyright infringement and unfair competition. The album retails for \$2.99 (instead of the normal Doobie \$8.99), and the suit further charges the record producers with deceiving the public into believing the record is the same quality as other LPs. The band maintains that the album was recorded as an audition tape 11 years ago.

A BOOK OF LISTS — *The Rock Music Source Book* by **Bob Macken**, **Peter Fornatale** and **Bill Ayres** is the discophile's answer to the *Book Of Lists*. Published by Anchor Press/Doubleday, the one volume encyclopedia is a must for radio programmers and those into rock trivia, and will no doubt be the cause of many arguments. The first part of the book (the one most DJs might be interested in when they are looking for the perfect segue) contains an alphabetical listing of what the authors have termed the 70 predominant themes of rock 'n' roll, and they essentially cover the more personal, social and political aspects of the music. The themes range from "hunger" to "hobos and outcasts;" and from "masturbation" to "suburbia." Thousands of songs are listed in dozens of categories and sub-categorized under the headings classic, definitive and reference. Part 2 of the book, well researched and thorough, should really get the blood boiling. The authors make a nice try at compiling the list of "classic" albums, but where is **Beefheart's** "Trout Mask Replica," **Roxy Music's** "For Your Pleasure" or **The Sex Pistols** "Bollocks" album etc.? We mean, it's a nice objective try but an impossible task. A similar attempt is made with the Top 40, American folk music, Landmark albums, Important Live Albums and Greatest Hits Packages. Section 2 should be labeled "frustrating but fun." This nicely packaged, must have book also features a thumbnail



THE ULTRA BOOT — Warner Bros. Records recently held a reception at its Burbank offices to celebrate release of **P-Funk jamster Bootsy Collins'** new LP "Ultra Wave" and the first single from the album, "Mug Push." **Bootsy (r)** is shown with **Lou Dennis**, vice president of sales.

history of rock, an essay on rock values and education, lists of record companies, past and present (finally!) historic dates in rock 'n' roll and a rock bibliography. The book retails for \$9.95.

ROCKIN' IN THE NEW YEAR — As usual the L.A. concert scene will be hoppin' New Year's Eve. Hawthorne, California's very own **Beach Boys** will be singing Old Lang Zyne at the Forum as well as celebrating its 20th year as a musical institution . . . **Martha Davis** and **The Motels** will be heating up the Country Club . . . **The Go Gos** will be promenading at The Whisky . . . **Hiroshima** will be ringing in the New Year with a sake-flavored set at The Roxy . . . **Cheap Trick** will once again be in the local vicinity. This time around the "In Color" boys will be making the crowd surrender at the San Diego Sports Arena . . . But all the Hollywood insiders know where to go for the bebopinist new year ever. Yep, Pumpin' Piano productions has obtained an unforgettable double bill with **Joe "King" Carrasco** and his **Crowns** and **The Blasters** for this year's countdown to midnight at the New Rhythm Club. For more information call (213) 851-5092 and pass the Chill Rellenos . . . Another Seasons Greetings concert of note is **The Ventures** at the Starwood Dec. 17. Local scenemaker **Rodney Blingenheller**, who always plays such surf-in' and drivin' oldies as "Pipeline" and "Walk Don't Run," has assembled the original band (**Bob Bogle**, bass; **Nokle Edwards**, guitar; **Don Wilson**, guitar and **Mel Taylor**, drums) for the gig . . . Additionally, **Sylvester** and **Thelma Houston** will be performing in concert Dec. 12 at the Los Angeles Convention Center as part of the "Gay and Lesbian Lifestyles Expo" Dec. 12-14. Other performers during the weekend's activities are **Patrice Rushen**, **The New Allce Stone Band**, **Teresa Trull** and **The Mums**.

ART FOR ART'S SAKE — **Boyd Elder**, the artist who painted those hauntingly beautiful lithographs for **The Eagles'** "One Of These Nights" and "Greatest Hits" LPs, will be displaying his "American Fetish RIP" series of works at the E.C. Windward Gallery Dec. 10-12. There will be a special reception for the Grammy-nominated artist cum cover illustrator Dec. 9 as well. Some of the more noted owner's of the talented southwestern artist's works are **Jonl Mitchell**, **Jackson Browne**, **Bruce Botnik** and **Elliot Roberts**. The gallery is located at 66 Windward in Venice, Calif.

THE BRITISH INVASION AGAIN — You don't need a weatherman to tell you that the revival winds are blowing strong these days. Following in the footsteps of **The Doors**, **Creedence Clearwater Revival**, **James Brown**, **Martha** and the **Vandellas** and old Motown revivals, is the "Liverpool Explosion" coordinated by Blast From The Past Productions. Those who remember **Lulu**, **Peter Max**, **Mary Quant** and **Yardley** ads will revel in the tour that begins in New York Jan. 19 and then moves westward. Such mouldy oldie Brit rock acts as **Billy J. Kramer** and **The Dakotas**, **Wayne Fontana** and **The Mindbenders**, **Gerry** and **The Pacemakers** and **Freddle** and **The Dreamers** will star during the 90-day tour. The tour is produced by **Billy Wolfe** along with **Bob Miller**, who head's Blast From The Past's overseas operations. The firm also handles old self-contained units like **The Flamingos**, **The Coasters**, **The Belmonts**, **The Brooklyn Bridge** and **Danny and The Juniors**. marc ceter



WILLIAMS SIGNS WITH FOX MUSIC — Composer/performer **Joseph Williams**, son of Academy Award winning film scorer/conductor **John Williams**, recently signed an exclusive long-term publishing agreement with 20th Century-Fox Music Publishing. The younger Williams is currently completing work on his debut rock album, while major label negotiations are currently underway. Pictured at the signing are (l-r): **Herb Eiseman**, president of 20th Century-Fox Music Publishing; **Barry Fasman**, Williams' producer; **Barry Bregman**, B-Line Management; **Eddie Lambert**, vice president, creative, Fox Music; and (seated) Williams.

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

SPLIT ENZ (A&M 2293)

What's The Matter With You (3:02) (Enz Music — BMI) (N. Finn)

The Enz are up to no good again. After the success of "I Got You," the brothers Finn conjure up a nervous new wave note, with a slightly off kilter farfisa organ sound and grinding pop guitars, to a grouchy girlfriend. The results are thoroughly enjoyable and entertaining for both pop and AOR listeners.



PRINCE (Warner Bros. WBS 49638)

Dirty Mind (3:54) (Ecnirp Music Inc. — BMI) (Prince)

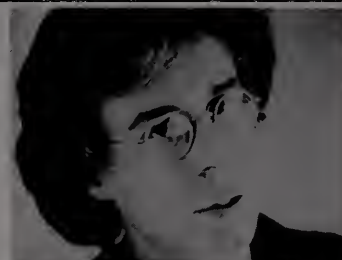
That one-man band Prince leans heavily on the electronics and kick drum on the title track from his current LP, and the follow-up to "Uptown." Giorgio Moroder-styled arrangements fill out this dancer and the title is really self-explanatory. Don't get Prince wrong... he's no prevert, just obsessed.



THE INMATES (Polydor PD 2125)

(I Thought I Heard A) Heartbeat (3:19) (Garbert Music, Inc. — BMI) (P. Staines)

Although the latest offering from England's Inmates retains much of the early rock chart the band recaptured on last year's Top 40 surprise cover of "Dirty Water," the heavily echoed lead vocals, earthy rhythm and slashing guitars sound a bit like Foghat gone rockabilly. AOR programmers should be quickly seduced by the simple, rock steady groove.



BRUCE COCKBURN (Millennium YB-11798)

Tokyo (3:42) (Golden Mountain Music Corp. — P.R.O. Canada) (B. Cockburn)

Armed with his acoustic guitar, Cockburn rails against dehumanizing industrialization, symbolized through the images of a senseless car accident in crowded, loud and hectic Tokyo, with all the fury a committed folk artist could know. Jangling the senses with expert word play and a subtly building melody, Cockburn has delivered another folk/pop diamond.

BARBARA MASON (WMOT WS8 5352)

I'll Never Love The Same Way Twice (3:57) (Double Cross Music/Mark James Music/WMOT Music — BMI) (B. Mason, C. Gilbert)

Mason, or Lady Love as the singer/songwriter is known to her fans worldwide, received a strong career boost last year with the Teri DeSario & K.C. duet cover of her composition, "Yes I'm Ready." Now, she's presently scaling the B/C charts, with a bullet, on her own with this bittersweet, string-swept ballad. Tender and tuneful for A/C, too.



LINDA CLIFFORD (Capitol/Curtom 4958)

I Had A Talk With My Man (3:30) (Chevis Publishing Corp. — BMI) (B. Davis, L. Gaston)

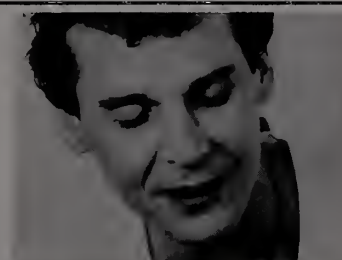
The first single under Curtom's new pact with Capitol, Clifford's inspiring, almost gospel-like ballad from the "I'm Yours" LP is a sharp change of pace from the dance hits "Red Light" and "Shoot Your Best Shot." Isaac Hayes' production underscores the thickly textured piano and bass, while the full female backup chorus rides the tide of precisely arranged strings. For B/C.



GAMMA (Elektra E-47088)

Voyager (5:36) (Montunes Music — BMI) (R. Montrose, D. Pattison)

Ace guitarist Ronnie Montrose and crew whip out a brooding, Robin Trower-like blues/rock-styled number from the "Gamma 2" LP, as axe notes echo ethereally during the swirling solo and electronic effects create a windblown backdrop. Gamma already has a fairly strong AOR base, due mostly to Montrose' cult following. Now, it should spread to pop.



D.C. LaRUE (Casablanca NB 2323)

Boys Can't Fake It (3:28) (Planetary Music Publ. Corp. — ASCAP) (LaRue, Schefrin)

LaRue, like many of his contemporaries, has made the transition from pure disco artist (during which time he achieved some notoriety on the club level) to "dance" artist. His ear for a snappy urban rhythm remains as sharp as ever, judging from this outing from the "Star, Baby" LP. Latin-flavored percussives dot the sparse instrumental backing for the amusing double entendre.

FEATURE PICKS

EDWIN STARR (20th Century-Fox TC 2477)

Twenty-Five Miles (3:05) (Stone Agate Music Div. — BMI/Jobete Music Co., Inc. — ASCAP) (E. Starr, J. Bristol, H. Fuqua)

Starr's vocal bite is, naturally, not quite as sharp as it was in the '60s when he turned this insistently soulful cut into a smash. However, he gamely launches into a few hearty yelps, and the horns try to pump it up once again.

SLAVE (Cotillion 49006)

Watching You (3:15) (Slave Song/Cotillion Music, Inc. — BMI) (M. Adams, R. Turner, D. Webster, S. Washington, S. Arrington)

The rhythm section digs deep for a heavy bass strut on this funk jaunt from the "Stone Jam" LP. The light, willowy keyboards match the group's breezy harmonies on this boy/girl watching tune. Watch it cruise right up the B/C lists.

JOE SIMON (Posse POS 5005)

Glad You Came My Way (3:16) (Possie Music Corp. — BMI) (J. Simon, M. Speer)

Porter Wagoner's delicate yet rich production succeeds beautifully in capturing Simon's evocative Southern soul styled vocals on this A/C-oriented ballad. Simon, like Dobie Gray, possesses a light vocal touch that cuts across radio formats, and this is no exception.

DAVID CHESKY BAND (Columbia 11-11412)

Rush Hour (2:45) (Chesky Productions, Inc.) (D. Chesky)

Jazz/rock fusion, with the accent on rock, is what the David Chesky Band offers on the title track from its current LP. Electric guitar and bass work provide a brawny rock foundation for the lyrical horn melody and synthesizer oscillations.

PURE ENERGY (Prism 317)

When You're Dancln' (3:42) (Prismatic Music Publ., Inc. — BMI) (C. Hudson)

A heavy bass boat provides the rhythmic framework for this cut, as Pure Energy's bevy of female singers break out a Chic-like vocal chant with sprightly synthesizer backing. Snare and high hat work stay right on top of the groove. Top B/C fare.

BOB MARLEY & THE WAILERS (Island IS 49636)

Coming In From The Cold (4:30) (Bob Marley Music Ltd./Almo Music Corp. — ASCAP) (B. Marley)

Rastaman Marley's musical vibrations continually move to a more commercially accessible center, while retaining a roots reggae base, as the second single from the "Uprising" LP proves.

ROBERT STODDARD (Elektra E-47078)

L.A.P.D. (3:46) (Misuron Music/Misleading Music — BMI) (R. Stoddard)

Local L.A. club rocker Stoddard must've been thinking of "I Shot The Sheriff" when he cut this blue-eyed reggae tune, dedicated to the men in blue who have been rousting punk rockers in the City of Angels.

ENGLAND DAN and JOHN FORD COLEY (MCA MCA-51027)

Part Of Me Part Of You (2:20) (Rightsong Music, Inc./Landers-Roberts Songs — BMI) (D. Seals, B. Gundry, J.F. Coley)

From the motion picture soundtrack to *Just Tell Me You Love Me*, England Dan and John Ford Coley spin yet another placid A/C-oriented love tune, a mid-tempo pop ballad with the duo's signature harmonies and glossy symphonic pop production. For pop, too.

BETSY KASKE (Mountain Railroad MR-106)

Gimme Some Kind Of Sign (Gimme Little Sign) (3:29) (Big Shot Music) (B. Wood)

Kaske adds an interesting percussive twist to the '60s pop hit by Brenton Wood, as congas combine with piano behind Kaske's slightly playfully coy pop/folk vocals. Back-up singer also has some unique qualities that set the song apart from the pop pack.

CLIFTON DYSON and GWEN MATTHEWS (Quantum Sonic)

So Lonely (4:15) (Pretty 'P' Music — ASCAP/Ahead Music — BMI) (Harrington, Dyson, Harrington)

Clifton Dyson seems to be blessed with the same high, seamless vocals as brother Ronnie, as this lilting duet with Gwen Matthews confirms.

HITS OUT OF THE BOX

STEVIE WONDER (Tamla/Motown T 54320F)

Ain't Gonna Stand For It (4:39) (Jobete Music Co., Inc./Black Bull Music — ASCAP) (S. Wonder)

KANSAS (Kirshner ZS 6 4292)

Got To Rock On (3:19) (Don Kirshner Music/Blackwood Music Publishing — BMI) (S. Walsh)

BLUES BROTHERS (Atlantic 3785)

Who's Making Love (3:30) (East Memphis Music — BMI) (H. Banks, B. Crutcher, D. Davis, R. Jackson)

KENNY LOGGINS (Columbia 11-11417)

Celebrate Me Home (3:15) (Milk Money Music — ASCAP) (K. Loggins, B. James)

CLIFF RICHARD (EMI America 8068)

A Little In Love (3:23) (ATV Music Corp. — BMI) (A. Tarney)

TERI DeSARIO (Casablanca NB 2324)

All I Wanna Do (3:18) (Boblink Songs/69th Street Music — BMI) (T. DeSario, J. Carbone)

DAN FOGELBERG (Full Moon/Epic 19-50961)

Same Old Lang Syne (5:18) (Hickory Grove Music, admin. by April Music Inc. — ASCAP) (D. Fogelberg)



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HITS OUT OF THE BOX

HITS OUT OF THE BOX

LIVE & MORE — Roberta Flack and Peabo Bryson — Atlantic SD 2-7004 — Producers: Peabo Bryson and Roberta Flack — List: 13.98

The heart stopping voices of Roberta Flack and Peabo Bryson have been brought together for this Live/In Studio album, and it's truly a match made in heaven. Each hits their respective highs in solo efforts on the LP, but as a duo they are simply stunning. "Make The World Stand Still" should become a B/C smash as they wring every ounce of emotion out of the lilting ballad. Other highlights include "Only Heaven Can Wait (For Your Love)," "You Are My Heaven," "If Only For One Night" and "Reachin' For The Sky."



POPEYE — Boardwalk SW 36880 — Producer: Harry Nilsson — List: 8.98 — Bar Coded

This is the soundtrack to the Robert Altman directed tale of the revered Spinach eating sailor. Singer/composer Harry Nilsson recorded all the tracks on location with the film crew in Malta, and it sounds as if the material should be the perfect complement to the movie. Nilsson has been known to have a field day in a cartoon atmosphere, and he truly comes into his own on *Popeye*. Arranger and conductor Van Dyke Parks and a slew of Nilsson's folkie friends make this an album that should truly please the whole family. Perfectly at home on Top 40.



GREATEST HITS — Dr. Hook — Capitol SOO-12122 — Producer: Ron Hafkine — List: 8.98 — Bar Coded

Over the years the Hook has gone from a humorous novelty record band into a paradigm of pop commerciality, and the whole process is chronicled on this 10-song "best of" package. Everything from the wonderfully satiric "The Cover Of The Rolling Stone" to the shimmering "Years From Now" is covered on this collection of Top 10 records. Most of the credit for the band's success should go to Ray Sawyer and Dennis Locorriere, who possess two of the most distinctive and soulful voices in the Top 40 world. All the songs are covers, but sound truly Hook.



TOUCH — Con Funk Shun — Mercury SRM-1-4002 — Producers: Con Funk Shun — List: 7.98

This group of Bay Area funksters have come up with a slick, smooth LP featuring shiny horns, set to slick, smooth vocals and production values. Following on the heels of the major single success with "Got To Be Enough," from the previous "Spirit Of Love" LP, is the silky, finely tuned "Too Tight," which is already making an impact on the B/C singles chart. With the aid of additional musicians like Sheila Escovedo and brother Pete on percussion and Carl Lockett on guitar, to name a few, the Con Funk Shuners drive home their progressive sound especially on the rocky funkster "Pride and Glory."

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

SOUL SYNDROME — James Brown — TK-615 — Producer: James Brown — List: 7.98

The Godfather of soul's initial release for TK Records is already off to a flying start as his "Rapp Payback" single is already shooting up the B/C charts. In addition to shining on the funk marathon of an opening track, Brown does a sizzling remake of his '60s classic, "Mashed Potatoes." A fine R&B backing band and horn section help make this Brown's finest studio LP in the last five years. For B/C and pop.



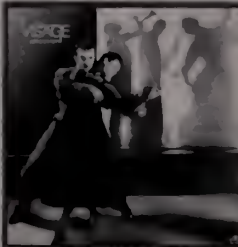
CITY NIGHTS — Tierra — Boardwalk FW 36995 — Producers: Rudy Salas and Steve Salas — List: 8.98 — Bar Coded

The pride of East L.A.'s Latino community has been picked up by The Boardwalk and had their first album (formerly on ASI Records) re-released. The band has a light Salsa flavored pop sound that is geared toward Top 40. Fronted by the talented Salas brothers, Rudy and Steve, the septet expertly blends Latin rock, pop and R&B into an effervescent commercial sound. They should turn a lot of heads with the debut. Top tracks are "Gonna Find Her" and "Together."



SLIPPING OUT — The Trammps — Atlantic SD 19290 — Producers: Mass Production — List: 7.98

The Trammps remain the last bastion of the famed Philly disco sound, and songs like "Groove All Mighty" and "Trained-Eye" should become dance floor favorites. Always stylish and slick singers, the foursome puts its soulful vocals to memorable ballads like "Loveland" and "I Don't Want To Ever Lose Your Love," as well on its latest waxing. However, dynamic horns and a walking bass line make "Looking For You" the album's tour de force. For B/C and dance lists.



VISAGE — Polydor PD-1-6304 — Producers: Visage and Midge Ure — List: 7.98

Be warned by the album graphics that this is not your usual dance record. Oh, the BPM's are there, but Visage is class A DOR techno-pop band. Dark, surreal and catchy as all get out, former members of Ultravox and other famed avant/synthesizer units have come together for a summit meeting on this debut, and it has it all over Gary Numan. If you like your dance music a taste more sophisticated than The B-52's or Devo, then you'll love Visage. For AOR and dance lists.

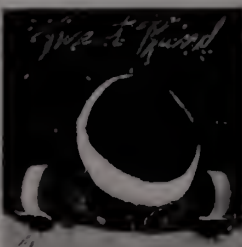
ROCK AND ROLL DIARY 1967-1980 — Lou Reed — Arista A2L-8603 — Producers: Various — List: 13.98 — Bar Coded

Reed was wearing a black leather jacket and waiting for his man long before there was talk of punk rock and the new wave, and he remains one of the music's true godfathers. This double-record set captures most of the highlights of his long and erratic career. Early Velvet classics like "White Light, White Heat" and "Heroin" still sound as bold and ominous as the day they were recorded; and other renowned Reed records like "Berlin," "Street Hassle" and "The Kids" can also be found on this stylish "best of" set.



SWEAT BAND — Uncle Jam JZ 36857 — Producer: Bootsy Collins — List: 7.98 — Bar Coded

Lookout, the Sweat Band, latest of the Clinton contingent, is loose and funk'n' like mad. The band steps out in style, with Bootsy Collins handling production chores, and everybody from the prolific P-Funk parade is on hand for the occasion. Spacey techno-funk and jazz-oriented excursions highlight this excellent house party record. Great female vocals and an arsenal of fine key and fret board musicians make songs like "Freak To Freak," "Body Shop" and "We Do It All Day Long" musts for the dance floor.



LIVE IN CONCERT AND ALL OF ME/A DOUBLE ALBUM — Engelbert Humperdinck — Epic E2X 36782 — Producer: Joel Diamond — List: 11.98 — Bar Coded

The old Vegas showstopper should please his fans no end with this two-record set. Covers of such standards as "Spanish Eyes" and "There Goes My Everything" pace the studio side, while middle aged women can squeal along with their peers as Humperdinck croons his way through such dinner show favorites as "Best Times Of My Life," "Any Kind Of Love At All" and "After The Lovin'." Should become an A/C favorite.



ACE OF SPADES — Motorhead — Mercury SRM-1-4011 — Producer: Vic Malle — List: 7.98

If Deep Purple were to meet leather boy Rory Gallagher in a dark alley, the result would probably be Motorhead. England's new heavy metal fave. The threesome's uncompromising hard rock attack is played at breakneck pace as there is not a slow blpze in the lot on the band's American debut, "Ace Of Spades." Headbangers will go gaga over the title track, "Jailbait" and "The Hammer." Deafening decibels for AOR.



CAN'T EXPLAIN — Lelf Garrett — Scotti Brothers SB 7111 — Producer: Richard Finch — List: 7.98

Teenbeat fave Garrett goes a similar route as heartthrob rival Sean Cassidy on "Can't Explain," as he performs songs by the greats of British Invasion rock. But while Cassidy and producer Todd Rundgren fared well with their ode to prog rock, Lelf stumbles a little. Covers of Fleetwood Mac's "Bare Trees," Townshend's "I Can't Explain" and Dave Clark's "Bits And Pieces" fall far short of their originals. It's a nice break from style, but a bit too campy to be labeled a success.



NEW HOPE FOR THE WRETCHED — The Plasmatics — Stiff America USE 9 — Producer: Jimmy Miller — List: 7.98

The celebrated shock rock band from the Big Apple may put on a stunning live show, but on wax it's as unrecognizable as any lesser known punk band. Singer Wendy O. Williams grunts and rants rather non descriptly, and the band plays competently but without spirit. We're dying to see them blow up cars, shoot off guns and use a jackhammer in concert, but the best description for these hard core masochists is better seen and not heard.



AIR PLAY

TREND? — Last week **WSHE-FM**/Ft. Lauderdale served notice that it would no longer track albums in their entirety in the hopes of abating home taping and the subsequent decline of album sales. This week, **WBAB-FM**/Long Island program director **Bob Buchmann** announced that his station will no longer track new album releases in their entirety. While some people wonder if this is a trend, others said that while they themselves do not track LPs in their entirety, they hoped that these stations were not capitulating to pressure from record companies, whom they felt had made radio a scapegoat. Citing **WBAB's** "The Sampler," a special program designed to highlight individual tracks from the best new releases and "The Rock Special," which focuses on one major new album mixed with tracks from the artist's previous records, music director **Marc Coppola** said, "We feel that by moving away from tracking new albums to a format of mixing an artist's new and old material, we can discourage home taping." He added that this tact makes sense from a programming point of view, a thought that received support from other programmers. Most PDs feel that having something to talk about all day (a major album that will be aired at midnight, for example) is actually more important in building a listenership than the actual airing of the album. Other programmers noted that album sales actually increased following the airing of an entire album, but felt that mixing it up with old material offers more variety for the listeners. **John Gorman**, PD at **WMMS**/Cleveland perhaps summed it up best. "The AOR format is simply maturing," he said. "We've never practiced album tracking here on a regular basis, but many programmers are realizing they can be more adventurous and offer the listener much more than just playing an entire album. That was fine for the '60s and '70s, but AOR is growing up."

TALENT SEARCH CONTINUES — **Bobby Rich**, director of specialized programming consultation for Drake-Chenault Enterprises and originator of the company's Top Five Talent Search (**Air Play**, Nov. 8), has extended the deadline for receipt of air-check tapes from Nov. 28 to Dec. 28.



LEGS ON THE ROQ — **KRQQ**/Los Angeles personality **Rodney Bingenheimer** has a new compilation LP of California bands out called "Rodney On The ROQ." Pictured above after a listening session are (l-r): **Larry Groves**, **KROQ MD**; album covergirl **Anni**; **Bingenheimer**; and **Rick Carroll**, **KROQ PD**.

Rich said he has done this due to recent increasing response for airchecks. The Talent Search has five format categories and there will be five winners for each format judged by the Drake-Chenault programming staff. The winning airchecks will then be put on vinyl and distributed free upon request early in 1981. It's a great opportunity for personalities in small and medium markets to get their feet in the large market door. Ten-minute airchecks and a brief resume can still be sent to **Bobby Rich**, Drake-Chenault, P.O. Box 1629, Canoga Park, Calif. 91304.

FOR YOUR INFORMATION — The Mutual Radio Network has terminated the daily broadcasts of the Mutual Radio Theater effective Dec. 19. According to Mutual vice president of programming **Terry Hourigan**, the dramatic series heard on over 320 stations nightly was unable to sustain necessary advertising support. In addition, effective Dec. 27, operation of the Mutual Southwest Regional Network will be discontinued. **Martin Rubenstein**, president and chief executive officer of Mutual said that the regional network concept was well received by affiliates, but lacked support from the advertising community. . . . **Marvin Josephson Associates, Inc.** has agreed to purchase radio stations **WNOR-AM&FM**/Norfolk, Va. for a price of \$2.6 million. **MJA** also owns **WNIC-AM&FM**/Detroit. . . . **William K. McDaniel**, a 28-year broadcasting veteran, died Nov. 26 from cancer at the age of 62. **McDaniel**, formerly the executive vice president of the NBC Radio Network from 1961-66, first joined NBC in 1938. . . . The National Assn. of Broadcasters (NAB) and the Las Vegas Convention Bureau has initiated contingency arrangements to satisfy the needs of those who were slated to use the fire-ravaged **MGM Grand Hotel** during the NAB Convention, scheduled for April 12-15. For further information, contact **Bob Hallahan** at (202) 293-3570. . . . Joining the ABC FM Network are **WAQX**/Syracuse and **KROK**/Shreveport.

STATION TO STATION — **KRLY**/Houston program director and morning personality **Michael Jones** would be the first to tell you that some politicians do indeed respond to the public. For days, amidst the station's Easy Money Plus promotion, Jones repeatedly asked for Republican vice presidential candidate **George Bush** to call him during his morning show to win some Easy Money. People from the local Republican party headquarters had heard Jones on the air, and when the Vice President elect was in town on Nov. 26, Bush called Jones on the air, wished listeners a Happy Thanksgiving and won \$94, a case of Dr. Pepper and a copy of the new **Stevie Wonder** album, "Hotter Than July." What started out as a joke ended up with the last laugh on Jones.

NEW JOBS — Much realignment has been underway within the NBC Radio Network, and now that the dust is starting to settle, congratulations are in order for **John McGhan**, who becomes the program director for The Source, and **Dan Forth** who was named director of affiliate relations for The Source. **Morrie Trumble** will become the director of programs for the NBC Radio Network and **Meredith Woodyard** is the director of affiliate relations for the Radio Network. A network spokesman says that much of the corporate juggling was done to separate the Radio Network from The Source so that both could operate autonomously. With the new alignment, **Ellyn Ambrose** has become the vice president of sales for The Source and **Neal Weed** has become the vice president of sales for the Radio Network. Both will report to **Kevin Cox**, vice president of sales for both The Source and the Radio Network. The spokesman also added that The Source plans to double its long form programming in 1981, contrary to other published reports. . . . **Roger Dudson** was named executive vice president of Long-Pride Broadcasting, Inc., as well as general manager of **KQAM/KEYN**/Wichita, Kan. **Dodson** had served as vice president and general manager of **KRGI-AM & FM**/Grand Island, Neb. since 1971. **Dodson** will be responsible for the operations of all future radio acquisitions for Long-Pride Broadcasting. . . . **Peter H. Smyth** became the new general sales manager of **WROR-FM**/Boston effective Dec. 1. **Smyth** has been with **WROR** since 1977.

mark albert

Use Of Packaged Programming Up Over In-house Specials For Holidays

by Mark Albert

LOS ANGELES — With networks and syndicators experiencing an increase in demand for shows ranging from countdowns to live concerts to various special features, packaged programming has reached a dominant position over in-house produced specials for the upcoming holiday season.

Going hand in hand with the general increase in packaged programming, network and syndicated programs will be aired extensively in all major markets, as well as secondary and tertiary markets this holiday season. Offering such advantages as convenience and unique programming (i.e. a live concert by a supergroup in another city), sales of these packaged programs has increased dramatically over last year.

"The ABC Contemporary Network's 11 hour special, *Super 70's +1*, is already confirmed on 402 stations," commented ABC's **Suzanne Banks**. "The show has far exceeded the number of stations that ran the special last year, and we anticipate another 20 or 30 stations to confirm shortly."

The NBC Radio Network is offering *A Very Special Christmas*, with **Anne Murray** hosting. That special has cleared over 200 stations, according to NBC spokesman **Pete Hamilton**. NBC's young adult network, The Source, is offering *The News That Rocked '80* on New Year's Day and that, too, has cleared over 200 stations, significantly more than last year's *News That Rocked*, according to **Hamilton**. He added that a "quasi network of 50 stations" was set with The Source's live broadcast of the **Rossington Collins Band** from the **Omni** in Atlanta on New Year's Eve.

Syndicators Prospering

Sales of syndicated holiday programming are also doing well, according to a number of syndicators, with a heavier saturation in the small- to medium-sized markets. Syndicated holiday programs are offered on a cash basis that varies according to market size.

Susan Taylor, sales consultant for **TM Special Projects**, noted that smaller market stations are more inclined to break normal programming for features that are not economically feasible to produce in-house, and the advertising communities are usually very responsive.

"Our two new shows, *The Magic Of Christmas* and *Countdown '80*, are both doing extremely well," **Taylor** said. "The 18-hour *Magic Of Christmas* is already in over 100 markets. Stations contract it for three years with unlimited use, and depending on the size of the market, costs between \$500 and \$3,500.

"Competition for countdown programs is very fierce because the nets offer them for free, while many stations prefer to do their own," she continued. "However, our eight-hour, year-end *Countdown '80* has already been bought in 50 markets, and we're looking to close between 85 and 100 markets."

Drake-Chenault's Jim Kefford said the company's *Christmas At Our House* and *Weekly Top 30* are evenly divided between large and small markets, but noted that overall penetration has increased for both shows over last year.

More Advantages

In addition to convenience and the unique nature of the shows, programmers cited professionalism and quality as other attributes of some network and syndicated packages.

"I bought *The Magic Of Christmas* and *Countdown '80*, both produced by **TM**," said **Pat Martin**, PD/MD at **WSPT**/Stevens Point. "Their countdown show had the most mature style and was presented better than most of the demos I've heard. I also needed a special Christmas program to reflect the

true spirit of the holidays, and **TM's** show does just that," **Martin** added.

Besides producing their own special year end program, **WMET/Chicago** is also taking advantage of both the live **Rossington Collins Band** concert and *The News That Rocked '80* offered by The Source.

"Working with the people associated with The Source is like a dream come true," commented **WMET's Jim Corboy**. "They're efficient, easy to work with and always deliver top quality product."

George Wilson, general manager at **KIQ-Q**/Los Angeles chose **Weedeck's World Record Records**. "In my 30 years in this business, I've never bought any syndicated programming, preferring to produce specials in-house," **Wilson** explained. "But I've finally been offered a package that is unique in its presentation, and I like the quality of the work **Weedeck** produces."

While network and syndicated holiday programming is being utilized more than in the past, many stations, particularly AORs, still like to produce their own specials.

"Most of the year end specials aren't fully

(continued on page 41)

Reduced AM Spacing Support Is Dropping

LOS ANGELES — Representatives of the National Assn. of Broadcasters (NAB), the Canadian Assn. of Broadcasters (CAB) and Mexico's broadcasting association, **Camara Nacional de la Industria de Radio y Television (CIRT)**, unanimously agreed to drop support for nine kHz reduced spacing on the AM band at the November 1981 Region 2 meeting to be held in Rio de Janeiro.

A resolution adopted by the three associations at recently completed meetings in **Williamsburg, Va.** last week states, "To provide sufficient time to complete the necessary studies and in recognition of the natural connection between addition of channels through reduction of spacing and addition of channels through AM band expansion, formal resolution of the nine kHz versus 10 kHz issue should be deleted from the agenda for the November 1981 second session of Region 2 and be deferred to the 1985 Region 2 Conference. For these reasons, we recommend to all broadcasters in Region 2 to urge their governments to support this position."

Bill Extending Licenses Approved By Committee

LOS ANGELES — By a unanimous vote, the Senate Commerce Committee approved a bill that would extend present radio and television license terms from three to five years. However, the bill, which was first introduced in the House by **Rep. Al Swift** and passed by the House in September, without the license extension clause recently tacked on by **Sen. Ernest Hollings**, chairman of the Communications Subcommittee, is not now expected to gain House approval.

A spokesman for the committee said that extending the years of a license is an issue that has gone before a "minimum of at least three or four Congresses" and has been the seed for much controversy between broadcasters and public interest groups.

The spokesman said that while broadcasters fully support the bill's passing, public interest groups use license renewals as a "convenient mechanism for expressing their views that broadcasters are not serving the public's best interest. The longer the license terms, the less these public interest groups can express their views."

ROCK ALBUM PROGRAMMER

DECEMBER 13, 1980

RAP R

Chart Position

- 10 **AC/DC • BACK IN BLACK • ATLANTIC**
ADDS: None. **HOTS:** KNCN, WABX, KWST, KZOK, WORJ, WWWW, KBPI, WCCC, WBLM, WCOZ, KMG, WBAB, WMMS, KOME, WLAV, KROO, WKDF, KZEW, WKLS, KMET, WWWW. **MEDIUMS:** WSHE, WBCN. **PREFERRED TRACKS:** Shook Me, Money, Title.
SALES: Good to moderate in all regions.
- 150 **JON ANDERSON • SONG OF SEVEN • ATLANTIC**
ADDS: WGRQ, WHFS, KEZY, KBPI. **HOTS:** WRNW, WLIR, WBAB, WYDD. **MEDIUMS:** WORJ, WCCC, WBLM, WOUR, WMMS, WLAV, WWWW. **PREFERRED TRACKS:** Some Are Born.
SALES: Steady growth in all regions.
- 115 **ANGEL CITY • DARKROOM • EPIC**
ADDS: None. **HOTS:** KMG, WBCN, KZOK. **MEDIUMS:** WORJ, WSHE, WCOZ, WOUR, KOME, WWWW. **PREFERRED TRACKS:** No Secrets, Face, Ivory, Wasted.
SALES: Moderate in West; weak in all others.

#1 MOST ADDED

- **ANY TROUBLE • WHERE ARE ALL THE NICE GIRLS? • STIFF AMERICA**



ADDS: WNEW, KNAC, KSJO, WWWW, WAAL, WBLM, WHFS, WBCN, KOME, WMMS, WBAB, WOUR, WLIR, KZEL, WBLM, WCCC. **HOTS:** None. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

- 76 **THE B-52's • WILD PLANET • WARNER BROS.**
ADDS: None. **HOTS:** WMMS, KOME, WBCN, KROO, WABX, KNAC. **MEDIUMS:** WLIR. **PREFERRED TRACKS:** Private, Strobe, Oulche.
SALES: Weak in West; fair in all others.
- 65 **THE BABYS • ON THE EDGE • CHRYSALIS**
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, WABX, KSHE, WWWW, WSHE, KMG, WBAB, KOME, KROO, KZEW. **MEDIUMS:** KWST, WORJ, KLLO, KBPI, WOUR, WMMS, WAAL, WLAV, WKDF, WLVO, KMET, KZOK, KMEL. **PREFERRED TRACKS:** Turn And Walk, 17, Girl, Downtown.
SALES: Weak in East; fair in all others.
- 6 **PAT BENATAR • CRIMES OF PASSION • CHRYSALIS**
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, WABX, KWST, KZOK, KMET, WKLS, WORJ, WWWW, WCCC, WBLM, KMG, WCOZ, WOUR, WMMS, KOME, WIBZ, WBCN, WBLM, WLAV, KROO, WKDF, KZEW. **MEDIUMS:** KBPI, KEZY, WBAB. **PREFERRED TRACKS:** Best Shot, Hell Is, Treat Me, Prisoner.
SALES: Good in all regions.
- 27 **BLONDIE • AUTOAMERICAN • CHRYSALIS**
ADDS: KWST. **HOTS:** KNCN, KNCN, KSJO, KMEL, KBPI, WRNW, WCCC, WBLM, KZEL, WLIR, KEZY, WBAB, WMMS, WIBZ, WBCN, WHFS, WBLM, KROO. **MEDIUMS:** WABX, WIOO, WKDF, KMG, WOUR, KOME, WAAL. **PREFERRED TRACKS:** Tide Is High.
SALES: Good in all regions.
- 43 **DAVID BOWIE • SCARY MONSTERS • RCA**
ADDS: None. **HOTS:** KMG, WLIR, WOUR, WBAB, WMMS, KOME, WIBZ, WBCN, KROO, WWWW, KNAC, WNEW. **MEDIUMS:** WCCC, WCOZ, KMET, KSJO, KNCN. **PREFERRED TRACKS:** Ashes, Fashion, Backwards, Title.
SALES: Fair in all regions; strongest in East.
- 35 **JACKSON BROWNE • HOLD OUT • ASYLUM**
ADDS: None. **HOTS:** KBPI, WBLM, WCOZ, WIBZ, WBLM, WIOO. **MEDIUMS:** WRNW, KEZY, KMET, KZOK, KSJO. **PREFERRED TRACKS:** Girl Could, Boulevard, Hold On.
SALES: Moderate to fair in all regions.
- 161 **THE BUS BOYS • MINIMUM WAGE ROCK 'N' ROLL • ARISTA**
ADDS: None. **HOTS:** WBCN, KWST, KNAC. **MEDIUMS:** KLLO, WSHE, WCOZ, KMG, KZEL, KROO, KMET, KSJO, WGRQ. **PREFERRED TRACKS:** Johnny, Doctor.
SALES: Fair in East; weak in all others.

Chart Position

- 109 **THE JIM CARROLL BAND • CATHOLIC BOY • ATCO**
ADDS: WLVO. **HOTS:** KNAC, KSJO, WCCC, KZEL, WLIR, WOUR, WBAB, KOME, WBCN. **MEDIUMS:** WGRQ, WYDD, WORJ, WRNW, WSHE, WBLM, WMMS, WHFS, WBLM, WAAL, KMET, KZOK, WABX. **PREFERRED TRACKS:** Too Late, City Drops, People.
SALES: Fair in all regions; weakest in Midwest.
- 54 **THE CARS • PANORAMA • ELEKTRA**
ADDS: None. **HOTS:** KMG, WOUR, WBAB, KOME, WBCN, KROO, KZEW, KMET, KZOK, KWST, KSJO, WNEW. **MEDIUMS:** WCCC, WLIR, WIBZ, WWWW, KNAC. **PREFERRED TRACKS:** Don't, Slack, Touch, Title.
SALES: Weak in Midwest; fair in all others.
- 25 **CHEAP TRICK • ALL SHOOK UP • EPIC**
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, KSHE, KWST, KZOK, KMET, WLVO, KZEW, KROO, WAAL, WORJ, WWWW, KLLO, WSHE, WCOZ, KMG, WOUR, WBAB, WMMS, KOME, WIBZ, WBLM. **MEDIUMS:** KMEL, WWWW, WKDF, WLAV, KBPI, WRNW, WCCC, WBLM, KZEL, WBCN. **PREFERRED TRACKS:** Stop This Game, Baby Loves, Can't Stop, Greatest Lover.
SALES: Good in Midwest; moderate in all others.
- 81 **THE CLASH • BLACK MARKET CLASH • EPIC (10")**
ADDS: None. **HOTS:** WHFS, KNAC. **MEDIUMS:** KMG, WBAB, WLAV, KROO, KSJO. **PREFERRED TRACKS:** Pressure, Time, Robber, Capital.
SALES: Weak in South; fair in all others.
- **THE CLIMAX BLUES BAND • FLYING THE FLAG • WARNER BROS.**
ADDS: KMEL. **HOTS:** KBPI. **MEDIUMS:** KINK, WBLM, WMMS, WBLM, WAAL, WWWW, KZOK, KNCN. **PREFERRED TRACKS:** Gotta Have.
SALES: Weak response in all regions.
- 62 **JOHN COUGAR • NOTHIN' MATTERS AND WHAT IF IT DID • RIVA/MERCURY**
ADDS: None. **HOTS:** KEZY, KROO. **MEDIUMS:** KBPI, WCOZ, WLIR, KOME, WIBZ, WLAV, WWWW, WIOO, KMEL, WABX, KSJO. **PREFERRED TRACKS:** Misunderstand, Hot Night, Wild Angel.
SALES: Fair in all regions; strongest in Midwest.
- **CREEDENCE CLEARWATER REVIVAL • THE ROYAL ALBERT HALL CONCERT • FANTASY**
ADDS: WBLM, WLIR, KMG. **HOTS:** None. **MEDIUMS:** WRNW, WCCC, WHFS, KMET, KSJO. **PREFERRED TRACKS:** Chooglin', Fortunate, Green River, Bad Moon.
SALES: Breakouts in East and West.
- 32 **DEVO • FREEDOM OF CHOICE • WARNER BROS.**
ADDS: None. **HOTS:** KROO, KZEW, WWWW, KSJO. **MEDIUMS:** WORJ, WBCN, KMET, KMEL, KNAC. **PREFERRED TRACKS:** Whip It, Grluwant, Gates, Title.
SALES: Moderate in East and West; fair in others.
- 30 **DIRE STRAITS • MAKING MOVIES • WARNER BROS.**
ADDS: None. **HOTS:** WNEW, KNCN, WGRQ, WWWW, WLAV, WAAL, WHFS, WBCN, WIBZ, WORJ, WRNW, WCCC, KZAM, KINK, KZEL, WLIR, WOUR, KEZY, WBAB, WMMS, KOME. **MEDIUMS:** KNAC, KSJO, WYDD, WABX, KMEL, KZOK, WIOO, KMET, WLVO, WKDF, KROO, WBLM, KLLO, KBPI, WSHE, WBLM, WCOZ, KMG. **PREFERRED TRACKS:** Skateaway, Tunnel, Espresso, Solid.
SALES: Good in West; moderate in all others.
- 8 **THE DOOBIE BROTHERS • ONE STEP CLOSER • WARNER BROS.**
ADDS: None. **HOTS:** KNCN, WGRQ, WYDD, KMEL, KNX, KBPI, KZAM, KINK, KEZY, WMMS, KOME, WIBZ, WAAL, WLAV, WKDF, WKLS, WWWW, WIOO. **MEDIUMS:** KSJO, KSHE, WORJ, WRNW, WSHE, WCCC. **PREFERRED TRACKS:** Stoppin', Real, Dedicate, Title.
SALES: Moderate in East; good in all others.
- 26 **THE DOORS • GREATEST HITS • ELEKTRA**
ADDS: None. **HOTS:** KLLO, WBLM, WWWW. **MEDIUMS:** WBAB, WAAL, WGRQ. **PREFERRED TRACKS:** Open.
SALES: Weak in South; moderate in all others.
- 5 **THE EAGLES • EAGLES LIVE • ASYLUM**
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, WYDD, WABX, KSHE, KWST, KMEL, KZOK, WIOO, WWWW, KMET, WKLS, WKDF, WORJ, KLLO, KNX, WSHE, KZAM, KINK, WBLM, KMG, WOUR, KEZY, WBAB, WMMS, KOME, WIBZ, WBLM. **MEDIUMS:** WLVO, KROO, WAAL, WRNW, WCCC, WCOZ, KZEL. **PREFERRED TRACKS:** Seven Bridges, Life's Been, New Kid, Limit.
SALES: Good in all regions.

Chart Position

#5 MOST ADDED

- **GILLAN • GLORY ROAD • VIRGIN/RSO**



ADDS: WGRQ, WABX, KZOK, WKLS, WBLM, WIBZ, WBAB. **HOTS:** None. **MEDIUMS:** WORJ, KLLO, WCCC, WWWW. **PREFERRED TRACKS:** On The Rocks, Mother.
SALES: Breakouts in Midwest.

- 19 **HEART • GREATEST HITS/LIVE • EPIC**
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, WYDD, WABX, KWST, KZOK, WWWW, WKLS, WKDF, WWWW, KLLO, KEZY, WBAB, WMMS, KOME, WIBZ, WBCN, WBLM, WAAL, KROO. **MEDIUMS:** KSHE, KMEL, WIOO, KMET, WLVO, WORJ, KBPI, WRNW, WCCC, WBLM, WCOZ, KMG, KZEL. **PREFERRED TRACKS:** Tell It.
SALES: Good in all regions.

- 170 **DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA**
ADDS: KOME. **HOTS:** WMMS, WIBZ, WBCN, WWWW. **MEDIUMS:** WORJ, WWWW, KBPI, WBLM, WCOZ, KMG, WLIR, WOUR, WBAB, WBLM, WLAV, KZOK, WABX. **PREFERRED TRACKS:** Ah! Leah!, Hear You, Title.
SALES: Moderate in Midwest; weak in all others.

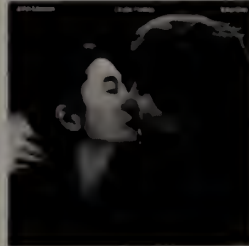
- 61 **THE JOE JACKSON BAND • BEAT CRAZY • A&M**
ADDS: None. **HOTS:** WRNW, WBAB, WBCN, KROO. **MEDIUMS:** KLLO, WCCC, WBLM, KZEL, WLIR, KOME, WIBZ, WHFS, WLAV, WYDD, KSJO, WGRQ. **PREFERRED TRACKS:** One To One, Crime, Title.
SALES: Moderate in East; weak in all others.

- 55 **KANSAS • AUDIO-VISIONS • KIRSHNER/CBS**
ADDS: None. **HOTS:** KBPI, KMG, WOUR, KOME, WLAV, KZEW, WKLS, KMET, WYDD, KNCN. **MEDIUMS:** WSHE, WCOZ, KEZY, WBAB, WKDF, KZOK, KSJO. **PREFERRED TRACKS:** Hold On, Relentless, Rock.
SALES: Fair in South and Midwest; weak in others.

- **THE ALVIN LEE BAND • FREE FALL • ATLANTIC**
ADDS: WORJ. **HOTS:** WCOZ, KSHE. **MEDIUMS:** KLLO, WSHE, WBLM, KMG, WHFS, WBLM, WLAV, WLVO, WWWW, KZOK, KSJO. **PREFERRED TRACKS:** Open.
SALES: Breakouts in Midwest.

#4 MOST ACTIVE

- 16 **JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFEN/WARNER BROS.**



ADDS: None. **HOTS:** WNEW, KNCN, WGRQ, WYDD, WABX, KWST, KMEL, KZOK, WIOO, WWWW, WLVO, WKLS, WKDF, KROO, WLAV, WAAL, WHFS, WBCN, WIBZ, WORJ, WWWW, KLLO, KNX, WRNW, WSHE, WCCC, KZAM, KINK, WLIR, WOUR, KEZY, WBAB, WMMS. **MEDIUMS:** KMET, WBLM, KOME, KBPI, WCOZ, KMG, KZEL. **PREFERRED TRACKS:** Starting, Wheels, Kiss, Beautiful, Hard Times.

SALES: Good in all regions.

- **LOVERBOY • COLUMBIA**
ADDS: WYDD, WAAL, WCOZ. **HOTS:** None. **MEDIUMS:** WCCC, WWWW, KZOK, KSJO, WGRQ. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response.

- 145 **MOON MARTIN • STREET FEVER • CAPITOL**
ADDS: None. **HOTS:** WNEW, WRNW. **MEDIUMS:** KNCN, WYDD, WORJ, KLLO, WCCC, WCOZ, KZEL, WOUR, KEZY, WBAB, WMMS, KOME, WBCN, WWWW, KZOK, KSHE, WABX. **PREFERRED TRACKS:** Fever, Rollin', Bad News. **SALES:** Weak in all regions.

- 166 **DELBERT McCLINTON • THE JEALOUS KIND • CAPITOL**
ADDS: WIOO, WBCN, WMMS. **HOTS:** None. **MEDIUMS:** WHFS, WLAV, WKDF, WWWW, KNCN. **PREFERRED TRACKS:** Giving It Up. **SALES:** Fair in West and South; weak in others.

Chart Position

95 RANDY MEISNER • ONE MORE SONG • EPIC
ADDS: None. **HOTS:** KSJO, KBPI, KZAM, KINK, KEZY, WAAL, WWWW. **MEDIUMS:** KNCN, WGRQ, WYDD, WORJ, KNX, WCCC, WCOZ, WOUR, WBAB, WMMS, KOME, WKDF, WIOQ, KZOK, KMEL. **PREFERRED TRACKS:** Deep Inside, Hearts, Trouble. **SALES:** Weak in Midwest; fair in all others.

93 MOLLY HATCHET • BEATIN' THE ODDS • EPIC
ADDS: None. **HOTS:** WCOZ, KMG, KOME, WBLM, KMET. **MEDIUMS:** WCCC, WBLM, WIBZ, WWWW, KZOK, KSJO. **PREFERRED TRACKS:** Title. **SALES:** Fair in East and Midwest; weak in others.

NEW ENGLAND • EXPLORER SUITE • ELEKTRA
ADDS: None. **HOTS:** WBCN. **MEDIUMS:** WORJ, KLLO, WBLM, WCOZ, WIBZ, WBLM, WWWW, KWST, WABX. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

#4 MOST ADDED

127 OUTLAWS • GHOST RIDERS • ARISTA
ADDS: WYDD, WKDF, WAAL, WBCN, KOME, WOUR, KMG, WCOZ. **HOTS:** WORJ, KLLO, WRNW, WCCC, KZEL, WLIR, WBAB, WIBZ, WWWW, KSHE. **MEDIUMS:** KNCN, WGRQ, WBLM, WMMS, WLAV, WLVO, KMET, KZOK, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Good in Midwest; moderate in all others.

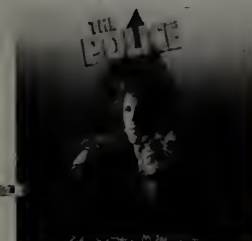


148 ROBERT PALMER • CLUES • ISLAND
ADDS: None. **HOTS:** KOME, WNEW. **MEDIUMS:** WRNW, KEZY, WBAB, WMMS, WBCN, KROQ, KSJO, KNCN. **PREFERRED TRACKS:** Johnny, Clues, Sulky. **SALES:** Weak in all regions.

28 THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA
ADDS: None. **HOTS:** KNCN, WGRQ, KSJO, KSHE, KZOK, WWWW, WLVO, WLAV, WAAL, WIBZ, WORJ, KNX, KBPI, WSHE, KEZY, WBAB, WMMS, KOME. **MEDIUMS:** WABX, KWST, WKDF, WBLM, WBCN, KLLO, WRNW, WCCC, KZAM, WCOZ, KMG, KZEL, WOUR. **PREFERRED TRACKS:** Games, Snake, Price, Bug. **SALES:** Moderate in all regions; weakest in East.

#5 MOST ACTIVE

12 THE POLICE • ZENYATTA MONDATTA • A&M
ADDS: None. **HOTS:** WNEW, KNAC, KNCN, WGRQ, WABX, KWST, KZOK, WWWW, KMET, WLVO, KZEW, KROQ, WLAV, WAAL, WBLM, WHFS, WBCN, WORJ, WWWW, KLLO, KBPI, WRNW, WSHE, WCCC, KMG, KZEL, WLIR, WOUR, KEZY, WBAB, WMMS, KOME, WIBZ. **MEDIUMS:** WYDD, KMEL, WKDF, WCOZ. **PREFERRED TRACKS:** De Do Do, Don't Stand, Canary, Driven, Bombs Away. **SALES:** Good to moderate in all regions; weakest in Midwest.



7 QUEEN • THE GAME • ELEKTRA
ADDS: None. **HOTS:** WBLM, WCOZ, WBAB, WMMS, KOME, WIBZ, WAAL, KROQ, WKDR, KMET, WWWW, KZOK. **MEDIUMS:** KBPI, KEZY, WBCN, KWST. **PREFERRED TRACKS:** Another One, Need Your, Dragon, Rock It, Suicide. **SALES:** Good to moderate in all regions.

83 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: KNCN, KSJO, KZOK, WIBZ. **HOTS:** WGRQ, WABX, KSHE, WWWW, WLVO, KZEW, WORJ, WWWW, KLLO, WSHE, WCOZ, KEZY, WBAB, WLAV. **MEDIUMS:** KBPI, WRNW, WBLM, KMG, KZEL, WOUR, WMMS, WAAL, WKDF. **PREFERRED TRACKS:** Keep On Loving. **SALES:** Major breakouts in all regions.

Chart Position

34 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA
ADDS: None. **HOTS:** WNEW, KNAC, KSJO, KWST, KZOK, WWWW, KMET, KROQ, WLAV, WAAL, WHFS, KBPI, WRNW, WCCC, WLIR, WOUR, WBAB, WMMS, KOME, WIBZ, WBCN. **MEDIUMS:** KNCN, WGRQ, WYDD, WABX, KSHE, KMEL, WLVO, WKDF, WORJ, KLLO, WSHE, WBLM, WCOZ, KMG, KZEL. **PREFERRED TRACKS:** Teacher, Pet You, Nothing But, Heart, Wrong. **SALES:** Moderate in all regions; strongest in East.

58 THE ROLLING STONES • EMOTIONAL RESCUE • ROLLING STONES/ATLANTIC
ADDS: None. **HOTS:** WBLM, WCOZ, WIBZ, KROQ, KMET, KMEL, KWST. **MEDIUMS:** KBPI, KEZY, KSJO. **PREFERRED TRACKS:** Cold, Boys Go, Summer, Title. **SALES:** Fair in all regions; weakest in West.

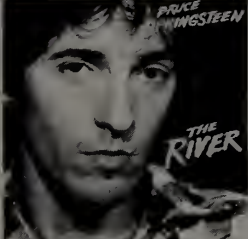
174 THE ROMANTICS • NATIONAL BREAKOUT • NEMPEROR/CBS
ADDS: WKLS. **HOTS:** WWWW, WRNW, WCOZ, WABX. **MEDIUMS:** KMG, WLIR, WOUR, WBAB, WMMS, WIBZ, WLAV, KROQ, WWWW, KNAC. **PREFERRED TRACKS:** Forever Yours. **SALES:** Fair in Midwest and South; weak in others.

169 707 • CASABLANCA
ADDS: None. **HOTS:** None. **MEDIUMS:** KBPI, WCCC, WBLM, WCOZ, WWWW, KSHE, WYDD. **PREFERRED TRACKS:** I Could Be. **SALES:** Weak in South; fair in all others.

110 SPLIT ENZ • TRUE COLOURS • A&M
ADDS: None. **HOTS:** KBPI, WRNW, WLIR, WMMS, KSJO. **MEDIUMS:** WCOZ, WBCN, WABX, KNAC. **PREFERRED TRACKS:** I Got You, Seriously, I Hope. **SALES:** Fair in West and East; weak in others.

#1 MOST ACTIVE

4 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA
ADDS: None. **HOTS:** WNEW, KNCN, WGRQ, KSJO, WYDD, WABX, KSHE, KWST, KMEL, KZOK, WIOQ, WWWW, KMET, WLVO, WKLS, KZEW, WKDF, KROQ, WLAV, WAAL, WHFS, WBCN, WIBZ, KOME, WORJ, WWWW, KLLO, KBPI, WRNW, WSHE, WCCC, KZAM, WCOZ, KMG, KZEL, WLIR, WOUR, KEZY, WBAB, WMMS. **MEDIUMS:** WBLM, KINK. **PREFERRED TRACKS:** Hungry Heart, Cadillac, Ties That, Ramrod, Title. **SALES:** Good in all regions.



113 THE MICHAEL STANLEY BAND • HEARTLAND • EMI-AMERICA
ADDS: WORJ. **HOTS:** WMMS, WIBZ, WWWW, KSHE, WNEW. **MEDIUMS:** KBPI, KEZY, KOME, WLAV, KMET, KWST, WABX, WYDD, KSJO, KNCN. **PREFERRED TRACKS:** He Can't, Stop. **SALES:** Fair in Midwest and South; weak in others.

#3 MOST ACTIVE

21 STEELY DAN • GAUCHO • MCA
ADDS: None. **HOTS:** WNEW, KNCN, WGRQ, WYDD, WABX, KMEL, KZOK, WIOQ, WWWW, WLVO, WKLS, KZEW, WKDF, WLAV, WAAL, WBLM, WHFS, WBCN, WIBZ, WORJ, WWWW, KNX, KBPI, WRNW, WSHE, WCCC, KZAM, KINK, KZEL, WLIR, WOUR, KEZY, WBAB, WMMS. **MEDIUMS:** KSJO, KWST, KLLO, WCOZ, KOME. **PREFERRED TRACKS:** Hey Nineteen, Babylon. **SALES:** Good in all regions.



#2 MOST ACTIVE

29 ROD STEWART • FOOLISH BEHAVIOUR • WARNER BROS.
ADDS: None. **HOTS:** WNEW, KNCN, WGRQ, KSJO, WYDD, WABX, KSHE, KWST, KMEL, KZOK, WWWW, KMET, WLVO, WKLS, KZEW, WKDF, KROQ, WLAV, WAAL, WBCN, WIBZ, WORJ, WWWW, KLLO, KNX, KBPI, WRNW, WSHE, WCCC, KZEL, WOUR, KEZY, WBAB, WMMS. **MEDIUMS:** WIOQ, KZAM, KINK, WBLM, WCOZ, KMG, KOME. **PREFERRED TRACKS:** Passion, Dance With Me, Title. **SALES:** Good in all regions.

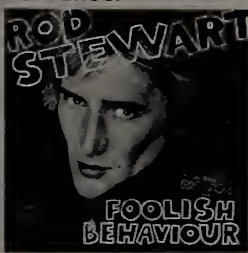


Chart Position

37 SUPERTRAMP • PARIS • A&M
ADDS: None. **HOTS:** KINK, KEZY, KOME, WLAV, KMEL. **MEDIUMS:** WSHE, WCOZ, WMMS, KMET, WWWW, KWST, KSHE. **PREFERRED TRACKS:** Dreamer, Logical, Breakfast, School, Hide. **SALES:** Moderate in all regions.

47 TALKING HEADS • REMAIN IN LIGHT • SIRE
ADDS: WKDF. **HOTS:** KNAC, WGRQ, KSJO, KROQ, WLAV, WRNW, WCCC, WLIR, WOUR, WBAB, WMMS, KOME, WIBZ, WBCN, WHFS. **MEDIUMS:** KWST, WWWW, KMET, WLVO, WAAL, KLLO, WSHE, WBLM, KMG, KZEL. **PREFERRED TRACKS:** Lifetime, Crosseyed, Under Punches. **SALES:** Moderate in East; fair in all others.

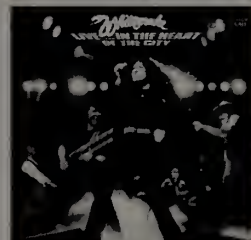
121 THIN LIZZY • CHINATOWN • WARNER BROS.
ADDS: KBPI. **HOTS:** KNCN, KSJO, WORJ, WCCC, WCOZ, KMG, WGRQ, WABX, KSHE, KZOK, KLLO, WSHE, KZEL, WOUR, WMMS, KOME, WIBZ, WBLM, WLAV, KROQ, WLVO, WWWW. **PREFERRED TRACKS:** Killer, Be Strong, Title. **SALES:** Fair in West and South; weak in others.

70 GEORGE THOROGOOD & THE DESTROYERS • MORE GEORGE THOROGOOD & THE DESTROYERS • ROUNDER
ADDS: None. **HOTS:** KNCN, KMET, KBPI, WCCC, WCOZ, WLIR, WBLM. **MEDIUMS:** WGRQ, KSJO, WABX, KWST, KZOK, WORJ, WRNW, KMG, WOUR, WBAB, KOME, WBCN, WHFS, WAAL, KROQ, WLVO. **PREFERRED TRACKS:** Bottom, Night Time, Wanted, House. **SALES:** Fair in all regions; strongest in West.

132 BILLY THORPE • 21st CENTURY MAN • ELEKTRA
ADDS: None. **HOTS:** WGRQ. **MEDIUMS:** WORJ, WSHE, KZEL, WOUR, WWWW, KSHE, KNCN. **PREFERRED TRACKS:** 1991, Room, Title. **SALES:** Fair in West and Midwest; weak in others.

#3 MOST ADDED

WHITESNAKE • LIVE... IN THE HEART OF THE CITY • MIRAGE/ATLANTIC
ADDS: KNCN, KSHE, WWWW, WHFS, WIBZ, WMMS, WOUR, KZEL, WRNW. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Fool For, Walking In, Heart Of The City. **SALES:** Just shipped.



1 STEVIE WONDER • HOTTER THAN JULY • MOTOWN
ADDS: KEZY. **HOTS:** KNCN, WWWW, KNX, WRNW, WCCC, KZAM, KINK, WHFS, WIOQ. **MEDIUMS:** WLIR, WOUR, WBAB, WMMS, WBCN, WBLM, WAAL, WLAV, WWWW, WABX, WYDD. **PREFERRED TRACKS:** Master Blaster. **SALES:** Good in all regions.

129 XTC • BLACK SEA • VIRGIN/RSO
ADDS: WLAV, WAAL, WIBZ. **HOTS:** WLIR, KROQ, KNAC. **MEDIUMS:** WLAV, WRNW, WCCC, WOUR, WBCN, WHFS, WABX, KSJO. **PREFERRED TRACKS:** Generals, Towers, Rocket. **SALES:** Weak in South; fair in all others.

#2 MOST ADDED

YES • YESSHOWS • ATLANTIC
ADDS: KNCN, WGRQ, KSJO, KSHE, WIOQ, WLAV, WHFS, WBCN, WBAB, WOUR, WLIR, WCCC, WRNW. **HOTS:** WBAB. **MEDIUMS:** WLAV. **PREFERRED TRACKS:** Time And, Kill The Whale, Parallels. **SALES:** Just shipped.



31 NEIL YOUNG • HAWKS AND DOVES • REPRISE
ADDS: WKDF. **HOTS:** WGRQ, KSJO, WYDD, KWST, KMET, WRNW, WLIR, WOUR, WBAB, WMMS, WIBZ, WAAL. **MEDIUMS:** KNCN, KZOK, WWWW, WORJ, KLLO, WCCC, KINK, WBLM, KZEL, KEZY, WHFS, WLAV, WLVO. **PREFERRED TRACKS:** Union, Kennedy, Coastline, Title. **SALES:** Moderate in all regions.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
1	1	MASTER BLASTER (JAMMIN')	12
2	2	LADY	11
4	3	MORE THAN I CAN SAY	12
5	4	ANOTHER ONE BITES THE DUST	18
3	5	THE WANDERER	13
7	6	(JUST LIKE) STARTING OVER	7
6	7	WOMAN IN LOVE	15
12	8	LOVE ON THE ROCKS	7
11	9	HIT ME WITH YOUR BEST SHOT	11
8	10	I'M COMING OUT	13
13	11	HUNGRY HEART	6
14	12	GUILTY	7
10	13	YOU'VE LOST THAT LOVIN' FEELING	12
19	14	EVERY WOMAN IN THE WORLD	8
20	15	THE TIDE IS HIGH	5
18	16	DE DO DO DO DE DA DA DA	8
17	17	WHIP IT	16
21	18	PASSION	4
15	19	NEVER BE THE SAME	10
22	20	TELL IT LIKE IT IS	4
9	21	DREAMING	14
24	22	SUDDENLY	9
23	23	THEME FROM THE DUKES OF HAZZARD	14
26	24	EVERYBODY'S GOT TO LEARN SOMETIME	10
33	25	CELEBRATION	7
31	26	IT'S MY TURN	8
27	27	DEEP INSIDE MY HEART	9
28	28	HEY NINETEEN	12
32	29	I BELIEVE IN YOU	13
30	30	THIS TIME	3

LAST WEEK THIS WEEK WEEKS ON CHART

PRIME MOVER

36	31	I MADE IT THROUGH THE RAIN	4
<p>ADDS: KJR, WEFM-28, KIMN, WOXI, WMC-FM-25, WNCI, KROY, WRKO, KFRC-37. JUMPS: WGSV 24 To 17, WHHY Ex To 26, WBEN-FM 7 To 5, WDRO Ex To 23, KGW 28 To 25, KSLO 14 To 9, KYYX 29 To 26, WSPT 25 To 22, KENO 29 To 24, KRAV 25 To 22, CKLW 29 To 16, WBBO 30 To 27, WTIC-FM Ex To 28, WFIL 25 To 17, O105 26 To 19, WBBF 22 To 15, WGH Ex To 14, WGCL 29 To 22, WKBW 15 To 9, WRVO 22 To 17, WWKX 23 To 18, WKXX 27 To 21, KERN 24 To 21, WOW 12 To 9, WAKY 27 To 22, WSGN 18 To 12, WAYS 21 To 17, KFI 29 To 22, KRO 29 To 26, KFYE Ex To 24, WABC 41 To 24, WSEZ Ex To 33, WSGA 28 To 23, WISM 29 To 25, KOPA Ex To 30, KMJK-FM 19 To 12, WTRY 21 To 17, WZZR 27 To 22, WKIX Ex To 25, WTIK 25 To 21, KRTH 26 To 19, WHBO 28 To 24, WZUU 30 To 26, WAPE Ex To 24.</p> <p>SALES: Good in Midwest, South and East. Fair in West.</p>			

PRIME MOVER

35	32	ONE STEP CLOSER	4
<p>ADDS: WNOE-30, WHB, WFI, WJPM: WHHY 11 To 7, WZZP 19 To 16, WBEN-FM 18 To 13, WDRO 23 To 20, O102 29 To 25, KGW Ex To 26, KSLO 16 To 12, KYYX 8 To 6, KJRB 21 To 18, WANS 30 To 24, KENO 27 To 20, WBBO 13 To 8, WTIC-FM 25 To 22, WFIL Ex To 25, O105 24 To 20, BJ105 31 To 27, WEFM Ex To 29, KCPX 28 To 24, WOXI 26 To 22, 940 25 To 20, WICC 23 To 17, WKBW 22 To 19, WRVQ 14 To 9, WMC-FM 22 To 18, WWKX 27 To 21, WKXX 20 To 16, WNCI 16 To 13, KERN 27 To 23, KROY 28 To 24, WAKY 22 To 18, WIKS Ex To 35, WSGN 21 To 14, KFYE Ex To 20, WSGA 20 To 16, WISM 24 To 17, KOPA Ex To 29, KMJK-FM 25 To 20, WTRY Ex To 29, WZZR 26 To 20, WRFC 30 To 25, WTIK 20 To 13, WRKO 30 To 24, KRTH 30 To 26, WHBO Ex To 30, WAXY 28 To 25, Z93 24 To 20.</p> <p>SALES: Good in Midwest. Fair in West and East.</p>			

16	33	LOVELY ONE	12
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37	34	TIME IS TIME	4
<p>ADDS: WZZP-19, O102-33, WSPT, WNCI, WKIX, KVIL, KOFM-29, WVBF. JUMPS: WHHY Ex To 28, KSLO 15 To 10, KYYX 25 To 19, WANS Ex To 37, KENO Ex To 26, KJR Ex To 27, KRAV 27 To 23, WOKY Ex To 28, WBBO 29 To 24, WNOE 29 To 22, WTIC-FM 27 To 24, WFIL Ex To 26, BJ105 32 To 28, WGH Ex To 19, WRVO Ex To 30, MNC-FM Ex To 21, EKXX Ex To 27, KERN 28 To 24, WOW 22 To 18, WSGN 22 To 17, WAYS 25 To 20, KFI Ex To 26, WSGA 30 To 24, KOPA 25 To 21, KMJK-FM Ex To 29, KTLK 38 To 33, WTRY 26 To 23, WZZR Ex To 30, WCAO Ex To 30, WRFC 29 To 24, WTIK 37 To 29, WRKO 23 To 17.</p> <p>SALES: Fair in Midwest, West and East.</p>			

25	35	HE'S SO SHY	21
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29	36	NEVER KNEW LOVE LIKE THIS BEFORE	19
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42	37	GIRLS CAN GET IT	7
<p>ADDS: WABC-45, WSEZ, KFRC. JUMPS: WANS 16 To 12, BJ105 20 To 17, WKBW 26 To 21, WWKX 30 To 27, KERN 21 To 18, WOW 26 To 22, KFI Ex To 27, WSGA 31 To 27, KOPA 29 To 26, WCAO 25 To 22, WPGC 15 To 12, WAPE 24 To 20.</p> <p>SALES: Fair in West, Midwest and South.</p>			

41	38	TURNING JAPANESE	14
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38	39	JESSE	20
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LAST WEEK THIS WEEK WEEKS ON CHART

49	40	TOGETHER	6
<p>ADDS: WBEN-FM-33, KSLO, KENO, WAKY, KFYE-25, WTIK, KVIL, WNCI, Day-Part. JUMPS: WHHY 26 To 22, KYYX Ex To 27, KCPX 37 To 33, 940 Ex To 30, WKBW Ex To 26, WWKX 12 To 10, KRO 22 To 15, WSGA 17 To 13, KOPA 27 To 20, WTRY Ex To 28, WRFC 31 To 27, WAPE Ex To 23.</p> <p>SALES: Good in West. Breakouts in South and East.</p>			

HIT BOUND

50	41	I LOVE A RAINY NIGHT	6
<p>ADDS: KJR, CKLW, WNOE-35, WFIL, WBBF, BJ105-37, WSGN, KOPA, KTLK, KRTH, WVBF, WNCI Day-Part. JUMPS: WHHY 27 To 24, KJRB 16 To 12, WANS 36 To 25, KRAV 15 To 12, WBBO Ex To 29, WTIC-FM 30 To 27, KIMN 27 To 24, KCPX 10 To 8, WOXI 17 To 14, 940 24 To 21, KERN 29 To 25, WAYS Ex To 29, KRO 27 To 22, KMJK-FM Ex To 32, WTRY Ex To 30, WHB 16 To 10.</p> <p>SALES: Fair in West and Midwest.</p>			

39	42	WITHOUT YOUR LOVE	13
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44	43	SHE'S SO COLD	12
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34	44	SEQUEL	7
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48	45	STOP THIS GAME	6
<p>JUMPS: WSPT 10 To 8, WEFM 29 To 23, KCPX 32 To 29, WICC 19 To 16, WKXX 26 To 22, KERN 30 To 27, WIKS 29 To 25, KRO 28 To 25, KTLK Ex To 36, WTIK 35 To 32.</p> <p>SALES: Fair in West and Midwest.</p>			

47	46	LET ME BE YOUR ANGEL	18
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43	47	UPSIDE DOWN	23
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46	48	DREAMER	13
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66	49	MISS SUN	3
<p>ADDS: WDRO, WHHY, WBBO, KROY-28, WOW-27, WIKS, KRO-27, KMJK-FM, KTLK, WRFC, KOFM-30. JUMPS: WBEN-FM 39 To 36, KJRB 26 To 23, WANS Ex To 35, KENO Ex To 29, WTIC-FM 29 To 26, WICC Ex To 27, WRVO Ex To 23, WWKX Ex To 30, WKXX 29 To 24, KERN Ex To 29, WSGN Ex To 25, WAYS 30 To 25, WISM Ex To 28, WPGC 24 To 21, WVBF Ex To 30, WAPE Ex To 22.</p> <p>SALES: Fair in West. Breakouts in Midwest and East.</p>			

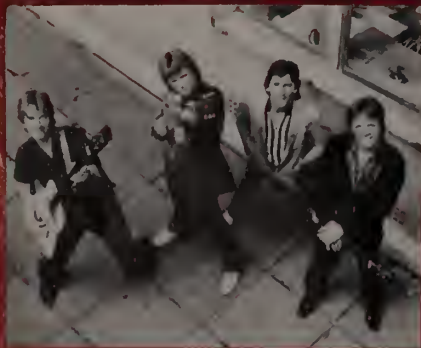
53	50	THIS BEAT GOES ON/ SWITCHIN' TO GLIDE	17
<p>ADDS: KTLK. JUMPS: KOWB 15 To 13, WTIK 33 To 30.</p> <p>SALES: Fair in Midwest.</p>			

45	51	THAT GIRL COULD SING	13
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63	52	HE CAN'T LOVE YOU	5
<p>ADDS: WHHY, WSPT, KIMN, WKXX, WIKS, WTIK, WOW-Day-Part. JUMPS: BJ105 39 To 33, WGCL 18 To 14, KCPX 40 To 36, WRVO 25 To 21, 96KX 28 To 23.</p> <p>SALES: Breakouts in West, East and Midwest.</p>			

51	53	DRIVIN' MY LIFE AWAY	26
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62	54	YOU	4
<p>JUMPS: WDRO Ex To 30, KYYX 23 To 20, KJRB 23 To 20, WNOE 26 To 21, WFIL Ex To 30, KCPX 35 To 32, WWKX Ex To 29, WAYS 28 To 24, WCAO Ex To 29, WTIK 38 To 32, Y100 30 To 27, WFI 29 To 26.</p> <p>SALES: Breakouts in East, West and South.</p>			



ROCKPILE

"TEACHER TEACHER"

WNOE • KBEO • KCPX • WGH
KHFI • WOLF • WANS • BJ105
WRQX • KEEL • KLAZ-FM • WFBG

EDUCATING LISTENERS EVERYWHERE TO THE MATURE SOUND OF ROCK.

RADIO CHART

TOP 100 SINGLES
DECEMBER 13, 1980

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST
59	55	6	THE HORIZONTAL BOP BOB SEGER ADDS: WRJZ Day-Part. JUMPS: WBEN-FM 34 To 20, WDRQ 21 To 14, Q102 30 To 27, WANS 30 To 27, BJ105 Ex To 40, WTXI 39 To 35. SALES: Fair in Midwest.
61	56	5	TURN AND WALK AWAY THE BABYS ADDS: KIMN, KROY. JUMPS: WDRQ Ex To 27, WGCC Ex To 30, WRVQ Ex To 24, KERN 25 To 22, WTXI 31 To 28. SALES: Fair in the West.
54	57	15	ON THE ROAD AGAIN WILLIE NELSON

HIT BOUND

89	58	2	GIVE IT UP FOR YOUR LOVE DELBERT McCLINTON ADDS: WCAO, WRFC-40, KMJK-FM, WISM, WSEZ, WKXX, KFI, WSGN, WWKX, WMC-FM-24, WRVQ, WTRY, Z93, WPRO-FM, WIFI, WHHY, WBEN-FM, WSPT, KENO, KJR, WBBQ, WFIL, Q105, WRJZ, KCPX, 94Q, WICC, WAXY, WAPE, WAYS Day-Part JUMPS: WNOE Ex To 39, BJ105 40 To 32, WRKO Ex To 26, KFRC Ex To 31. SALES: Breakouts in West and East.
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HIT BOUND

59	SAME OLD LANG SYNE DAN FOGELBERG ADDS: WGSV, WDRQ, WHHY, KLQ, KYYX, WANS, KENO, KRAV, WOKY, WBBQ, Q105, WGCI, KIMN, 94Q-28, KERN, WKXX, WOW-26, WAKY-33, WIKS, KRQ-28, WSEZ, KOPA, WTRY, WZZR, WCAO, WRFC, KFRC, WHBQ, WAPE. JUMPS: WRKO Ex To 29, WICC Ex To 29.	1
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77	60	3	KEEP ON LOVING YOU REO SPEEDWAGON ADDS: WDRQ, WBEN-FM-38, KSLQ, KENO, KJR, WOKY, WBBQ, WBBF, WRVQ, WWKX, KRQ-30, KMJK-FM, WTRY, Q105 Day-Part, WAYS Day-Part. JUMPS: WSPT Ex To 26, WANS Ex To 36, CKLW Ex To 28, WEFM 27 To 21, KCPX Ex To 38, 94Q Ex To 29, WKXX 22 To 18, WIKS Ex To 33, WRFC 27 To 22. SALES: Fair in Midwest.
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71	61	4	MY MOTHER'S EYES BETTE MIDLER ADDS: KYYX, WOKY, WKXX, Z93. JUMPS: WGSV Ex To 28, WANS 27 To 23, 94Q 27 To 23, WICC Ex To 30, WABC Ex To 37, WCAO 30 To 27, WTXI 36 To 31, WRKO 26 To 21. SALES: Breakouts in Midwest, East and South.
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70	62	5	SHINE ON L.T.D. ADDS: WGSV, WWKX, WAPE, WIFI. JUMPS: WANS 24 To 21, WBBQ Ex To 30, BJ105 27 To 24, WKXX 24 To 20, WSGN 25 To 20, WAYS 13 To 10, WRFC 23 To 20, WTXI 21 To 18. SALES: Fair in South.
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65	63	5	HELP ME MARCY LEVY/ROB'N GIBB JUMPS: WHHY 24 To 21, BJ105 25 To 21.
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67	64	6	GOTTA HAVE MORE LOVE CLIMAX BLUES BAND ADDS: WWKX, WZZR, WVBF. JUMPS: WHHY Ex To 27, WANS 38 To 31, 96KX 27 To 24. SALES: Fair in Midwest.
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69	65	6	COULD I BE DREAMING POINTER SISTERS ADDS: WNOE-33, KERN, WZZR. JUMPS: KCPX 38 To 35, 94Q 19 To 16, KRTH 29 To 25. SALES: Fair in West.
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74	66	3	LOVE T.K.O. TEDDY PENDERGRASS ADDS: WBBQ, KFRC, KRTH, Z93, WAPE. JUMPS: WGCL 30 To 26, WMC-FM 18 To 14, WSGA 25 To 17, WHBQ 11 To 9, WAXY Ex To 30. SALES: Moderate in South, Midwest & West.
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LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST
72	67	4	I NEED YOUR LOVE TEENA MARIE JUMPS: WNOE Ex To 38. SALES: Good in West. Fair in South.

CASH SMASH

75	68	4	THE WINNER TAKES IT ALL ABBA ADDS: WBEN-FM-39, WANS, WKIX, WTXI. JUMPS: WHHY Ex To 30, KYYX Ex To 30, WNOE Ex To 31, WBBF Ex To 25, WCAO Ex To 28. SALES: Breakouts in all regions.
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79	69	2	GAMES PEOPLE PLAY ALAN PARSONS PROJECT ADDS: WBBQ, WKXX, WIKS, KMJK-FM, KTLK, WIFI. JUMPS: WBEN-FM 38 To 35, WSPT 28 To 23, WGCL Ex To 27, WRVQ Ex To 22, WISM Ex To 27. SALES: Breakouts in Midwest.
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60	70	10	SOMETIMES A FANTASY BILLY JOEL
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87	71	2	HEARTBREAK HOTEL THE JACKSONS ADDS: KJRB, KJR, WGCL, WWKX, WIKS, WSEZ, WTXI, WHBQ, KEEL. JUMPS: KENO Ex To 30, WNOE Ex To 28, Q105 30 To 26, WGH Ex To 23, KCPX Ex To 39, WKXX Ex To 29, WSGA 34 To 30, Y100 25 To 21.
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84	72	2	9 TO 5 DOLLY PARTON ADDS: KJRB, WEFM, WRJZ, KIMN, KROY, KFI, WISM, KRTH, WAXY, WZUU. JUMPS: WGSV Ex To 27, WSPT Ex To 30, KCPX 26 To 23.
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85	73	2	COLD LOVE DONNA SUMMER ADDS: WDRQ, KRQ-29, KMJK-FM, KTLK, WTRY. JUMPS: WANS Ex To 38, WTIC-FM 28 To 25, WKXX Ex To 31, KERN Ex To 30, KFI Ex To 29, WSGA 33 To 28, KFRC 35 To 32, KRTH Ex To 28, WAXY Ex To 28.
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80	74	3	NEED YOUR LOVING TONIGHT QUEEN ADDS: CKLW, WBBF. JUMPS: WNOE 27 To 24, 96KX 29 To 26, KRBE 28 To 25, KTLK Ex To 40.
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82	75	3	SMOKY MOUNTAIN RAIN RONNIE MILSAP ADDS: KRAV, WGH, WQXI, 94Q, WKIX, WTXI. JUMPS: WGSV 23 To 20, WHHY Ex To 29, WOKY 24 To 21, KCPX Ex To 37, WSEZ Ex To 38.
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83	76	4	KILLIN' TIME FRED KNOBLOCK AND SUSAN ANTON ADDS: WOKY, WFIL, WOW-28, WCAO. JUMPS: KRTH Ex To 30.
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81	77	3	EASY LOVE DIONNE WARWICK ADDS: WFIL, WAXY, WXUU. JUMPS: KRTH Ex To 27.
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40	78	10	I'M HAPPY THAT LOVE HAS FOUND YOU JIMMY HALL
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79	I AIN'T GONNA STAND FOR IT STEVIE WONDER ADDS: KFRC, KJRB, WSGA, WAYS Day-Part. JUMPS: WMC-FM 25 To 20, 94Q 9 To 6, WQXI Ex To 25, Q105 Ex To 28.	1
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80	BREAKFAST IN AMERICA SUPERTRAMP ADDS: WGCL, WRVQ, KJRB, KFYE, Q105 Day-Part. JUMPS: WBEN-FM 40 To 37, WSGN Ex To 26. ON: WANS, KROY, WKXX.	1
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57	81	17	LOOK WHAT YOU'VE DONE TO ME BOZ SCAGGS
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90	82	2	FASHION DAVID BOWIE JUMPS: WGCL Ex To 28. ON: WKXX, WIFI, BJ105, KRBE.
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LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST
86	83	3	TICKLE TICKLE MANHATTAN TRANSFER ADDS: WICC. JUMPS: WGSV Ex To 30, WSGA 32 To 29, WTXI 40 To 36, KRTH 28 To 24.

55	84	9	TEXAS IN MY REAR VIEW MIRROR MAC DAVIS
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85	I CAN'T STOP THE FEELIN' PURE PRAIRIE LEAGUE ADDS: WGCL, WGH. JUMPS: 96KX 7 To 5. ON: WWKX, Y100, KCPX, KYYX, Y103.	1
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88	86	3	TEACHER TEACHER ROCKPILE ADDS: WNOE-40. ON: KBEQ, KCPX, WGH, WANS, BJ105, WRQX.
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87	FOOL THAT I AM RITA COOLIDGE ADDS: KOPA, BJ105, WSGN, WRFC, WGSV. ON: Z93, KXOK, WFLB.	1
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88	AH! LEAH! DONNIE IRIS ADDS: WGCL, WGCL, WGH. JUMPS: KSLQ 24 To 23. ON: JB105, KFMD.	1
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52	89	8	ONE-TRICK PONY PAUL SIMON
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90	A LITTLE IN LOVE CLIFF RICHARD ADDS: WIFI, WISM, WAYS, WWKX, KCPX, WGH.	1
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64	91	23	I'M ALRIGHT (THEME FROM CADDYSHACK) KENNY LOGGINS
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58	92	14	YOU SHOOK ME ALL NIGHT LONG AC/DC
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68	93	19	XANADU OLIVIA NEWTON-JOHN/ELECTRIC LIGHT ORCHESTRA
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56	94	12	IF YOU SHOULD SAIL NIELSEN/PEARSON
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95	BACK IN BLACK AC/DC ADDS: Q102, Y100, KNUS, WNOE.	1
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78	96	24	GIVE ME THE NIGHT GEORGE BENSON
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76	97	12	HOLD ON KANSAS
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73	98	18	OUT HERE ON MY OWN IRENE CARA
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93	99	15	COULD I HAVE THIS DANCE ANNE MURRAY
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92	100	6	MORNING MAN RUPERT HOLMES
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LOOKING AHEAD

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COUNTRY

NMA Sets Date For Its Second Open Forum Meet

NASHVILLE — The Nashville Music Assn. (NMA) will hold its second open forum membership meeting Dec. 15 at the Exit/In here. Topics will include reports from the recently formed contemporary, media, black music and studio committees, and the nine-member organizational board of directors will report on the group's progress to date.

Thus far, NMA's membership exceeds 200, with a goal of 500 members set for the end of the year. According to board chairman Jimmy Bowen, "more than 50% of our operating expenses for the first year have been raised in less than six months."

The board, which will serve a one year term, includes Bowen, vice president of Elektra/Asylum Records; secretary-treasurer Joe Sullivan, president of the Sound Seventy Corp.; Bob Beckham, president of Combine Music Group; Bonnie Garner, director of A&R, CBS Records, Nashville; Kyle Lehning, independent producer; Don Light, president, Don Light Talent; Bob Montgomery, executive vice president, House of Gold Music; Norbert Putnam, independent producer; and writer-recording artist Jim Rushing.

Following initial opening remarks and committee reports, the meeting will be open for a question and answer session. The first open forum meeting, held in July, attracted more than 400 members of the Nashville music industry.

Casting Complete For Wynette's Biography

NASHVILLE — Major casting for the CBS-TV movie *Stand By Your Man*, an adaptation of Tammy Wynette's autobiography, has been completed, with production beginning in Los Angeles Nov. 24. Annette O'Toole has been selected to portray Wynette, while Tim McIntire, son of character actors John McIntire and Jeanette Nolan, has been cast as George Jones, Wynette's former husband. James Hampton will play record producer Billy Sherrill.

The film biography will feature 15 performed songs, and parts will also be shot on location here. McIntire, who is also a songwriter, arranger, musician and performer, will sing in his role as Jones.

The adaptation of John Gay's autobiography of Wynette is being directed by Jerry Jameson.



EVERYBODY'S DOING IT — When T.G. Sheppard taped the Mike Douglas Show in November, little did he expect that a dance lesson would be in order. Sheppard (second from left) is pictured with (l-r): Susan Anton, Jell Kutash and Karin of the Jell Kutash Dance Machine and Douglas demonstrating a few of the moves from the dance, the Pogo. The sunglasses were a necessary addition.

Nashville Chapter Of NARAS Boosts Identity Through Local Involvement

by Jennifer Bohler

NASHVILLE — The importance of the local chapter of the National Academy of Recording Arts and Sciences (NARAS) is something that is too often overlooked and underplayed. Best known for its involvement with the annual Grammy Awards program, local chapters involve themselves in projects that benefit the local community as well.

One of NARAS's basic purposes is to foster and support the advancement of artistic, cultural, educational and technical advancement of the trade. The Nashville Chapter, founded in 1964, serves those ideals on a local level through scholarships provided to area colleges and universities, music forums and a series of mini-forums dubbed "educational luncheons."

With more and more educational institutions adding music business courses to the curriculum, the importance of scholarships for students pursuing these courses has become more important. In the past three years, the Nashville chapter has taken a pronounced interest in raising money for scholarships. Donations of \$1,000 a year have been made to area colleges, including Middle Tennessee State University in Murfreesboro and Belmont College here. Fisk University has also been recipient of

scholarship funds. Nashville's chapter is keeping an eye to the future in hopes of soon expanding the number of colleges receiving funds for students participating in music business courses, according to Francine Anderson, the Nashville chapter's executive director. The local music community has been highly supportive of the scholarship programs, Anderson noted, because "everybody wants to help a student that is talented and in need of help."

Educational Luncheons

The series of educational luncheons (the third is slated for Dec. 11) pull double duty. They are a means of further educating the area music community, while drawing in money to replenish the scholarship fund. Anderson also hopes to see the NARAS forums begun again. These would embrace a specific topic and would feature panelists related to the subject, who, after offering information concerning their field, would answer questions from the audience. Admission would be free.

Since all of the chapters are non-profit and self supporting, the local chapter must systematize its own way of raising money for the various projects it undertakes. The biggest money booster for the Nashville chapter, according to Anderson, is the series of showcases that feature area talent. Begun in 1976, the chapter, which boasts over 700 members, sponsors six to seven shows annually, with an eye toward doubling that figure in the near future. Anderson labels the showcases a "financial bonanza" and lauds the cooperation the chapter receives from the record companies and labels.

The next showcase is scheduled for Dec. 16 at the Exit/In here, and will feature the DeGarmo and Key Band, Bobby Springfield and James Ward. Sponsored in conjunction with the New Benson Co., the showcase theme will be "This Ain't Hollywood Showcase, An Evening Of Real Life Music." The two shows are set for 7:30 and 10:00 p.m. Future showcases will feature such artists as Eddie Rabbitt, Ray Stevens and Dr. Hook, among others.

WORST Continues

The Nashville community will be happy to learn that the WORST (World's Oldest Rock Stars Together) showcase has not been discontinued and will resume next year. One of the most popular money making events, WORST showcase, which was bypassed this year because of the number of other projects the organization was in-

(continued on page 41)

Beacon Theater To Host Series Of Bluegrass Concerts

NASHVILLE — Some of the top performers in the bluegrass field today will participate in the upcoming series of bluegrass concerts at New York's legendary Beacon Theater. The three-concert program will kick off Jan. 18 with Doc and Merle Watson and the Seldom Scene and will continue through April.

The Watsons (father and son) are no strangers to New York audiences, having headlined the Bottom Line, Avery Fischer Hall and Carnegie Hall. Co-headliners the Seldom Scene is a Washington D.C.-based band comprised of Tom Gray, Ben Eldridge, John Duffey, Phil Rosenthal and Mike Aldridge.

The second show in the series, the Grand Ole Opry Bluegrass Show takes place March 7 and features the Osborne Brothers and Jim and Jesse and the Virginia Boys.

The final show (April 25) will feature David Grisman, as well as Del and Jerry McCoury, Matt Glaser, Ken Kosek and other special guests. Grisman, a noted mandolin player, fronts the David Grisman Quintet, a group that has made several appearances in the New York area. Brothers Del and Jerry McCoury will be appearing with their own band, The Dixie Pals, at Avery Fisher Hall this month, in addition to their April concert appearance with Grisman.

The series of concerts is being sponsored by The Concert Arts Society, Inc. and is produced by Kazuko Hillyer and Doug Tuchman.

NARAS To Host Third 'Educational Luncheon'

NASHVILLE — The Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) will sponsor the third in its ongoing series of Educational Luncheons Dec. 11 at the Radisson Plaza Hotel here at noon. Guest speakers will be Mike Hyland and Elizabeth Thiels, partners in Network Ink, Inc., a music public relations firm here. The topic will be "The Value of Good Public Relations."

Tickets are \$9.50 per person and are available at the NARAS office, 7 Music Circle N. Phone reservations will also be accepted. Net proceeds from the event go towards the replenishing of the local chapter's established scholarship fund.

Sound Management, Inc. Opens Nashville Office

NASHVILLE — Sound Management, Inc. an artist representation firm with offices in Los Angeles and Muscle Shoals, recently opened an office here. Located at 1201 16th Ave. South, the firm manages The Amazing Rhythm Aces, Wayne Perkins, Will McFarlane, Jackson Highway, Jaime Segel and the Steven Doster Band.

Michael Barnett, president of Muscle Shoals Sound Records and business associate with the Muscle Shoals Rhythm Section, and Ben Ewings head the company. Ewings will base here, while Barnett will shuttle between the firm's three offices.

Country Talent Agency Opens Doors In Texas

NASHVILLE — American Country Talent recently opened its office in Bedford, Texas. Jim Grier, president of the company, will be managing and booking The Shoppe, a five-man country vocal group from Dallas. The company will also represent other country music acts, variety acts and speakers from Texas for concerts, fairs, conventions, college dates and other bookings.



STAND BY YOUR MAN — Tammy Wynette and Annette O'Toole, the actress who will portray her in the upcoming CBS-TV movie *Stand By Your Man* recently met for the first time in Las Vegas. The movie is based on Wynette's autobiography of the same name. Pictured are (l-r): Arnold Stiebel, O'Toole's agent; Wynette; Bob Papazian, producer of the movie; and O'Toole.

CASH BOX TOP 100 COUNTRY

December 13, 1980

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 YOU ALMOST SLIPPED MY MIND	12/6	CHARLY PRIDE (RCA PB-12100)	4	33 BLUE BABY BLUE	12/6
2 WHY LADY WHY		ALABAMA (RCA PB-12091)	2	LYNN ANDERSON (Columbia 1-11374)	35
3 THAT'S ALL THAT MATTERS		MICKEY GILLEY (Epic 9-50940)	6	34 YOUR MEMORY	
4 LOVERS LIVE LONGER		BELLAMY BROTHERS (Warner/Curb WBS 49573)	7	STEVE WARINER (RCA PB-12139)	38
5 ONE IN A MILLION		JOHNNY LEE (Asylum E-47076)	9	35 AN OCCASIONAL ROSE	
6 TAKE ME TO YOUR LOVIN' PLACE		LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 1-11369)	8	MARTY ROBBINS (Columbia 1-11372)	37
7 SMOKY MOUNTAIN RAIN		RONNIE MILSAP (RCA PB-12084)	5	36 NOBODY IN HIS RIGHT MIND (WOULD'VE LEFT HER)	
8 THE BEST OF STRANGERS		BARBARA MANDRELL (MCA 51001)	10	DEAN DILLON (RCA PB-12109)	39
9 A BRIDGE THAT JUST WON'T BURN		CONWAY TWITTY (MCA 51011)	12	37 DANCE THE TWO STEP	
10 I THINK I'LL JUST STAY HERE AND DRINK		MERLE HAGGARD (MCA 10649)	11	SUSIE ALLANSON (Liberty 1383)	41
11 TEXAS IN MY REAR VIEW MIRROR		MAC DAVIS (Casablanca NB-2305)	14	38 1959	
12 I LOVE A RAINY NIGHT		EDDIE RABBITT (Elektra E-47066)	13	JOHN ANDERSON (Warner Bros. WBS-49582)	48
13 LADY		KENNY ROGERS (Liberty UA-X1380-Y)	1	39 LOST IN LOVE	
14 GIVING UP EASY		LEON EVERETTE (RCA PB-12111)	19	DICKEY LEE (Mercury 57036)	42
15 REAL COWBOY		BILLY "CRASH" CRADDOCK (Capitol P-4935)	16	40 TAKE IT LIKE A WOMAN	
16 I CAN SEE FOREVER IN YOUR EYES		REBA McENTIRE (Mercury 57034)	20	DEBBY BOONE (Warner/Curb WBS 49585)	43
17 NORTH OF THE BORDER		JOHNNY RODRIGUEZ (Epic 9-50932)	17	41 I'LL BE THERE (IF YOU EVER WANT ME)	
18 A MAN JUST DON'T KNOW WHAT A WOMAN GOES THROUGH		CHARLIE RICH (Elektra E-47047)	18	GAIL DAVIES (Warner Bros. WBS-49592)	50
19 SOMEBODY'S KNOCKIN'		TERRI GIBBS (MCA 41309)	22	42 SWEET CITY WOMAN	
20 BEAUTIFUL YOU		THE OAK RIDGE BOYS (MCA 51022)	24	TOMPALL AND THE GLASER BROS. (Elektra E-47056)	46
21 THERE'S ANOTHER WOMAN		JOE STAMPLEY (Epic 9-50934)	21	43 WHO'LL TURN OUT THE LIGHTS	
22 NO ONE WILL EVER KNOW		GENE WATSON (Capitol P-4940)	23	MEL STREET (Sunbird SBR-P7555)	45
23 DON'T FORGET YOURSELF		STATLER BROTHERS (Mercury 57037)	25	44 SOUTHERN RAINS	
24 IF YOU GO, I'LL FOLLOW YOU		PORTER WAGONER and DOLLY PARTON (RCA PB-12119)	27	MEL TILLIS (Elektra E-47082)	—
25 CHEATIN' ON A CHEATER		LORETTA LYNN (MCA 51015)	28	45 I FEEL LIKE LOVING YOU AGAIN	
28 DOWN TO MY LAST BROKEN HEART		JANIE FRICKE (Columbia 1-11384)	29	T.G. SHEPPARD (Warner Bros./Curb WBS-49615)	60
27 GOODBYE MARIE		BOBBY GOLDSBORO (Curb/CBS ZS9-5400)	30	46 FOLLOWING THE FEELING	
28 I KEEP COMING BACK/TRUE LIFE COUNTRY MUSIC		RAZZY BAILEY (RCA PB-12120)	31	MOE BANDY (Columbia 11-11395)	56
29 9 TO 5		DOLLY PARTON (RCA PB-12133)	36	47 WHO'S CHEATIN' WHO	
30 GIRLS, WOMEN AND LADIES		ED BRUCE (MCA 51018)	33	CHARLY McCLAIN (Epic 19-50948)	62
31 ACAPULCO		JOHNNY DUNCAN (Columbia 1-11385)	34	48 ANY WHICH WAY YOU CAN	
32 SHE CAN'T SAY THAT ANYMORE		JOHN CONLEE (MCA 41321)	3	GLEN CAMPBELL (Warner Bros./Viva WBS-49609)	58
				49 SILENT TREATMENT	
				EARL THOMAS CONLEY (Sunbird SBR-7556)	57
				50 THERE'S ALWAYS ME	
				JIM REEVES (RCA PB-12118)	53
				51 SEEING IS BELIEVING	
				DONNA FARGO (Warner Bros WBS 49575)	51
				52 SWEET RED WINE	
				GARY MORRIS (Warner Bros. WBS 49564)	52
				53 I'LL LEAVE THIS WORLD LOVING YOU	
				WAYNE KEMP (Mercury 57035)	55
				54 CHEATER'S TRAP	
				JOHN WESLEY RYLES (MCA 51013)	54
				55 DON'T YOU EVER GET TIRED OF HURTING ME	
				WILLIE NELSON & RAY PRICE (Columbia 11-11405)	64
				56 IF YOU EVER CHANGE YOUR MIND	
				CRYSTAL GAYLE (Columbia 1-11359)	15
				57 COUNTRYFIED	
				MEL McDANIEL (Capitol P-4949)	66
				58 WHEN IT'S JUST YOU AND ME	
				KENNY DALE (Capitol P-4943)	61
				59 BROKEN TRUST	
				BRENDA LEE (MCA 41322)	26
				60 HILLBILLY GIRL WITH THE BLUES	
				LACY J. DALTON (Columbia 11-11410)	—
				61 THAT SILVER-HAIRED DADDY OF MINE	
				SLIM WHITMAN (Epic/Cleveland Int'l. 19-50946)	65
				62 DON'T LOOK NOW (BUT WE JUST FELL IN LOVE)	
				EDDY ARNOLD (RCA PB-12136)	74
				63 WHAT HAPPENED TO THOSE DRINKING SONGS	
				FOX FIRE (Elektra E-47070)	67
				64 BEERS TO YOU	
				RAY CHARLES & CLINT EASTWOOD (Warner Bros./Viva WBS-49608)	68
				65 HOLD ME, THRILL ME, KISS ME	
				MICKI FUHRMAN (MCA 51005)	69
				66 TUMBLEWEED	
				SYLVIA (RCA PB-12077)	32
				67 YOU BETTER MOVE ON	
				GEORGE JONES & JOHNNY PAYCHECK (Epic 19-50949)	81
				68 COLORADO COUNTRY MORNING	
				PAT BOONE (Warner/Curb WBS-49596)	70
				69 A LITTLE BITTY TEAR	
				HANK COCHRAN (Elektra E-47062)	72
				70 YELLOW PAGES	
				ROGER BOWLING (NSD 71)	75
				71 WILLIE JONES	
				BOBBY BARE (Columbia 11-11408)	85
				72 ARE YOU HAPPY BABY?	
				DOTTIE WEST (Liberty 1392)	—
				73 WHERE COULD YOU TAKE ME	
				SHEILA ANDREWS (Ovation OV-1160)	76
				74 NOBODY'S FOOL	
				DEBORAH ALLEN (Capitol P-4945)	77
				75 IT TOOK US ALL NIGHT LONG TO SAY GOODBYE	
				DANNY WOOD (RCA PB-12123)	78
				76 CUP OF TEA	
				REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49626)	—
				77 I MUSTA DIED AND GONE TO TEXAS	
				THE AMAZING RHYTHM AGES (Warner Bros. WBS-49600)	79
				78 WHAT'S NEW WITH YOU	
				CON HUNLEY (Warner Bros. WBS-49613)	—
				79 ANYTHING BUT YES IS STILL A NO	
				STEPHANIE WINSLOW (Warner/Curb WBS-49628)	—
				80 SOMEBODY'S GOTTA DO THE LOSING	
				STEPHANY SAMONE (MDJ 1006)	82
				81 SILVER EAGLE	
				ATLANTA RHYTHM SECTION (Polydor PD-2142)	83
				82 I JUST WANT TO BE WITH YOU	
				SAMMI SMITH (Sound Factory SF-425)	93
				83 I AIN'T GOT NOBODY	
				ROY CLARK (MCA 51031)	86
				84 THE KING OF WESTERN SWING	
				HANK THOMPSON (MCA 51030)	87
				85 COUNTRY FEVER	
				FRANKIE RICH (Stargem SG2074)	88
				86 GETTIN' OVER YOU	
				TIM REX & OKLAHOMA (Dea Jay DJ-107)	—
				87 SONG OF THE SOUTH	
				JOHNNY RUSSELL (Mercury 57038)	92
				88 THAT'S THE WAY A COWBOY ROCKS AND ROLLS	
				JACKY WARD (Mercury 57032)	40
				89 YOU'RE A PRETTY LADY, LADY	
				RAY SANDERS (Hillside HS80-05)	89
				90 THE LAST TIME	
				JOHNNY CASH (Columbia 11-11399)	90
				91 I WANT THAT FEELING AGAIN	
				BILL ANDERSON (MCA 51017)	91
				92 FAT 'N SASSY	
				PACIFIC STEEL CO. (Pacific Arts PAC45-111)	—
				93 YOU ARE A LIAR	
				WHITEY SHAFER (Elektra E-47063)	—
				94 LOVE FIRES	
				DON GIBSON (Warner/Curb WBS 49602)	94
				95 IF I HAD IT MY WAY	
				NIGHTSTREETS (Epic 19-50944)	80
				96 A LITTLE GROUND IN TEXAS	
				THE CAPITALS (Ridgely R-01080)	44
				97 DRINK IT DOWN, LADY	
				REX ALLEN, JR. (Warner Bros. WBS-49562)	47
				98 WILLOW RUN	
				RANDY BARLOW (Paid PAD-110)	49
				99 COULD I HAVE THIS DANCE	
				ANNE MURRAY (Capitol P-4920)	59
				100 CAN'T KEEP MY MIND OFF OF HER	
				MUNDO EARWOOD (GMC 111)	63

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

9 To 5 (Velvet Apple/Fox Fantara — BMI)	29	Gold — BMI/Bobby Goldsboro — ASCAP)	62	I'll Be There (If You Ever Want Me) (Warner Bros. WBS-49592)	50	Sweet Red Wine (Sweet Dreams — BMI)	52
1959 (Taylor & Watts — BMI)	38	Don't You Ever Get Tired (Trea — BMI)	55	I'll Leave This World Loving You (Trea — BMI)	53	Take It Like A Woman (Al Gallico/Turtle — BMI)	40
A Bridge That Just Won't Burn (Blackwood/Magic Castle — BMI)	9	Down To My Last (Chick Rains/Jensing — BMI)	26	It Took Up All Night Long To Say Goodbye (Hall-Clement/Maplehill/Vogua — BMI)	75	Take Me To Your Lovin' Place (Larry Gatlin Music)	6
A Little Bitty Tear (Tree — BMI)	69	Drink It Down, Lady (Tree Publ. — BMI)	97	Lady (Brockman — ASCAP)	13	Texas In My Rear View Mirror (Songpainter — BMI)	11
A Little Ground In Texas (Bobby Fischer Music)	96	Fat 'N Sassy (Peaceful Co./Warner-Tamirlana — BMI)	92	Lost In Love (Carraers — BMI)	39	That Silver-Haired Daddy Of Mine (Duchess — BMI)	61
A Man Just Don't Know (Chess, Inc. — ASCAP)	18	Following The Feeling (Screen Gems-EMI — BMI)	46	Love Fires (Acuff-Rose — BMI)	94	That's All That Matters (Trea — BMI)	3
Acapulco (Senor — ASCAP)	31	Gettin' Ovar You (Phono/Big Crush — SESAC)	86	Lovers Live Longer (Bellamy Brothers/Famous — ASCAP)	4	That's The Way (Tennessee Swamp Fox — ASCAP)	88
An Occasional Rose (Singletree — BMI)	35	Girls, Women And Ladies (Tree/Sugarplum/Gingham — BMI/ASCAP)	30	Nothing In His Right Mind (Pi-Gem — BMI)	36	The Best Of Strangers (Pi-Gem — BMI)	8
Anything But Yes Is Still A No (Michael O'Connor — BMI)	79	Giving Up Easy (April — ASCAP)	14	Nobody's Fool (Duchess/Posey Co./Unichappell/Van Hoy/Cross Keys — BMI/ASCAP)	74	The King Of Western Swing (Sawgrass — BMI)	84
Any Which Way You Can (Peso/Warner-Tamirlana/Wallet — BMI)	48	Goodbye Maria (Music City — ASCAP/Combine — BMI)	27	North Of The Border (Algea Music — BMI)	17	The Last Time (Resaca — BMI)	90
Are You Happy Baby? (Rock Gardan — BMI)	72	Hillbilly Girl With The Blues (Algea — BMI)	60	One In A Million (Time Square/Unichappell/Bundin — BMI)	5	There's Always Me (Glady's — ASCAP)	50
Beautiful You (Sabal/Blendingwell — ASCAP)	20	Hold Me, Thrill Me, Kiss Me (Mills — ASCAP)	65	Seeing Is Believing (Tree — BMI)	51	There's Another Woman (Mullet Music — BMI)	21
Beers To You (Peso/Wallet — BMI)	64	I Ain't Got Nobody (Unart/ATV — BMI)	83	She Can't Say That (Cross Keys — ASCAP)	32	True Life Country Music (House of Gold — BMI/Bobby Goldsboro — ASCAP)	28
Blue Baby Blue (Warner-Tamirlana/Flying Dutchman — BMI)	33	I Can See Forever In Your Eyes (Combine — BMI)	16	Silent Treatment (Blue Moon/April — ASCAP)	49	Tumbleweed (Pi-Gem — BMI)	66
Broken Trust (Goldline Music — ASCAP)	59	I Feel Like Loving You Again (Trea — BMI)	45	Silver Eagle (Eufaula/Jamas Cobb — BMI)	81	Whatever Happened (Raindance/Caseyem — BMI)	63
Can't Keep My Mind Off Of Her (Sabal Music/Mundo Earwood Music — ASCAP)	100	I Just Want To Be With You (Magic Castle/Blackwood — BMI)	82	Smoky Mountain Rain (Pi-Gem — BMI)	7	What's New With You (Chess — ASCAP/Pi-Gem — BMI)	78
Cheater's Trap (Blackwood/Magic Castle — BMI)	54	I Keep Coming Back (Housa Of Gold — BMI)	28	Somebody's Gotta Do The Losing (Shadd House — ASCAP/Millhouse — BMI)	80	When It's Just You And Me (House of Gold — BMI)	58
Cheatin' On A Cheater (Music City — ASCAP)	25	I Love A Rainy Night (DebDava/Briarpatch — BMI)	12	Somebody's Knocking (Chiplin — ASCAP/Tri-Chappell — SESAC)	19	Where Could You (Intersong/Chappell — ASCAP)	73
Colorado Country Morning (Mandina — BMI/Glanwood — ASCAP)	68	I Musta Died (Bad Ju-Ju — ASCAP)	77	Song Of The South (Hall-Clement — BMI)	87	Who'll Turn Out The Lights (Tree — BMI)	43
Could I Have This Dance (Vogue/Maple Hill/Onhisown)	99	I Think I'll Just Stay Here (Shada Traa — BMI)	10	Southern Rains (Blackwood — BMI/Magic Castle — ASCAP)	44	Who's Cheatin' Who (Partner/Algea — BMI)	47
Country Fever (Newwriters — BMI)	85	I Want That Feeling Again (Stallion — BMI)	91	Sweet City Woman (Coverad Wagon — CAPAC)	42	Why Lady Why (Millhouse Music — BMI)	2
Countryfied (Partner — BMI)	57	If I Had It My Way (First Lady/Blue Laka — BMI)	95			Willie Jones (Kama Sutra/Hat Band — BMI)	71
Cup Of Tea (Fruit — BMI)	76	If You Ever Changa Your Mind (Dawnbreaker — BMI/Silver Nightingale — ASCAP)	56			Willow Run (Frebar — BMI)	98
Danca The Two Step (World/Hit Cider — ASCAP)	37	If You Go, I'll Follow (Velvet Apple/Porter — BMI)	24			Yellow Pages (ATV — BMI)	70
Don't Forget Yourself (American Cowboy — BMI)	23					You Almost Slipped My Mind (Irving/Danor — BMI)	1
Don't Look Now (But We Just Fell In Love) (House of						You Are A Liar (Acuff-Rose — BMI)	93



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



HANK MARTIN and BUZZ ARLEDGE (Palmetto PRT 11980)

South Carolina On My Mind (3:07) (Denny Music Co. — ASCAP) (Hank Martin)

These two young men from South Carolina have quite a bright future if this excellent single can be a me'er to gauge by. The lovely tribute to their home state bears clear, beautiful harmonies and knowledgeable production. MOR as well as country should note this one.

BILLY LARKIN (Sunbird SBR-P7557)
20/20 Hindsight (2:57) (Lefty's Music — BMI) (T. Gmeiner, J. Greenbaum, W. Conklin)

Larkin's previous releases have roamed through the lower half of the chart, but haven't been quite what he needed to vault the lower 50 hurdle. The upbeat melody and catchy lyrics of this latest, coupled with Larkin's confident vocals, could be just what the doctor ordered. A good choice for jukebox operators.



HITS OUT OF THE BOX

JOE SUN (Ovation OV-1162)

Ready For The Times To Get Better (3:48) (Aunt Polly's Music — BMI) (Allen Reynolds)

RONNIE McDOWELL (Epic 49-50962)

Wandering Eyes (3:00) (Cross Keys Publ. — ASCAP) (J. O'Hara)

JIM STAFFORD (Warner/Viva WBS-49611)

Cow Patti (3:12) (Senor Music/Cibie Music — ASCAP) (J. Stafford)

FEATURE PICKS

WAYNE MASSEY (Polydor PD-2147)

Diamonds And Teardrops (3:08) (Music City Music — ASCAP) (Barbara Morrison/ Bob Morrison)

SEAN MORTON DOWNEY (E S O 12-932)

Green Eyed Girl (3:19) (Blackwood Music/Fulness Music — BMI) (Jerry Fuller)

GARY GOODNIGHT (Door Knob DK-80-141)

Make Me Believe (2:56) (Door Knob Music — BMI) (Chris Isenberg)

PHIL EVERLY (Curb ZS6-5401)

Dare To Dream Again (2:48) (Everly and Sons Music — BMI) (P. Everly)

RAYBURN ANTHONY (Mercury 57040)

What Do You Need With Another Man (2:50) (Cross Keys Publ. — ASCAP/Tree Publ. — BMI) (Sonny Throckmorton/Chris Dodson)

JOHN REX REEVES (Soc'A'Gee SC-109)

Jamaica Farewell (2:13) (Shari Music Pub. Corp. — ASCAP) (Lord Burgess)

CHARLIE ALBERTSON (Hilltop HTS-153)

We'll Love Each Other Into Heaven Tonight (2:38) (Chappell-Intersong — ASCAP/Unichappell — Pro-Cor) (Gene Dobbins/Skippy Barrett/Tim Daniels)

ROGER WRIGHT (Soundwaves SW-4621)

Holdin' On (3:07) (Hitkit Music — BMI) (Roger D. Wright)

ALBUM REVIEWS

GEORGE BURNS IN NASHVILLE — George Burns — Mercury — SRM-1-6001 — Producer: Jerry Kennedy — List: 8.98

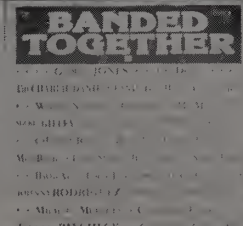
Just when you think George Burns has done all a man can do, he pops up in Nashville in 1979 to record a Country album. And then he does it again in 1980. Though Burns can't be labeled a Country artist in the strictest sense, his sincere vocal renderings and solid back-up unit of Nashville musicians and vocalists meld to make him an honorary graduate of the school. One of the most refreshingly humorous tunes on the album is "Willie, Won't You Sing A Song With Me," but don't overlook "Here's To My Friends" and "Jody And The Kid."

BANDED TOGETHER II — Various Artists — Epic JE 36816 — Producers: Various — List: 7.98 — Bar Coded

The success of Banded Together I spurred Epic into releasing a follow-up album, which, in all likelihood, should fare as well as its predecessor. This 10-song big hits package includes such stellar artists and songs as the Charlie Daniels Band's "Long Haired Country Boy," Michael Murphy's "Cherokee Fiddle," Willie Nelson's "Georgia On My Mind" and Johnny Rodriguez's "Down On The Rio Grande," plus six more tunes to please the Country connoisseur.

I'M COUNTRYFIED — Mel McDaniel — Capitol ST-12116 — Producer: Larry Rogers — List: 7.98 — Bar Coded

Mel McDaniel is a Country purist in every sense of the word. Though he forgoes the nasal twang that dominated much of early Country or mountain music and opts for a smoother vocal sound, he does rely on the simple melodies and standard themes that checker country music's past. That combination works perfectly on such songs as "My Ship's Comin' In," "Hello Daddy, Good Morning Darlin'" and "Right In The Palm Of Your Hand."



THE COUNTRY COLUMN

WOOFERS AND TWEETERS — Have your favorite radio close at hand this Valentine's Day (Feb. 14, 1981), when a special titled *Heartthrob: Conway Twitty Then And Now* airs. The syndicated radio program, which is currently being produced by Opryland Prod.'s **Ty Coppingler** and **Tony Lyons**, will be an interview format covering Twitty's career, from the early days of rock 'n' roll to the present. Of course, no Twitty special would be complete without the man's music, which will be interspersed throughout, as well as little anecdotes offered by such friends as **Loretta Lynn**, **Sonny James**, **Dick Clark**, **Jerry Lee Lewis**, **Barbara Mandrell**, **T.G. Sheppard** and more. The six-hour special will be offered in two three-hour blocks, the first to run Feb. 14 and the second to follow on the 15th. Interested radio stations can contact Opryland Prod. at (615) 883-6197.



Conway Twitty

HERE AND THERE — **Deborah Allen** and **Rafe Van Hoy** have signed with Nashville-based Network Ink, Inc. for public relations representation. Allen is currently readying a radio promotion tour in support of her Capitol album, "Trouble In Paradise," which features excellent cover photography by **Wood Newton**. Allen's tour will kick off Dec. 15 in Texas. . . **Stephanie Winslow** has been approached by White Rain Hair Products to be their "White Rain Girl" in television commercials. . . Somewhere in Arizona is a two-year-old racehorse named Diamond Back, in honor of the **Bellamy Brothers' Band**. . . Elektra artist and premiere guitarist **Billy Earl McClelland** is in Sound Lab in Nashville working on a second album. Skip McQuinn is producing. . . **Billie Jo Spears** has re-signed a booking agreement with United Talent in Nashville. . . **Billy Parks**, bus driver for Conway Twitty, has been named the James Price Driver of the Year by KVOO/Tulsa. . . **Hank Williams Jr.** and the **Bama Band** have been invited to appear at the Showdown Hoedown Festivities, which is an annual prerequisite to the Gator Bowl in Jacksonville, Fla. The bowl will air Dec. 28 on ABC-TV. . . Farris International Talent in Nashville now owns Music City Recorders recording studio. **Jack Logan** will remain as studio supervisor and head engineer. . . **Little Richie Johnson** has completed production of a new album by **Ronnie Smith**. . . **George Hamilton IV** kicks off a lengthy tour of the British Isles in January. Localers **The Carey Duncan Band** will open for Hamilton and his band, **The Numbers**. . . **Glen Campbell** and **Mac Davis** will guest on Narwood Prod.'s *A Very Special Christmas*, which will air Dec. 19-21 over NBC affiliated radio stations. **Anne Murray** will host the special.

STUDIO TRACKS — **Suzanne Mitchell**, director of the **Dallas Cowboy Cheerleaders**, was recently in Nashville's **CBS Recording Studios** working on tracks for the first single for the Cheerleaders, titled "We Love The Cowboys," which will become their theme song. Also in that studio, producer **Ray Baker** was overdubbing and mixing tracks by **Moe Bandy** and **Joe Stampley**. . . **Sheb Wooley**, the man who gave the world "The Purple People Eater" is at it again with "The Jackhammer Man," which he recorded at **Scruggs Studio** in Nashville. . . In the **Sound Emporium** in Nashville, the **Thrasher Brothers** (MCA) are overdubbing several new tunes, with **Jim Foglesong** producing and **Jim Williamson** engineering. Warner Bros.' **Rex Allen Jr.** recently became the first artist to do a live session in the Sound Emporium's new Studio C.

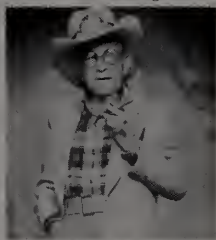
SON OF HONKY TONK — Yet another Moe and Joe (Bandy and Stampley, respectively) Honky Tonk is scheduled to open before the year's close. This one is in Shreveport, La. and opens New Year's Eve. It joins its sister club in Houston, which opened in mid-August.

Look for a new **T.G. Sheppard** album in late February. **Buddy Killen** will produce this one too. (Killen produced Sheppard's last Warner Bros. LP, "Smooth Sailing.")

RABBIT FOOD — What's a poor radio station to do? When **KNIX** Radio in Phoenix offered complimentary tickets to fans wishing to see **Eddie Rabbit**, who was staging a free concert to tape his Miller Beer TV spots, in excess of 10,000 requests for tickets flooded the Phoenix station. The only problem was the Mesa Amphitheatre will hold only 2,500. Rabbit could have filled the place four nights in a row at that rate.

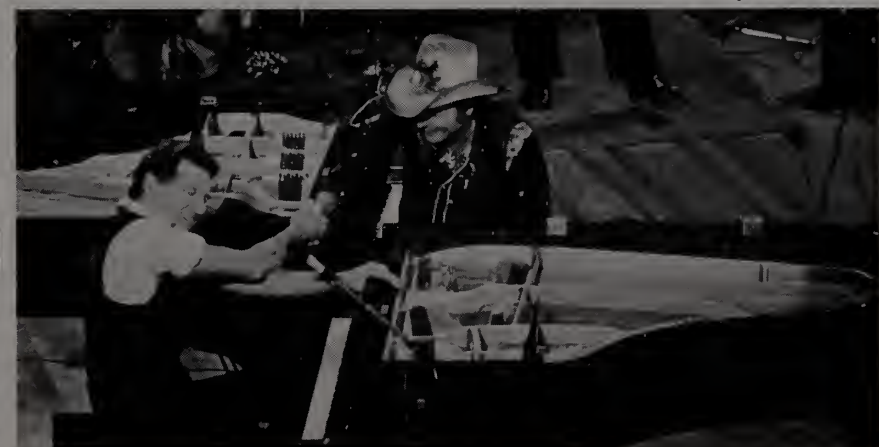
THE THINGS WE PICK UP ON A TRIP — When **Crystal Gayle** tours, she is often the recipient of some very unusual gifts. For instance, on her recent 16-city fall tour, the singer was gifted with a gold spike from the original Wabash Cannonball train line, which was presented to her by the mayor of Wabash, Inc., **George Dingley**.

GEORGE BURNS IN PAPERBACK — **George Burns'** 1979 book, *The Third Time Around*, will be out in paperback this month. Burns also released his second album for Mercury last week, titled "George Burns In Nashville." When everyone's favorite octogenarian turns 85 in January, he will be the special guest of a big bash in Hollywood, given in his honor by Ben Gurion University. The party will commemorate the building of the George Burns Medical Center at the University in Israel.



George Burns

jennifer bohler



RELATIVELY SPEAKING — When Elektra's **Jerry Lee Lewis** and Columbia's **Mickey Gilley** get together, it's a family affair. The cousins recently teamed up for a rousing rendition of "I'll Fly Away" on an upcoming HBO Special, *Country Music — A Family Affair*. Pictured at their dueling pianos are Lewis (!) and Gilley.

COUNTRY RADIO

THE COUNTRY MIKE

JAMBOREE IN JEOPARDY? — It has come to our attention this week that Mutual Radio Network's *Jamboree USA*, the syndicated weekend feature showcasing top country stars, may be discontinued in the near future. Rumor on the street has it that just as the network has terminated the Mutual Radio Theater and the Southwest Regional Network because of a lack of advertising support, *Jamboree USA* will follow suit. Sources at Mutual headquarters declined to comment on the fate of the program, stating only that the matter was still under discussion. *Jamboree USA* has been on the air since 1933, and carried by Mutual Radio since 1979. The program is being carried to 150 stations across the nation. Stay tuned for further developments.

PERSONALITY PROFILE — **Rusty Rogers** began his radio career as an "off-the-air" personality many years ago in the privacy of his own garage, alternating two turntables and using a broom stick as a microphone. The Louisville native learned at an early age the importance of the tenacity and hard work that would eventually lead him from the garage to the programming studio. While working in a laboratory as a blood processor, Rogers became acquainted with local air personalities, most importantly, **Margle Platto**, all-night DJ with **WLRS**, a Louisville AOR station. Rogers spent months accompanying Platto on the all-niters, learning the ropes under her direction, until he decided to strike out on his own. But stike out he didn't.

Heading north, Rogers found an opening with **WYTL/Oshkosh, Wisc.** where he took over the 6:00 p.m.-midnight shift, where he dug in, often working months at a time without a day off. His diligence was well recognized. Program director at that time, **Doug Lane** (presently PD with **WLXR/La Crosse**) wrote a heavy recommendation for Rogers, who, after a year-and-a-half with **WYTL**, was named music director for **WAXX/Eau Claire**. He has been in that position since August 1980. Future plans? Rogers intends to work his way to the program director's post, and eventually, go into station management.

Cash Box sends its condolences to the friends and family of veteran country air personality **Dick Haynes**, who died of cancer Nov. 25. Haynes will long be remembered by the industry as one of the all-time air personality greats and a pioneer in country radio. His distinguished career spread from Texas to California, where he became a mainstay with **KLAC/Los Angeles**, carrying the morning shift for over three decades until he was forced off the air by illness a year ago. Recently the city of Los Angeles paid tribute to Haynes, proclaiming it "Dick Haynes Day" and inducting him into the Hollywood Walk of Fame. Haynes will be remembered not only by his wit and humor on the air, but also by his genuine interest in, and caring for people.

Country Music Countdown, Mutual Radio's New Year's special has reportedly broken a network record "by becoming the highest clearing music special in recent radio history." A total of 616 stations throughout the country will now air the special, covering 142 of the top 150 markets. *Country Music Countdown — 1980* has now surpassed the former clearance record set the weekend of July 4th when Mutual aired the *Johnny Cash Silver Anniversary Special*, which cleared a total of some 506 stations. Hosting this year's New Year's special will be **Anne Murray**.

Congratulations to **WSM/Nashville's** night time air personality and part-time sports announcer, **Chuck Morgan**, and wife **Lynn** on the birth of 6 pound, 8 ounce boy, **Rhett**, Friday, Nov. 21.

We received another letter this week concerning the lack of label service as far as new product goes, to the smaller or newer country stations. **KBEC/Waxahachie, Texas** is one more that has just been added to the **Cash Box** Top 100 most needy list. Yes, they are in a smaller market. Yes, they are a new country station, like so many others. But despite the problem of not receiving product, they report that their audience size and billing has increased "significantly." It is evident that to further increase their market, they need records to play. The most disturbing point made in the letter from **KBEC** is that while medium and large market stations are receiving promotional copies by the gross, the smaller market stations are receiving no copies at all. It is not that labels are merely overlooking these stations. In fact, **KBEC** reports that some record companies are offering to sell them promotional copies! Now am I mistaken, or is it against the law to sell promotional records? Please send promos to **KBEC, P.O. Box 558, Waxahachie, TX, 75165.** **country mike**

PROGRAMMERS PICKS

Suzanne Benson	WMAQ/Chicago	Willie Jones — Bobby Bare — Columbia
Lee Ranson	WXCL/Peoria	Killin' Time — Fred Knoblock and Susan Anton — Scotti Brothers
Rob Hough	KTTS/Springfield	Hillbilly Girl With The Blues — Lacy J. Dalton — Columbia
Mike Corbln	KLLL/Lubbock	9 To 5 — Dolly Parton — RCA
Dan Diamond	KCKN/Kansas City	Southern Rains — Mel Tillis — Elektra
Allen Dick	WIVK/Knoxville	What's New With You — Con Hunley — Warner Bros.
Tim Byrd	WHK/Cleveland	Pick Up The Pieces Joanne — Bobby Hood — Chute
Dave Beadles	KSSS/Colorado Springs	Yellow Pages — Roger Bowling — NSD
Con Schrader	KLAK/Denver	1959 — John Anderson — Warner Bros.
Country Dan Dixon	WCXI/Detroit	Are You Happy Baby? — Dottie West — Liberty
Pam Green	WHN/New York	Whiskey Heaven — Fats Domino — Warner Bros./Viva
Bud Forte	WWVA/Wheeling	Hillbilly Girl With The Blues — Lacy J. Dalton — Columbia
Chrls Foxx	WYDE/Birmingham	Anything But Yes Is Still A No — Stephanie Winslow — Warner/Curb

MOST ADDED COUNTRY SINGLES

1. **SOUTHERN RAINS — MEL TILLIS — ELEKTRA — 42 REPORTS**
2. **HILLBILLY GIRL WITH THE BLUES — LACY J. DALTON — COLUMBIA — 30 REPORTS**
3. **ARE YOU HAPPY BABY? — DOTTIE WEST — LIBERTY — 22 REPORTS**
4. **CUP OF TEA — REX ALLEN, JR. AND MARGO SMITH — WARNER BROS. — 20 REPORTS**
5. **WHAT'S NEW WITH YOU — CON HUNLEY — WARNER BROS. — 19 REPORTS**
6. **ANYTHING BUT YES IS STILL A NO — STEPHANIE WINSLOW — WARNER/CURB — 18 REPORTS**
7. **FOLLOWING THE FEELING — MOE BANDY — COLUMBIA — 12 REPORTS**
8. **GETTIN' OVER YOU — TIM REX and OKLAHOMA — DEE JAY — 12 REPORTS**
9. **WHO'S CHEATIN' WHO — CHARLY McCLAIN — EPIC — 11 REPORTS**
10. **DON'T LOOK NOW (BUT WE JUST FELL IN LOVE) — EDDY ARNOLD — RCA — 11 REPORTS**

MOST ACTIVE COUNTRY SINGLES

1. **I KEEP COMING BACK/TRUE LIFE COUNTRY MUSIC — RAZZY BAILEY — RCA — 53 REPORTS**
2. **9 TO 5 — DOLLY PARTON — RCA — 48 REPORTS**
3. **BEAUTIFUL YOU — THE OAK RIDGE BOYS — MCA — 44 REPORTS**
4. **DON'T FORGET YOURSELF — THE STATLER BROTHERS — MERCURY — 40 REPORTS**
5. **GOODBYE MARIE — BOBBY GOLDSBORO — CURB/CBS — 37 REPORTS**
6. **1959 — JOHN ANDERSON — WARNER BROS. — 34 REPORTS**
7. **I'LL BE THERE (IF YOU EVER WANT ME) — GAIL DAVIES — WARNER BROS. — 34 REPORTS**
8. **IF YOU GO, I'LL FOLLOW YOU — PORTER WAGONER and DOLLY PARTON — RCA — 32 REPORTS**
9. **DOWN TO MY LAST BROKEN HEART — JANIE FRICKE — COLUMBIA — 32 REPORTS**
10. **I FEEL LIKE LOVING YOU AGAIN — T.G. SHEPPARD — WARNER/CURB — 32 REPORTS**

Ramblin' Offers Stan Hitchcock Show As Weekly Syndicated Radio Program

NASHVILLE — The Stan Hitchcock Show, produced by Ramblin' Productions of Springfield, Mo., will soon be offered to radio stations as a syndicated, weekly program. Targeted for a Jan. 1 debut, Ramblin' currently has more than 100 radio stations lined up for the program, with major markets like Atlanta, Nashville, San Diego, Detroit, Minneapolis and Dallas set to receive the country music program.

The half-hour production is produced to allow four minutes of commercials for a national sponsor, and four minutes of time for local sales. Taped on location at the School of the Ozarks, the series features Hitchcock as well as guest performers each week.

Already a weekly syndicated television program, *The Stan Hitchcock Show* airs in some 84 markets. The program is also

produced by Ramblin' Productions, a two-and-one-half-year old company. Owned by Bill and Janet Dailey, the company also produces and syndicates a news feature titled *Lyons In America*. The 60-90 second feature is video tapes of various people and places across the country.

Other plans include a television series based on co-owner Janet Dailey's books (Dailey has authored 62 novels for Harlequin Romances and Pocket Books). One of her novels, *The Ivory Cane*, will be made into a 90-minute pilot. Other books are being considered for major motion pictures, with Ramblin' serving as co-producer.

The company has also formed Ramblin' Records, which will include artists Hitchcock and Elaine Fender, a regular on the show. A publishing company of the same name is also in the works.



SYLVIA AND DILLON WIN WITH WINN — Louisville, Kentucky's **WINN** recently hosted RCA artists **Sylvia** and **Dean Dillon** in a live remote broadcast from the *Tumbleweed Mexican Restaurant* in that city. **Sylvia's** current single, "Tumbleweed," inspired the Louisville eatery to have "Sylvia Day" in her honor. Pictured beside the restaurant's rolling advertisement are (l-r): **Sylvia**; **Jack Daniels**, **WINN**; and **Dillon**.

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On 11/22 Chart	Chart
1 REJOICE SHIRLEY CAESAR (Myrrh MSB 6646)	1	16
2 TRAMAINÉ TRAMAINÉ HAWKINS (Light LS-5760)	2	36
3 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	3	106
4 I'LL BE THINKING OF YOU ANDRAE CROUCH (Light LS 5763)	4	56
5 PLEASE BE PATIENT WITH ME ALBERTINA WALKER with JAMES CLEVELAND (Savoy SL 14527)	5	44
6 AIN'T NO STOPPING US NOW WILLIE JOHNSON and THE GOSPEL KEYNOTES (Nashboro 27217)	6	54
7 A PRAYING SPIRIT JAMES CLEVELAND AND THE CORNERSTONE CHOIR (Savoy 7046)	7	22
8 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	9	8
9 KEEP ON CLIMBING, WE GOTTA GO HIGHER PILGRIM JUBILEE SINGERS (Savoy 14584)	8	10
10 ALL ABOUT JESUS SENSATIONAL NIGHTINGALES (Malaco 4398)	12	18
11 PEOPLE GET READY SUPREME ANGELS (Nashboro 7226)	11	14
12 IF YOU MOVE YOURSELF THEN GOD CAN HAVE HIS WAY DONALD VAILS (Savoy 7039)	13	14
13 ONE DAY AT A TIME REV. THOMAS L. WALKER (Eternal Gold EGI-652)	15	4
14 GOD'S WILL, GOD'S WAY BEN E. CUMMINGS (New Birth 7050)	16	4
15 SHOW ME THE WAY WILLIE BANKS & THE MESSENGERS (HSE 1532)	10	50
16 VICTORY SHALL BE MINE JAMES CLEVELAND & THE SALEM INSPIRATIONAL CHOIR (Savoy SL 14541)	—	2
17 IT STARTED AT HOME JACKSON SOUTHERNAIRES (Malaco M-4366)	14	40
18 IT'S A NEW DAY JAMES CLEVELAND & THE SO. CAL. COMMUNITY CHOIR (Savoy SGL 7035)	20	60
19 HEAVEN GENOBIA JETER (Savoy SL 14547)	19	14
20 EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14580)	18	6

Inspirational

	Weeks On 11/22 Chart	Chart
1 NEVER ALONE AMY GRANT (Myrrh MSB 6645)	1	24
2 FORGIVEN DON FRANCISCO (New Pax NP 33042)	2	104
3 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST-4015)	3	44
4 YOU GAVE ME LOVE B.J. THOMAS (Myrrh MSB 6574)	4	70
5 THE PAINTER JOHN MICHAEL & TERRY TALBOT (Sparrow SPR 1037)	6	22
6 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	9	14
7 FOR THE BEST B.J. THOMAS (Songbird-MCA 3231)	5	34
8 GOT TO TELL SOMEBODY DON FRANCISCO (New Pax NP 33071)	10	54
9 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	12	12
10 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0064)	11	24
11 NEVER THE SAME EVIE TOURNOUIST (Word WSB 8806)	7	76
12 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	8	104
13 SAVED BOB DYLAN (Columbia FC 36553)	13	20
14 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	16	4
15 THE BIRTHDAY PARTY CANDLE & THE AGAPELAND SINGERS (Sparrow BWR-2024)	15	8
16 FAVORITES, VOL. I EVIE TOURNOUIST (Word WSD 8845)	17	4
17 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	14	142
18 PH'ILIP SIDE PHIL KEAGGY (Sparrow SPR 1036)	—	2
19 IN CONCERT B. J. THOMAS (Songbird/MCA 5155)	—	2
20 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow SPR 1020)	—	2



MIDNIGHT AT THE PALOMINO — Following an appearance at the Palomino in Los Angeles, Maria Muldaur (c) met Nita (l) and Dave Peters of Distribution by Dave. Muldaur's latest release, "Gospel Nights" on Takoma Records, was recorded live at McCabe's in Santa Monica, with special guests the Chambers Brothers sitting in.

Publishing And Sales Staffs Feel Impact Of Recent Benson Merger

by Angela Ball

NASHVILLE — The Christian music community is still feeling the impact from the recent formation of the New Benson Co., the Christian conglomerate located here. The combination of Paragon Publishing Group and Benson Publishing has yielded what is now perhaps the largest music publishing organization in Christian music.

Randy Cox, former director of Paragon Publishing, has been named as general manager of the Paragon/Benson Publishing Group. Cox and his 10 member staff are now actively promoting the catalogues of 30 music companies, 1,000 writers and 8,000 copyrights, which include "Father's Eyes," "Rise Again," "He Touched Me" and "Give Them all To Jesus." Some of the writers represented by the Paragon/Benson Group include Bill and Gloria Gaither, Dallas Holm, Don Francisco, Dottie Rambo, Phil Johnson, Stuart Hamblen and the Hemphills.

The Paragon/Benson Publishing Group recently demonstrated an innovative idea by hiring a full-time staff writer, Michael W. Smith, a first among Christian music publishers. A native of Kenova, West Virginia, Smith will primarily be involved as the in-house writer for Paragon/Benson, as well as being involved in daily activities, including keyboard and vocal demo session work.

Added Sales Punch

The New Benson Co. has also expanded its sales staff with the addition of several new sales representatives. Joining Benson are James E. McKenna, Ted Payne, Bill Robison, Haines Maxwell and Gary Roby. In their new positions, they will be covering regionalized areas encompassing several states. Maxwell will be calling on accounts in South Carolina, Tennessee, North Carolina and Virginia; Robison will handle Kentucky, Indiana and Illinois; Payne will work Florida and Alabama; Roby covers Northern California, Hawaii and Nevada; and McKenna will be responsible for Colorado, New Mexico and Utah.

There were also several promotions during the expansion of the sales staff. Larry Sipe, Joe Oakley, Michail Dixon and Darrell Danielson were promoted to positions as

regional sales managers.

Sipe has been with Benson for seven years and will continue to call on accounts in Indiana, Illinois and Michigan, while performing his duties as regional sales manager for the midwestern region.

Southwest Region

Oakley has been a sales representative with Benson for three years and will continue to call on accounts in Texas and Louisiana in his position of sales manager for the southwestern region.

Michail Dixon was promoted to the position of regional sales manager for the southeast. Dixon has been with Benson for two years and will continue to call on accounts in Mississippi and Tennessee.

Danielson, regional sales manager for the northwestern region, was also recently named "Salesman of the Year." Danielson received the honor after a four-year tenure with Benson as a sales representative. Danielson will continue to call on accounts in Washington, Oregon, Alaska, Montana, Idaho and Utah.

Word Records Opens Los Angeles Office

NASHVILLE — Word's black music division has established offices in Los Angeles under the direction of general manager James Bullard. New artists include Shirley Caesar, Donn Thomas, Morris Chapman and Tony Corner and Crosswinds, who have first albums out now on the Myrrh Records label.

Other artists in the division include Beautiful Zion Choir, Push Choir, Bill Thedford, Billy Preston, Teddy Huffam, Leon Patillo and Lanier Ferguson, with new album releases expected shortly after the first of the year from the New York Community Choir and the Mighty Clouds of Joy.

Bullard announced plans to aggressively promote product by current artists, while searching for new singers, choirs and writers. Bullard has additional concepts in the planning stage, including an increased staff to aid in contact with churches, choirs, organizations, conventions and seminars.

Steering Wheel Makes Unusual Promo Idea

NASHVILLE — Word Distribution in Waco, Texas is promoting Terry Clark's new single, "Jesus Is At the Wheel," by mailing car steering wheels to 100 radio stations. The single from Clark's new "Melodies" album on Good News Records is being sent to 50 gospel and 50 secular stations with a note indicating "We couldn't steer you wrong."

Dan Hickling, religious radio promoter for Word, has characterized the album as an "uptown country sound," using alto sax instead of traditional harmonica and fiddle to produce the contemporary country sound.

ALBUM REVIEWS

THE LORD WILL MAKE A WAY — Al Green — Myrrh MSB 6661 — Producer: Al Green — List: 7.98

Al Green's soulful voice exudes power on this album, which is full of a diverse range of musical messages. Two bluesy tunes, "None But the Righteous" and "I Have A Friend," are highlighted by velvety vocals, reminiscent of Sam Cooke. Green's arrangement of "Highway To Heaven" takes on a bluegrass sound, both in the vocal rendition on side one and the instrumental reprise on side two.

CAN'T STOP THE MUSIC — Lanny Wolfe and the Lanny Wolfe Trio — Impact R3575 — Producer: Phil Johnson — List: 7.98

This album represents the first vinyl effort by the Lanny Wolfe Trio with new members Gail George and Lori Lewis. The Trio's new sound is evident on the title cut, "Can't Stop the Music," which showcases their tight vocal blending. All songs, with the exception of "I'm Gonna Rise With Jesus," were penned by Wolfe. Material covers a broad stylistic range, from the lush "Stirred But Not Changed," recorded live with the London Philharmonic, to "Fresh Touch of Desire," a traditional sounding tune.

TRUTH/LIVE-SRO — Paragon PR 33082 — Producers: Bob MacKenzie and John Thompson — List: 7.98

As the acronym in the title implies, Truth is indeed of the "standing room only" caliber. This two-record collection was recorded live before an enthusiastic crowd at Mississippi College in Clinton, Miss. and represents the 20th career album for this contemporary Christian group. The album covers a wide spectrum of styles, from traditional hymns like "Victory In Jesus" and "I'll Fly Away" to the contemporary "No Shortage."

AL GREEN



LANNY WOLFE



JAZZ

ON JAZZ

MAKIN' SANTA SWING — When it gets close to Christmas, the big news is always new releases. This season is following true to form with virtually every label and indie distributor barking on the midway of new releases. Contemporary Records continues to be a label of the future by taking equal care with its past and present. With six releases this week, four of them reissues from its excellent catalog, the label reaffirms itself as one of the most conscientious producers of jazz. New recordings are "Peaceful Heart, Gentle Spirit" by **Chico Freeman**, with **James Newton**, **Jay Hoggard**, **Kenny Kirkland**, **Buster Williams**, and **Billy Hart**, and "Lunch in L.A.," by **Teo Macero**. Reissued are: "Shelly Manne and His Men at the Black Hawk, Vol. 1"; "Benny Colson's New York Scene"; "Blackstone Legacy" by **Woody Shaw** with **Gary Bartz**, **Bennie Maupin**, **George Cables**, **Ron Carter**, **Clint Houston**,



and **Lenny White**; and "For Real!" by **Hampton Hawes**, **Harold Land**, **Scott La Faro**, and **Frank Butler**. This is the kind of reissue program that deserves support . . . New York-based **Inner City** has its own batch of releases, including two titles by saxophonist **Sadao Watanabe**. "Bird of Paradise" features Watanabe with **Ron Carter**, **Tony Williams**, and **Hank Jones**, while "Autumn Blow" spotlights the Japanese horn man's fusion chops with support from **Harvey Mason**, **Patrice Rushen**, and **Lee Ritenour**. Other **Inner City** titles are "Mad About the Boy" by singer-turned-model-turned-actress-turned-singer **Cybill Shepherd** with tenor **Stan Getz**; "Chasin' the Bird" is from **Helen Merrill**; "Notorious Tourist From the East" is a **Toshiko Akiyoshi** quartet date; "Bunny Brunel" is the solo debut from **Chick Corea's** bassist; "Live at Wigmore" is a two-record collaborative effort between **Derek Bailey** and **Anthony Braxton**; "Victor Assis Brasil Quintet" is by the South American alto player; and "Art Farmer At Boomers" features **Clifford Jordan** . . . **New Music Distribution/Jazz Composers Orchestra Association** at 500 Broadway, New York, handles many small independent labels. One newcomer to their catalog is **American Clave**, headed up by former **NMDS/JCOA** staffer **Klip Hanrahan**. **American Clave** enters the market this week with two issues: "Teo" by **Teo Macero** with **Lee Konitz**, **Charles Mingus**, **Bill Evans**, and others; and "Ya Yo Me Cure" by trumpeter/percussionist **Jerry Gonzalez**, a veteran of **Dizzy Gillespie**, **Tony Williams**, and **Ray Barretto** led units. Also new at **NMDS/JCOA** are "Lady of the Mirrors," solo piano by **Anthony Davis**, and "The Mystery School," by **James Newton** and the woodwind quintet featuring **John Carter**, **Red Callendar**, **John Nunez**, and **Charles Owens**. Both releases are on **India Navigation**. Other new releases are "Getting Ahead" by guitarist **Fred Frith** and synthesizer player **Bob Ostertag** on Frith's **Rift** label, and "Triumph" by **AACM** vocalist **Iqua Colson** on the **Silver Sphinx** label. Joining **Colson** for the date are clarinetist **Douglas Ewart**, pianist **Steve Colson**, and **Art Ensemble of Chicago** saxophonist **Joseph Jarman**. Final **NMDS/JCOA** titles are three on **Hat-Hut**: "Long March" by **Max Roach** and **Archie Shepp**; "Human Animal" by drummer **Jerry Shaddonnens**; and "Orange Juice, Nice Food" by pianist **Antonello Salis** . . . **Brooklyn-based importer/wholesaler/mail-order house Daybreak Express** is also handling several new releases. "Celebration Road Show Live" is by trumpeter/vocalist **Gary Miller** on the **Circle** label; "Jet Away" features cornet/flugelhornist **Bruce Cameron's Ensemble** on **Jazz Works** records; "Take the Heat Off Me" is by reed man **Robln Kenyatta** on **Jazz Dance Records**; Sweden's **Skarby International Records** has "Illinois Jacquet in Swinging Sweden" and "Jimmy Rowles on Tour"; England's **Swing House** offers a limited edition "Jumpin' Jive" by **Cab Calloway**; and **English Rarities** has new issues featuring **Barney**

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(continued on page 44)

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
	12/6		12/6
1	19	21	23
GIVE ME THE NIGHT GEORGE BENSON (Qwest/Warner Bros. HS 3453)		"H" BOB JAMES (Tappan Zee/Columbia JC 36422)	
2	7	22	12
CARNAVAL SPYRO GYRA (MCA 5149)		LAND OF THE THIRD EYE DAVE VALENTIN (GRP/Arista 5009)	
3	5	23	18
WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)		ROUTES RAMSEY LEWIS (Columbia JC 36423)	
4	8	24	5
INHERIT THE WIND WILTON FELDER (MCA 5144)		USE THE STAIRS STANLEY TURRENTINE (Fantasy F-9604)	
5	4	25	6
ODORI HIROSHIMA (Arista AL 9541)		LOVE FANTASY ROY AYERS (Polydor PD-1-6301)	
6	9	26	5
CIVILIZED EVIL JEAN-LUC PONTY (Atlantic SD 16020)		LOVE AT FIRST SIGHT SONNY ROLLINS (Milestone M-9098)	
7	10	27	16
FAMILY HUBERT LAWS (Columbia JC 36396)		NIGHT CRUISER DEODATO (Warner Bros. BSK 3467)	
8	22	28	3
LOVE APPROACH TOM BROWNE (GRP/Arista 5008)		NIGHT SONG AHMAD JAMAL (Motown M7-945R1)	
9	4	29	11
MR. HANDS HERBIE HANCOCK (Columbia JC 36578)		TAKE IT TO THE LIMIT NORMAN CONNORS (Arista AL 9534)	
10	10	30	14
SEAWIND (A&M SP-4824)		BADDEST GROVER WASHINGTON, JR. (Motown M9-940A2)	
11	26	31	2
THIS TIME AL JARREAU (Warner Bros. BSK 3434)		THE CELESTIAL HAWK KEITH JARRETT (ECM M5E 1175)	
12	9	32	1
TOUCH OF SILK ERIC GALE (Columbia JC 36570)		IN CONCERT, ZURICH, OCTOBER 28, 1979 CHICK COREA and GARY BURTON (ECM/Warner Bros. -2-1182)	
13	4	33	39
RODNEY FRANKLIN (Columbia JC 36747)		CATCHING THE SUN SPYRO GYRA (MCA 5108)	
14	2	34	7
LATE NIGHT GUITAR EARL KLUGH (Liberty LT-1079)		THE OTHER WORLD JUDY ROBERTS (Inner City IC 1088)	
15	6	35	1
TWENNYNINE with LENNY WHITE (Elektra 6E-304)		4 X 4 MCCOY TYNER (Milestone 55007)	
16	6	36	12
80/81 PAT METHENY (ECM 2-1180)		HOW'S EVERYTHING SADAO WATANABE (Columbia C2X 36818)	
17	8	37	14
VICTORY NARADA MICHAEL WALDEN (Atlantic SD 19279)		THE SWING OF DELIGHT DEVADIP CARLOS SANTANA (Columbia C236590)	
18	24	38	15
RHAPSODY AND BLUES THE CRUSADERS (MCA 5124)		LARSEN-FEITEN BAND (Warner Bros. BSK 3468)	
19	19	39	2
MAGNIFICENT MADNESS JOHN KLEMMER (Elektra 6E-284)		SOMETHING LIKE A BIRD CHARLES MINGUS (Atlantic SD 8805)	
20	1	40	42
NIGHT PASSAGE WEATHER REPORT (ARC/Columbia JC 36793)		HIDEAWAY DAVID SANBORN (Warner Bros. BSK 3379)	

JAZZ ALBUM PICKS

VICTORY ASSIS BRASIL QUINTET — Inner City IC 1093 — Producer: Maurício Quadrio — List: 7.98

Jazz albums recorded in South America by native musicians are reaching U.S. record racks with an increasing frequency. This date, cut in Sao Paulo, Brazil for EMI-Odeon and licensed here to Inner City, is characterized by a high level of musicianship while it demonstrates the worldwide appeal of bop, modal and mainstream jazz idioms. Brazil is not merely an educated soprano and alto student, though, and he leads his quintet with taste and integrity.

BIRD OF PARADISE — Sadao Watanabe with the Great Jazz Trio — Inner City IC 6061 — Producer: Kiyoshi Itoh — List: 7.98

One of a pair of recent releases by Watanabe on Inner City, the saxophonist works out exclusively on alto here, drawing material from Charlie Parker's repertoire. The album strikes a nice balance with Watanabe paying tribute to one of his mentors, while still exploring his own motifs within Bird's conception. Hank Jones, Ron Carter and Tony Williams are the rhythm section for this 1977 date.

NIGHT PASSAGE — Weather Report — Columbia JC 36793 — Producers: Joe Zawinul and Jaco Pastorius — List: 7.98

Weather Report owns the most easily identifiable sound of any fusion band, and the unity of purpose among Messrs. Zawinul, Shorter and Pastorius would seem to be the explanation. Setting the pace are drummers Peter Erskine and Robert Thomas Jr., driving the band through seven originals and a strong cover of Ellington's "Rockin' In Rhythm."



PEACEFUL HEART, GENTLE SPIRIT — Chico Freeman — Contemporary 14005 — Producer: John Koenig — List: 7.98

The listener who weeps and waits that there are no young musicians that can "play it all" is strongly advised to listen to Chico Freeman's records. At the age of 31, Freeman has successfully incorporated the history of the music into his explorative style, emerging equally relaxed when swingin', swaggerin' or screamin'. Freeman keeps good company with the likes of Billy Hart, Buster Williams, James Newton, Kenny Kirkland and Jay Hoggard, and this one comes highly recommended.

TEO — Teo Macero — American Clave 1002 — Producers: Teo Macero and Klip Hanrahan — List: 8.98

As producer for Miles Davis, Theolonious Monk and others, Macero has made his mark on jazz. This album offers a very interesting package of disparate sessions produced by or featuring the saxophone of Macero. Fans of Charles Mingus will be happy to see five tracks from a long unavailable 1953 Debut EP. Other goodies include playing by Lee Konitz and an all-star date with Bill Evans, Phil Woods, Al Cohn, Eddie Costa and Frank Rehak.

BLACKSTONE LEGACY — Woody Shaw — Contemporary S7627/8 — Producers: Lester and John Koenig — List: 9.98

It's rare to hear an artist recording his first album is told not to worry about selling records, but it is even rarer when that same newcomer is allowed his freedom on a double album. But so it was in 1970 when Contemporary recorded "Blackstone Legacy," Woody Shaw's first LP as a leader. This reissue offers solid evidence the freedom and faith paid off. With Shaw an established figure on the trumpet scene, this album still stands as one of his best. An excellent choice for reissue.

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On 12/6 Chart		Weeks On 12/6 Chart
1 HOTTER THAN JULY STEVIE WONDER (Tamla/Motown TR-373M1)	1	6	
2 TRIUMPH THE JACKSONS (Epic FE 36424)	2	9	
3 TP TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	3	18	
4 FACES EARTH, WIND & FIRE (ARC/Columbia KC 2 36795)	4	4	
5 CELEBRATE KOOL & THE GANG (De-Lite/Mercury DSR 9519)	5	9	
6 FEEL ME CAMEO (Chocolate City/ Casablanca CCLP 2016)	7	7	
7 DIRTY MIND PRINCE (Warner Bros. BSK 3479)	11	7	
8 ARETHA FRANKLIN (Arista AL 9538)	10	8	
9 GIVE ME THE NIGHT GEORGE BENSON (Qwest/Warner Bros. HS 3453)	9	19	
10 ZAPP (Warner Bros. BSK 3463)	6	13	
11 IRONS IN THE FIRE TEENA MARIE (Gordy/Motown G8-997M1)	9	15	
12 SHINE ON L.T.D. (A&M SP 4819)	12	15	
13 AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	14	9	
14 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-335)	21	5	
15 HURRY UP THIS WAY AGAIN THE STYLSTICS (YGOP/CBS JZ 36470)	15	10	
16 INHERIT THE WIND WILTON FELDER (MCA-5144)	17	8	
17 LOVE APPROACH TOM BROWNE (GRP/Arista 5005)	13	20	
18 THE WANDERER DONNA SUMMER (Geffen/Warner Bros. GHS 2033)	15	6	
19 KURTIS BLOW (Mercury SRM-1-3854)	19	9	
20 RAY, GOODMAN & BROWN II RAY, GOODMAN & BROWN (Polydor PD-1-6299)	19	11	
21 JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol S-12997)	20	20	
22 DIANA DIANA ROSS (Motown M8-936)	22	27	
23 THIS IS MY DREAM SWITCH (Gordy/Motown G8-999M1)	26	5	
24 SEAWIND (A&M SP-4824)	25	8	
25 POSH PATRICE RUSHEN (Elektra 6E-392)	34	3	
26 TWENNYNINE with LENNY WHITE (Elektra 6E-304)	27	8	
27 WIDE RECEIVER MICHAEL HENDERSON (Buddah/Arista BDS 6001)	23	17	
28 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	35	3	
29 SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	24	33	
30 STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	25	9	
31 14 KARAT FATBACK (Spring/Polydor SP-1-6729)	31	7	
32 LET ME BE YOUR ANGEL STACY LATTISAW (Cotillion/Atlantic SD 5219)	29	29	
33 SPECIAL THINGS POINTER SISTERS (Planet/Elektra P-9)	32	16	
34 CARNAVAL SPYRO GYRA (MCA 5149)	37	5	
35 VICTORY NARADA MICHAEL WALDEN (Atlantic SD 19279)	30	9	
36 HEROES COMMODORES (Motown M8-993M1)	35	25	
37 ODORI HIROSHIMA (Arista AL 9541)	40	4	
38 ULTRA WAVE BOOTSIE (Warner Bros. BSK 3433)	46	2	
39 LATOYA JACKSON (Polydor PD-1-6291)	39	10	
40 JERMAINE JERMAINE JACKSON (Motown M8-1499F)	53	2	
41 THE AWAKENING THE REDDINGS (Believe In A Dream/CBS JZ 36575)	47	5	
42 THE GAME QUEEN (Elektra 5E-513)	33	16	
43 WAITING ON YOU FRICK (Bang/CBS JZ 36262)	36	23	
44 AS ONE THE BAR-KAYS (Mercury SRM-1- 3544)	—	1	
45 THIS TIME ALJARREAS (Warner Bros. BSK 3434)	42	26	
46 ONE IN A MILLION LARRY GRAHAM (Warner Bros. BSK 3447)	41	26	
47 LOVE LIVES FOREVER MINNIE RIPERTON (Capitol SOO-12097)	43	16	
48 TOUCH CON FUNK SHUN (Mercury SRM-1-4602)	—	1	
49 THE DRAMATIC WAY THE DRAMATICS (MCA-5146)	52	4	
50 HEAVENLY BODY THE CHI-LITES (20th Century-Fox/RCA T-619)	50	5	
51 THE YEAR 2000 THE O'JAYS (YGOP/CBS FZ 36418)	44	16	
52 ADVENTURES IN THE LAND OF MUSIC DYNASTY (Solar/RCA BXL-3576)	45	22	
53 PUCKER UP LIPPS, INC. (Casablanca NBLP 7242)	51	8	
54 CANDLES HEATWAVE (Epic FE 36873)	—	1	
55 SWEET VIBRATIONS BOBBY "BLUE" BLAND (MCA 5145)	59	3	
56 LOVE FANTASY ROY AYERS (Polydor PD-1-6301)	48	7	
57 MR. HANDS HERBIE HANCOCK (Columbia JC 36578)	62	2	
58 SWEAT BAND HUBERT LAWS (Columbia JC 36396)	—	1	
59 LET'S DO IT TODAY LENNY WILLIAMS (MCA-5147)	49	8	
60 CAMERON (Salsoul/RCA SA-8535)	54	22	
61 A MUSICAL AFFAIR ASHFORD & SIMPSON (Warner Bros. HS 3453)	56	17	
62 FAMILY HUBERT LAWS (Columbia JC 36396)	—	1	
63 NO NIGHT SO LONG DIONNE WARWICK (Arista AL 9526)	58	18	
64 S.O.S. THE S.O.S. BAND (Tabu/CBS NJZ 36332)	57	25	
65 TAKE IT TO THE LIMIT NORMAN CONNORS (Arista AL 9554)	55	12	
66 I TOUCHED A DREAM THE DELLS (20th Century-Fox/RCA T-618)	60	19	
67 IN SEARCH OF THE RAINBOW SEEKERS MTUME (Epic JE 36317)	63	11	
68 LOVE TRIPPIN' SPINNERS (Atlantic SD 19270)	68	25	
69 GARDEN OF LOVE RICK JAMES (Motown G8-995M1)	64	19	
70 SKYYPORT SKYY (Salsoul/RCA SA-8537)	—	1	
71 HERE TO CREATE MUSIC LEON HUFF (Phila. Int'l./CBS NJZ 36758)	72	3	
72 I'M YOURS LINDA CLIFFORD (Curtis/Capitol ST 1213)	65	6	
73 THE GLOW OF LOVE CHANGE (RPO/Warner Bros. 3438)	71	34	
74 WORTH THE WAIT PEACHES & HERB (Polydor PD-1-6292)	67	11	
75 ONE WAY featuring AL HUDSON (MCA-5127)	70	25	



BE WARE — Vocalist, composer, arranger and producer Leon Ware recently signed a recording agreement with Elektra/Asylum Records and is scheduled to release his E/A debut LP, "Rockin' You Eternally," in February. "Baby Don't Stop," the first single from the album, will ship in late December. Pictured at the signing are (l-r) Cholly Bassoline, Ware's manager; Oscar Fields, vice president of special markets, E/A; Ware; and Primus Robinson, E/A national promotion director of special markets.

THE RHYTHM SECTION

FOR HUMANITARIANS ONLY — Philadelphia International Records (PIR) chairman Kenneth Gamble will receive the 1980 AMC Humanitarian award, during a dinner on Dec. 13 at the New York Hilton. Proceeds from the affair are donated to the AMC Cancer Research Center and Hospital in Lakewood, Colo. The 13-year-old Humanitarian Award Dinner was established by concerned individuals in the music industry to gather financial support for research into cancer cures. Commenting on the importance of supporting expensive research on the disease, Gamble said, "Cancer is a disease that affects all people, and it will take the efforts of all of us to bring an end to this killer. Those of us in the music industry, and all of us who enjoy music, have seen cancer claim the lives of artists like Nat 'King' Cole, Minnie Riperton and others. We in the music industry have pledged to do all that we can to help in the research that will lead to a cure." Gamble, who is the first black recipient of the award, will be presented the award by Walter Yetnikoff, president of the CBS Records Group. Other industry figures set to speak during the dinner include LeBaron Taylor, vice president and general manager of divisional affairs for CBS Records and Nesuhi Ertegun, president of WEA International. Other speakers include Philadelphia Mayor William Green and AMC president Fred Minzer. Entertainment will consist of dancing to the music of the 30-piece MFSB Band and Patti LaBelle. The program producer, Barbara Israel, said that other "unmentionable" surprises were in store during the evening.

CELEBRITY BALLGAME — The annual "Celebrity-Media Basketball Game," sponsored by the non-profit Shoes For Children Drive, Inc. (SFCO), is scheduled to be held at 7 p.m., Dec. 15 in Detroit's Highland Park High School gymnasium. The event is being coordinated between SFCO executive director Charles B. Underwood, organization co-founder Ron Banks of the Dramatics and Lorenzo Oliver and Arthur Dennis, directors of the Detroit-based concert and dance promotion firm "Lo!" & "A.D.!" The game will feature members of the Dramatics, with celebrities such as Tommy Hearn, Elmer Kenpy, Billy Simms, Len Barney, among others, against the Motown Varsity Squad, an organization which aids non-profit concerns throughout the year. Though SFCO national headquarters is now based in Los Angeles, the organization was created in response to the high truancy rate in the public school system of Detroit. Other personalities who have participated in the program include Wilma Rudolph, Bob Seger and The O'Jays.

LABEL ACTION — Los Angeles-based vocal group the Atkins has become the third act signed to MVP Records/Polydor, joining rock aggregation Mizziouri Foxx and vocalist Clay Hunt on the label. In addition to pacting for exclusive worldwide recording rights, the family R&B vocal quintet, consisting of two sisters and three brothers, have also signed on as writers with label president Freddie Perren's Perren Vibes Music, Inc. Perren said that in 1981 MVP/Polydor will be releasing debut product from Mizziouri Foxx, Hunt, the Atkins and the fourth album by label stalwarts Peaches & Herb. . . . Vocalist Clare Bathe recently pacted with Posse Records for a long-term recording association. "Forever," her first single on the label, was produced by the Alessi Brothers and was just recently released. Bathe sang on the first album by Chic and also supplied her vocal skills to the film soundtrack for *The Wiz*. Posse Records is also set to release its first film soundtrack, from the picture *Stir Crazy* starring Gene Wilder and Richard Pryor and directed by Sidney Poitier. The film was scored by veteran studio artist Tom Scott, who wrote four of the album's songs with Rob Preston. Other material on the soundtrack includes a Michael Masser/Randy Goodrun penned song, "Nothing Can Stop Us Now," which is performed by Kiki Dee. Posse Records and Columbia Pictures are preparing a joint marketing and merchandising campaign to coincide with the Dec. 12 release of the film.

HOT CROSSOVER VINYL — "Hotter Than July" by Tamala/Motown artist Stevie Wonder rose to the top of the Cash Box Top 100 Albums chart, largely powered by the ascent last week of the first single from the album, "Master Blaster (Jammin')," which reached the #1 spot on the Cash Box Top 100 Singles chart. "I Ain't Gonna Stand For It," the second single from the Wonder LP, debuted this week #79 bullet on the singles chart. . . . Other top pop crossover album debuts include "Touch" by Mercury group Con Funk Shun (#99 bullet), "Candles" by Epic recording group Heatwave (#120 bullet), "As One" by Mercury recording group The Bar-Kays (#123 bullet), "Night Passage" by ARC/Columbia recording ensemble Weather Report (#125 bullet) and "Skyyport" by Salsoul/RCA recording group Skyy (#152 bullet).

SHORT CUTS — Sigma Sound Studios reports that lovely, tasty and attractive sister trio The Jones Girls have been in the studio with producer Dexter Wansel recording a commercial for the soon-to-be-exposed Teddy Pendergrass Jeans line, a Philadelphia International Records project in conjunction with the Tyron & Partners Advertising Agency. PIR's Leon Huff is also self-producing a project. . . . Mtume and Reggie Lucas are in the studio producing five tunes for Blase for Mtume-Lucas Productions. . . . In support of his latest Warner Bros. LP, "Dirty Mind," punk-funker Prince commenced a 12-city tour of the east and south on Dec. 3. . . . Natalie Cole, Dionne Warwick and Johnny Mathis will be guests on *A Very Special Christmas*, the Narwood Productions program which is scheduled to air Dec. 19-21 on the NBC Radio Network. The program is hosted by Anne Murray. . . . Toots and the Maytals recently released a remixed version of the "Toots Live" LP, recorded in London last Sept. 29. An additional song, "54-46. . . That's My Number," is included on the remix, which was first released in limited quantities the day following the performance.

michael martinez

CASH BOX TOP 100

December 13, 1980

		Weeks On 12/6 Chart			Weeks On 12/6 Chart			Weeks On 12/6 Chart			
1	MASTER BLASTER (JAMMIN') STEVIE WONDER (Tamlia/Motown T 54317F)	1	12	34	FANTASTIC VOYAGE LAKESIDE (Solar/RCA YB-12129)	42	6	70	I'M READY KANO (Emergency EMS-4504)	78	3
2	CELEBRATION KOOL & THE GANG (De-Lite/Phonogram DE 807)	3	10	35	IT'S MY TURN DIANA ROSS (Motown M1496F)	41	7	71	LET ME TALK EARTH, WIND & FIRE (ARC/Columbia 1-11366)	31	12
3	LOVE T.K.O. TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3116)	2	9	36	TOO TIGHT CON FUNK SHUN (Mercury 76089)	43	4	72	SHOOT YOUR BEST SHOT LINDA CLIFFORD (Curtom/Capitol 4958)	61	6
4	LOVELY ONE THE JACKSONS (Epic 9-40938)	4	11	37	HEAVENLY BODY THE CHI-LITES (20th Century-Fox/RCA TC-2472)	38	7	73	HURRY UP THIS WAY AGAIN THE STYLISHES (TSOP/CBS ZS9 4789)	73	15
5	UPTOWN PRINCE (Warner Bros. WBS 49559)	5	11	38	AGONY OF DeFEET PARLIAMENT (Casablanca NB 2317)	46	4	74	MELANCHOLY FIRE NORMAN CONNORS (Arista AS0581)	83	2
6	KEEP IT HOT CAMEO (Chocolate City/Casablanca CC 3219)	10	8	39	BOOGIE BODY LAND BAR-KAYS (Mercury 76088)	53	3	75	TAKE ME AWAY THE TEMPTATIONS (Motown M 1501F)	77	3
7	LOVE X LOVE GEORGE BENSON (Owest/Warner Bros. WBS 49570)	7	10	40	HE'S SO SHY POINTER SISTERS (Planet/Elektra P-47916)	22	22	76	DON'T SAY GOODNIGHT FIRST LOVE (Dakar/Brunswick DK 4566)	84	3
8	MORE BOUNCE TO THE OUNCE ZAPP (Warner Bros. WBS 49534)	6	17	41	NOW THAT YOU'RE MINE AGAIN SPINNERS (Atlantic 3757)	34	15	77	I'LL NEVER LOVE THE SAME WAY TWICE BARBARA MASON (WMOT WS8 5352)	85	2
9	ANOTHER ONE BITES THE DUST QUEEN (Elektra E-47031)	8	17	42	THE REAL THANG NARADA MICHAEL WALDEN (Atlantic 3764)	25	11	78	SO YOU WANNA BE A STAR MTUME (Epic 19-50952)	86	2
10	WHERE DID WE GO WRONG? L.T.D. (A&M 2250)	9	19	43	THE LOOK IN YOUR EYES MAZE featuring FRANKIE BEVERLY (Capitol P-4942)	51	5	79	THROUGHOUT YOUR YEARS KURTIS BLOW (Mercury 76083)	74	11
11	REMOTE CONTROL THE REDDINGS (Belleve In A Dream/CBS ZS9 5600)	16	10	44	HAPPY ENDINGS ASHFORD & SIMPSON (Warner Bros. WBS 49594)	44	7	80	NON STOP FORECAST (Ariola/Arista OS-811)	80	5
12	I NEED YOUR LOVIN' TEENA MARIE (Motown G 7189F)	12	16	45	LITTLE GIRL DON'T YOU WORRY JERMAINE JACKSON (Motown M 1499F)	54	5	81	STRETCH B.T. EXPRESS (Columbia 11-11400)	89	2
13	YOU EARTH, WIND & FIRE (ARC/Columbia 11-11407)	19	4	46	DO ME RIGHT DYNASTY (Solar/RCA YB-12127)	52	6	82	BOURGIE', BOURGIE' GLADYS KNIGHT & THE PIPS (Columbia 1-11375)	45	8
14	WHEN WE GET MARRIED LARRY GRAHAM (Warner Bros. WBS 49581)	15	9	47	TOGETHER TIERRA (Boerwalk WS8-5702)	57	4	83	WATCHING YOU SLAVE (Cotillion/Atlantic 46006)	—	1
15	KID STUFF TWENNYNINE with LENNY WHITE (Elektra E-47043)	13	12	48	STRENGTH OF A WOMAN ELOISE LAWS (Liberty 1388)	56	4	84	BABY LET'S RAP NOW THE MOMENTS (Sugar Hill SH-551)	87	5
16	I'LL NEVER FIND ANOTHER (FIND ANOTHER LIKE YOU) MANHATTANS (Columbia 11-11398)	17	8	49	MAKE THE WORLD STAND STILL ROBERTA FLACK and PEABO BRYSON (Atlantic 3775)	64	2	85	GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. WBS 49505)	55	25
17	I'M COMING OUT DIANA ROSS (Motown M 1491F)	14	14	50	HOW LONG LIPPS, INC. (Casablanca NB 2303)	50	8	86	DANCE SILVER PLATINUM (Spector Record Int'l. SRI-00009)	—	1
18	LOOK UP PATRICE RUSHEN (Elektra E-47067)	21	8	51	FEEL MY LOVE MICHAEL WYCOFF (RCA PB-12108)	59	5	87	WHEN I FALL IN LOVE REVELATION (Handshake/CBS WS8 5305)	91	3
19	FUNKIN' FOR JAMAICA (N.Y.) TOM BROWNE (GRP/Arista GS 2506)	11	20	52	PUSH PUSH BRICK (Bang/CBS ZS9 4813)	40	16	88	I BELIEVE IN LOVE BARRY WHITE (Unlimited Gold/CBS ZS6 1420)	88	3
20	LOVE OVER AND OVER AGAIN SWITCH (Gordy/Motown G 7193F)	27	6	53	LET ME BE YOUR ANGEL STACY LATTISAW (Cotillion/Atlantic 46001)	26	20	89	MY FEET WON'T MOVE, BUT MY SHOES DID THE BOOGIE PEOPLE'S CHOICE (Casablanca NB 2322)	—	1
21	GANGSTERS OF THE GROOVE HEATWAVE (Epic 19-50945)	24	7	54	THE GLOW OF LOVE CHANGE (RFC/Warner Bros. RCS 49587)	48	8	90	SHAKE IT UP THE DAZZ BAND (Motown M 1500F)	—	1
22	WHAT CHA DOIN' SEAWIND (A&M 2274)	23	8	55	RAPP PAYBACK JAMES BROWN (TK TKX-1039)	58	5	91	I JUST WANT TO FALL IN LOVE SPINNERS (Atlantic 3765)	—	1
23	THE WANDERER DONNA SUMMER (Geffen/Warner Bros. GEF 49563)	20	11	56	FUNKDOWN CAMERON (Salsoul/RCA S7 2129)	49	10	92	APRIL MY LOVE/DANCE, DANCE, DANCE ALL NIGHT BOHANNON (Phase II WS8 5651)	—	1
24	COULD I BE DREAMING POINTER SISTERS (Planet/Elektra P-47920)	30	6	57	I JUST LOVE THE MAN THE JONES GIRLS (Phila. Int'l./CBS ZS6 3121)	67	3	93	HOW DO YOU DO (WHAT YOU DO TO ME) BRASS CONSTRUCTION (Liberty 1387)	93	2
25	UNITED TOGETHER ARETHA FRANKLIN (Arista AS0569)	36	4	58	IF YOU FEEL THE FUNK LATOYA JACKSON (Polydor PD 2137)	60	5	94	BON BON VIE (GIMME THE GOOD LIFE) T.S. MONK (Mirage/Atlantic WTG 3780)	—	1
26	PROVE IT MICHAEL HENDERSON (Buddah/Arista BDA-623)	35	7	59	INHERIT THE WIND WILTON FELDER (MCA 51024)	69	4	95	PASSIONATE BREEZES THE DELLS (20th Century-Fox/RCA TC-2475)	95	2
27	HAPPY ANNIVERSARY RAY, GOODMAN & BROWN (Polydor PD 2135)	29	6	60	ONCE IS NOT ENOUGH THE O'JAYS (TSOP/CBS ZS6 4791)	63	4	96	YOU'VE GOT TO LIKE WHAT YOU DO SHIRLEY BROWN (20th Century-Fox/RCA TC-2473)	90	4
28	LOVE UPRISING TAVARES (Capitol P-4933)	28	9	61	DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury 76085)	70	3	97	GET IT THE DRAMATICS (MCA 51003)	82	7
29	FREAK TO FREAK SWEAT BAND (Uncle Jem/CBS ZS9 9901)	32	8	62	LET IT FLOW ("FOR DR. J") GROVER WASHINGTON, JR. (Elektra E-47071)	65	3	98	S.O.S. (DIT DIT DIT DASH DASH DIT DIT DIT) THE S.O.S. BAND (Tabu/CBS ZS9 5526)	81	12
30	SHINE ON L.T.D. (A&M 2283)	37	5	63	HERE'S TO YOU SKYY (Salsoul/RCA S7 2132)	72	4	99	SIZZLIN' HOT SLAVE (Cotillion/Atlantic 46004)	71	5
31	NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS (20th Century-Fox/RCA TC-2460)	18	19	64	WE NEVER SAID GOODBYE DIONNE WARWICK (Arista AS0572)	66	4	100	CAN'T FAKE THE FEELING GERALDINE HUNT (Prism 315)	75	11
32	HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)	62	2	65	BURN RUBBER GAP BAND (Mercury 76091)	79	2				
33	MUG PUSH BOOTS (Warner Bros. WBS 49599)	39	6	66	I GO CRAZY LOU RAWLS (Phila. Int'l./CBS ZS9 3114)	47	10				
				67	ONE CHILD OF LOVE PEACHES AND HERB (Polydor PD 2140)	76	3				
				68	YOU DON'T KNOW LIKE I KNOW GENTY (Venture V-133)	68	7				
				69	WIDE RECEIVER MICHAEL HENDERSON (Buddah/Arista BDA 622)	33	23				

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

Agony Of DeFeet (Malbiz — BMI)	38	He's So Shy (ATV/Mann & Weill/Breintree/Snow — BMI)	40	Love Over (Jobete — ASCAP)	20	Strength Of A Woman (Colgems-EMI — ASCAP)	48
Another One (Queen/Beechwood — BMI)	9	I Go Crazy (Web IV — BMI)	66	Love T.K.O. (Assorted — BMI)	3	Take Me (T-L/Adamsongs — ASCAP/L-T & Pzazz — BMI)	75
April (Mr. Bo II LTD — ASCAP)	92	I Just Love (Assorted — BMI)	57	Love Uprising (Moore & Moore/Right — BMI)	28	The Glow (Little Macho/Arapesh Communications Unlimited Adm. by WB Music — ASCAP)	54
Baby Let's Rap (Sugar-Hill — BMI)	84	I Just Want (Hattress/Spinners — BMI)	91	Love X Love (Rodsongs — ASCAP)	7	The Look (Amazement — BMI)	43
Bon Bon (Unichappell/Featherbed/Lerball — BMI)	94	I Need Your (Jobete — ASCAP)	12	Lovely One (Ranjack/Mijac — BMI)	4	The Real Thang (Walden/Gratitude Sky — ASCAP/Brass Heert/Cotillion — BMI)	42
Boogie Body (Bar Kays/Warner-Tamerlane — BMI)	39	If You Feel (Seltu/Dorie Pride — BMI)	58	Make the World (WB/Peabo/Very Every — ASCAP)	49	The Wanderer (Cafe Americana/Revelation/Ed. Intro./Intersong Admin. — ASCAP)	23
Bourgie, Bourgie (Nick-O-Val — ASCAP)	82	If You Feel (Content — BMI)	16	Master Blaster (Jobete & Black Bull — ASCAP)	1	Throughout Your Years (Originel JB/Neutrel Grey — ASCAP)	79
Burn Rubber (Total Experience — BMI)	65	I'll Never Love (Double Cross/Mark James/WIMOT — BMI)	77	Melancholy Fire (Ariste — ASCAP)	74	Together (Mighty Three — BMI)	47
Can't Fake (Rebera/Hyeroton)	100	I'm Coming Out (Chic — BMI)	17	More Bounce (Rubber Bend — BMI)	8	Too Tight (Val-je-Joe — BMI)	36
Celebration (Delightful/Fresh Start — BMI)	2	I'm Ready (Emergency — ASCAP)	70	Mug Push (Rubber Band — BMI)	33	United Together (Jays Enterprises/Baby Love/Chappell/Phivin International — ASCAP)	25
Could I Be (Breintree/Tira — BMI/Kerith — ASCAP)	24	Inherit The Wind (Four Knights — BMI)	59	My Feet (Mured/People's Choice — BMI)	89	Uptown (Eonlir — BMI)	5
Dance (Bayard — BMI)	86	It's My Turn (Colgems-EMI/Prince St. — ASCAP/Unichappell & Begonia Melodies — BMI)	35	Never Knew Love (Frozen Butterfly — BMI)	31	We Never Seid (Rightsong/Angela — BMI)	64
Dance, Dance (Mr. Bo II LTD — ASCAP)	92	Keep It Hot (Better Days — BMI/Better Nights — ASCAP)	6	Now Stop (Bayyan — BMI/Aminah — ASCAP)	80	What Cha (Seawind/Black Bandana — BMI)	22
Do Me Right (Spectrum VII/Mykinda — ASCAP)	46	Kid Stuff (Mchome — BMI)	15	Now That Your (Sumac, Inc. — BMI)	41	Watching You (Steve Song/Cotillion — BMI)	83
Don't Say (Lena — BMI)	76	Let It Flow (G.W. Jr. — ASCAP)	62	Once Is Not (Mighty Three — BMI)	60	When I Fall (Chappell/Northern (Admin. by Intersong) — ASCAP)	87
Don't Stop (Total X — BMI)	61	Let Me Be (Walden/Gratitude Sky — BMI)	53	One Child Of Love (Peren-Vibes — ASCAP)	67	When We Get Married (Big Seven — BMI)	14
Fantastic Voyage (Spectrum VII/Circle — ASCAP)	34	Let Me Be (Walden/Gratitude Sky — BMI)	53	Passionate Breezes (Chappell & Co. — ASCAP)	95	Where Did We Go Wrong (Irving — BMI/Almo/McRovcod — ASCAP)	10
Feel My Love (Crystalline — BMI)	51	Let Me Talk (Saggitire/Vandangel/Cherubim/Sir & Trini/Steelchest — ASCAP)	71	Prove It (Electrocrod — ASCAP)	26	Wide Receiver (Electrocrod — ASCAP)	69
Freak To Freak (Rubber Band — BMI)	29	Little Girl (Jobete — ASCAP/Boots Bay — BMI)	45	Push Push (W.B./Good High — ASCAP)	52	You (Saggitire/Rutland Road/Almo — ASCAP/Foster Frees/Irving — BMI)	13
Funkdown (One To One — ASCAP)	56	Look Up (Baby Fingers/Mims/Shownbreeze — ASCAP)	18	Rapp Payback (T.K. Pub. — license pending)	55	You Don't Know (East Memphis — BMI)	68
Funkin' For Jamaica (Thomas Browne/Roaring Fork — BMI)	19			Remote Control (Last Colony/Band of Angels — BMI)	11	You've Got To Like (Cessess/Swelke — BMI)	96
Gangsters Of The (Rodsongs — license pending)	21			Shake It Up (Jazzy Autumn & Three Go — ASCAP)	90		
Get It (Conquistador/Baby Dump — ASCAP)	97			Shine On (Almo/McRovcod — ASCAP/Irving/Buchanan Kerr — BMI)	30		
Give Me (Rodsongs — ASCAP)	85			Shoot Your Best (Rightsong — BMI)	72		
Happy Anniversay (Dark Cloud/H.A.B. — BMI)	27			Sizzlin' Hot (Slevesong/Cotillion — BMI)	99		
Happy Endings (Nick-O-Val — ASCAP)	44			So You Wanna Be (Frozen Butterfly — license pending)	78		
Heartbreak Hotel (Mijac — BMI)	32			S.O.S. (Interior — BMI)	98		
Heavenly Body (Angelshell/Six Continents — BMI)	37			Stretch (Triple "O" Songs — BMI)	81		
Here's To You (One To One — ASCAP)	63						

BLACK CONTEMPORARY

MOST ADDED SINGLES

- HEARTBREAK HOTEL — THE JACKSONS — EPIC**
WENZ, WJMO, WBMX, WGIV, WYLD-AM, WLOU, WAMO.
- BOOGIE BODY LAND — BAR-KAYS — MERCURY**
WENZ, WOKB, KOKA, WGIV, KGFJ, WAMO.
- BURN RUBBER — GAP BAND — MERCURY**
WENZ, WEDR, WUFO, WTLC, KDAY, WGPR-FM.
- TOO TIGHT — CON FUNK SHUN — MERCURY**
WJMO, WGCI, WOKB, WCIN, KDAY.
- TOGETHER — TIERRA — BOARDWALK**
WOKB, WKND, WTLC, WLOU, WAMO.
- MAKE THE WORLD STAND STILL — ROBERTA FLACK AND PEABO BRYSON — ATLANTIC**
WEDR, WATV, WWDM, WLOU, WGPR-FM.
- WATCHING YOU — SLAVE — COTILLION/ATLANTIC**
WEDR, WRBD, WCIN, WUFO, WDAO.

MOST ADDED ALBUMS

- JERMAINE — JERMAINE JACKSON — MOTOWN**
WWDM, WYLD-AM, WILD, WOKB, WUFO, WTLC, WENZ.
- CANDLES — HEATWAVE — EPIC**
WWDM, WYLD-AM, WILD, WOKB, WUFO, WTLC, WENZ.

UP AND COMING

- 8th WONDER — THE SUGARHILL GANG — SUGAR HILL
WHAT WE HAVE IS RIGHT — BLACKBYRDS — FANTASY
I WANT YOU — NARADA MICHAEL WALDEN — ATLANTIC
I HEAR MUSIC IN THE STREETS — UNLIMITED TOUCH — PRELUDE
SETTIN' IT OUT — ENCHANTMENT — RCA

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — CARL CONNORS, PD

HOTS: Reddings, Kool & Gang, Sweat Band, P. Rushen, L. Rawls, Tavares, Chi-Lites, Heatwave, M. Henderson, Switch, L. Jackson, Cameo, I. Muhammed, Parliament, Taste Of Honey, Ashford & Simpson, Genty, Lipps, Inc., Seawind, A. Hudson, Manhattans, Earth, Wind & Fire, Con Funk Shun. ADDS: Jacksons, R. Flack/P. Bryson, Gap Band, Tierra, S. Wonder, J. Brown, N. Connors, Bohannon, Dynasty. LP ADDS: Heatwave.

WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: Jacksons, W. Felder, Kano, Yarbrough & Peoples, Lakeside, Stylistics, S. Wonder, A. Franklin, Cameo, Spoony Gee. ADDS: S. Wonder, Persuaders, Silver Platinum.

WATV — BIRMINGHAM — BILL GLOVER, MD

HOTS: Prince, Zapp, Dynasty, Sweat Band, Kool & Gang, Reddings, Jacksons, V. Burch, E. Laws, Seventh Wonder, Bar-Kays, W. Felder, G. Benson, S. Wonder, Manhattans, N. Connors, Raydio, G.M. Flash, Spinners, Maze, L. Jackson, O'Jays. ADDS: Kwick, R. Flack/P. Bryson, Dr. Hook, S.O.S. Band, C. Carter. LP ADDS: B. White.

WILD — BOSTON — BUTTERBALL JR., PD — #1 — T. PENDERGRASS

JUMPS: 29 To 24 — Manhattans, 31 To 23 — C. Lucas, 27 To 22 — Heatwave, 26 To 21 — J. Brown, 25 To 20 — Bootsy, 22 To 19 — Ashford/Simpson, 21 To 18 — Chi-Lites, 23 To 17 — L. Jackson, 24 To 16 — Lakeside, 20 To 15 — Poibter Sisters, 19 To 14 — M. Henderson, 18 To 13 — L. Clifford, 16 To 12 — P. Rushen, 15 To 10 — Ray, Goodman & Brown, 13 To 9 — Cameo, 14 To 8 — D. Ross. ADDS: Heaven & Earth, E. Laws, Silver Platinum, J. Jackson, Truth, Bohannon, B. Mason, People Choice, Symba. LP ADDS: Heatwave.

WUFO — BUFFALO — DOUG BLAKELY, PD — #1 — ZAPP

HOTS: Jacksons, Slave, Stylistics, Prince, Yarbrough & Peoples, Change, Slick, Kano, S. Wonder, L. White, T. Pendergrass, Mtume, Cameo, Sweat Band, Heatwave, Con Funk Shun, Kool & Gang, Earth, Wind & Fire, Parliament, Lakeside, Bar-Kays, Seawind, Dazz Band, G. Washington, J. Jackson, Pointer Sisters, Switch. ADDS: Slave, Mtume, Gap Band, B.T. Express, Tavares, Maze. LP ADDS: Skyy, Heatwave.

WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: T. Pendergrass, Cameo, M. Wycoff, D. Ross, M. Henderson, W. Felder, Lipps, Inc., Lakeside, Flakes, A. Jarrett, Ray, Goodman & Brown, L. Clifford, Con Funk Shun, Revelation, Kool & Gang, Earth, Wind & Fire, Manhattans. ADDS: Yarbrough & Peoples, O'Jays, F. Hooker, Jacksons, People's Choice, Bar-Kays, Skyy. LP ADDS: P. Rushen, Enchantment, J. Jackson, A. Jarrett.

WBMX — CHICAGO — DON RASHID, MD — #1 — S. WONDER

HOTS: Kool & Gang, Ray, Goodman & Brown, Chi-Lites, G. Benson, Cameo, A. Franklin, Reddings, R. Ayers, P. Rushen. ADDS: Earth, Wind & Fire, Jacksons, Tavares, Heatwave, Maze, Manhattans. LP ADDS: R. James.

WGCI — CHICAGO — BARRY MAYO, PD

HOTS: S. Wonder, Ray, Goodman & Brown, M. Henderson, Cameron, Shadow, Prince, Zapp, T. Marie, M. Jackson, Seawind. ADDS: M. Riperton, Zapp, G. Benson, N. Connors, Manhattans, Dynasty, L. Jackson, Con Funk Shun. LP ADDS: Captain & Tennille.

WCIN — CINCINNATI — MIKE ROBERTS, MD

HOTS: Prince, Reddings, Cameo, LTD, Earth, Wind & Fire, L. White, K. Rogers, L. Jackson, L. Graham, Brick, P. Rushen, G. Benson, Kool & Gang. ADDS: B. Streisand, Con Funk Shun, M. Henderson, Slave, Maze.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — T. PENDERGRASS

JUMPS: 30 To 23 — Barkays, 29 To 22 — P. Rushen, 28 To 21 — M. Henderson, 27 To 20 — O'Jays, 26 To 19 — Earth, Wind & Fire, 25 To 18 — LTD, 24 To 17 — Lakeside, 22 To 16 — J. Jackson, 21 To 15 — Maze, 23 To 14 — Ray, Goodman & Brown, 18 To 13 — D. Ross, 19 To 12 — Sweat Band, 16 To 11 — Manhattans, 15 To 10 — Switch, 12 To 9 — Cameo, 9 To 4 — Reddings. ADDS: D. Summer, A. Franklin, Jacksons, Con Funk Shun, Commodores. LP ADDS: S. Wonder, Switch, Cameo, D. Summer.

WDAO — DAYTON — LANKFORD STEPHENS, MD

HOTS: Cameo, Heatwave, Lakeside, R. Robbins, Manhattans, Sun, P. Rushen, Change, LTD, A. Franklin, Maze, Switch, Seawind, A. Jarreau, Earth, Wind & Fire, Bar-Kays. ADDS: S.O.S. Band, Parliament, Slave, Zapp, M. Walden, Symba, M. Wycoff, Silver Platinum, Dazz Band. LP ADDS: Blackbyrds, J. Jackson, G. Washington.

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

JUMPS: 39 To 32 — M. Riperton, 36 To 31 — Switch, 32 To 28 — P. Rushen, 30 To 27 — G. Knight, 33 To 23 — RJ's Latest Arrival, 35 To 21 — LTD, 34 To 20 — Change, 20 To 15 — Cameo, 22 To 13 — L. Graham, 17 To 12 — Lipps, Inc., 13 To 8 — Seawind, 8 To 4 — T. Pendergrass. HB To 36 — Con Funk Shun, HB To 35 — Jones Girls, LP To 33 — H. Laws.

WGPR — DETROIT — GEORGE WHITE, PD — #1 — KOOL & GANG

HOTS: T. Pendergrass, Lipps, Inc., Reddings, A. Franklin, Floaters, Conquest, T. Davis, L. White, Dramatics, Bev & Duane, John Brothers, Seawind, Cameo, G. Hunt, M. Henderson, C. Staton, Ashford/Simpson, P. Rushen, LTD, Dr. Hook. ADDS: Moments, R. Flack/P. Bryson, F. Beck, Yarbrough & Peoples, Enchantment, Skyy, Unlimited Touch, Gap Band.

WRBD — FT. LAUDERDALE — JAMES THOMAS, MD — #1 — KOOL & GANG

JUMPS: 26 To 23 — Love Unlimited, 33 To 22 — Yarbrough & Peoples, 30 To 21 — Manhattans, 27 To 20 — G. Hunt, 25 To 19 — Con Funk Shun, 21 To 18 — Forecast, 39 To 17 — A. Franklin, 38 To 16 — Earth, Wind & Fire, 22 To 15 — Ray, Goodman & Brown, 18 To 14 — Seawind, 17 To 13 — Change, 20 To 12 — Bootsy, 24 To 11 — J. Jackson, 13 To 8 — Sweat Band, 12 To 7 — Lakeside, 10 To 6 — Switch. ADDS: Unlimited Touch, Cut Glass, M. Walden, Mamatappee, Mtume, Shalamar, Slave, Peaches & Herb, Lipps, inc. LP ADDS: Sweat Band, Skyy, Dramatics, J. Jackson.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: Switch, Junie, A. Hudson, T. Pendergrass, Reddings, J. Jackson, Jones Girls, Sweat Band, Parliament, High Inergy, Lakeside, Slave, Kool & Gang, Earth, Wind & Fire, A. Jarrett, L. Huff, Yarbrough & Peoples, Bootsy, Change, Manhattans. ADDS: Tierra, Shalamar, C. Lucas, Gap Band, F. Waters, R. Clark. LP ADDS: Heatwave, Weather Report, B. Bland, G.S. Heron, V. Wills, Tavares, Perry & Sanlin.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — HEATWAVE

HOTS: Cameo, Kool & Gang, Jacksons, Pointer Sisters, Manhattans, I. Graham, LTD, Reddings, L. Jackson, Tavares, Seawind, Ashford/Simpson, P. Rushen, A. Franklin, Lipps, Inc., Jones Girls, Switch, Bootsy, Con Funk Shun. ADDS: Con Funk Shun, W. Felder, Gap Band, Earth, Wind & Fire, Sterling Harrison. LP ADDS: M. Wycoff.

KGFJ — LOS ANGELES — J. B. STONE, PD — #1 — KOOL & GANG

HOTS: P. Rushen, LTD, Dynasty, Dramatics, Change, Temptations, Seawind, E. Laws, Yarbrough & Peoples, Heatwave, Revelation, Chi-Lites, R. Robbins, W. Felder, Cameo, Manhattans, H. Laws, Reddings, Switch, Bootsy, M. Henderson, Maze. ADDS: Enchantment, Pointer Sisters, Blackbyrds, Bar-Kays, Futures, Parliament, D. Warwick, G. Benson, F. Hooker. LP ADDS: C. Earland.

WEDR — MIAMI — GEORGE JONES, MD — #1 — JACKSONS

JUMPS: 13 To 5 — Kool & Gang, 12 To 9 — Reddings, 10 To 4 — W. Felder, 4 To 2 — Stylistics, Ex To 3 — Cameo. ADDS: M. Ferguson, R. Flack/P. Bryson, Slave, Quinella, K. Blow, R. Stewart, Gap Band, Seawind, Blackbyrds, Lakeside, L. Thomas. LP ADDS: J. Brown.

WYLD-FM — NEW ORLEANS — PAM BOUTTE — #1 — STEVIE WONDER

HOTS: T. Pendergrass, Stylistics, Earth, Wind & Fire, Maze, A. Franklin, Jacksons, W. Felder, C. Lucas, G. Washington, G. Benson, Jones Girls, M. Riperton, LTD, P. Rushen, Dee Dee Bridgewater, N. Connors. ADDS: Steely Dan, R. Flack/P. Bryson, L. Thomas. LP ADDS: Steely Dan, A. Surratt, Mike Mandel, P. Rushen.

WYLD-AM — NEW ORLEANS — RON ASH, MD — #1 — T. PENDERGRASS

JUMPS: 40 To 36 — Chi-Lites, 38 To 33 — P. Rushen, 37 To 30 — Heatwave, 39 To 29 — Manhattans, 35 To 28 — Parliament, 32 To 27 — J. Browne, 31 To 26 — A. Franklin, 29 To 25 — W. Felder, 25 To 19 — Change, 24 To 18 — Switch, 18 To 12 — Cameo, 16 To 9 — G. Benson, 12 To 8 — Reddings, 13 To 7 — Kool & Gang. ADDS: Pointer Sisters, Ray, Goodman & Brown, Dynasty, Jacksons, Jones Girls, Ojeta Penn, Silver Platinum. LP ADDS: Cameo, Heatwave, J. Jackson.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — L. GRAHAM

HOTS: T. Pendergrass, Jones Girls, Cameron, Kool & Gang, L. Jackson, Cameo, Switch, Manhattans, Ray, Goodman & Brown, P. Rushen, Heatwave, Tavares, Skyy, L. Clifford, Parliament. ADDS: Tierra, Zapp, Con Funk Shun, Bar-Kays, M. Walden. LP ADDS: J. Jackson, Heatwave, Blackbyrds.

WENZ — RICHMOND — HARDY JAY LANG, PD — #1 — STEVIE WONDER

JUMPS: 28 To 22 — Skyy, 29 To 20 — Reddings, 25 To 18 — A. Franklin, 23 To 17 — C. Lucas, 19 To 15 — P. Rushen, 16 To 13 — Dee Dee Bridgewater, 10 To 7 — Lakeside, 14 To 10 — G. Benson, 11 To 8 — Cameo. ADDS: M'Lady, T.S. Monk, B. Mason, LTD, Bar-Kays, Gap Band, Pointer Sisters, Earth, Wind & Fire, Jacksons, Seawind. LP ADDS: J. Jackson, Heatwave.

Our Charts Know Music

CASHBOX

Dealers Report Heavy Holiday Sales Of Pre-Recorded Video

(continued from page 8)

ded "some 80" new accounts to last year's "15 or 20," approximated Jacobs.

Jacobs and Meyers concurred that the increase in new accounts could be attributed, in part, to the large number of record retailers who have begun marketing video during the past year, but are, as yet, unable or unwilling to commit a large portion of their inventory to such product.

"Of the 350 new accounts we gained this year, I'd say that 150 of those were record retailers who were just getting their feet wet in video for the first time, while the other half of our accounts are strictly video specialty stores," stated Meyers.

Gene Silverman, president of video distributor/one-stop Video Trend, headquartered in Farmingham, Mich., also found that many of his new accounts, like small ma and pa record retailers, have turned to a one-stop because "they are under capitalized and overwhelmed during their first Christmas season" selling video and "welcome a local supplier they can buy from direct and who can also offer such marketing aids as ad mats, in-store merchandising displays and other items."

Record Industry Methods

Formerly an independent record distributor in the Michigan area for the A&M label, Silverman added that he is "utilizing all the marketing expertise from the record business and applying it to the video business," particularly in regards to introducing video to the company-owned Record Breakers retail chain.

"Sales of pre-recorded video started off extremely slow when Record Breakers first started stocking it," said Silverman. "However, with advertising, proper in-store merchandising and patience, sales have been improving steadily. It may take a year to build up significant traffic, but it's beginning to happen."

Other record retailers who have begun stocking video within the past 12-18 months, such as the Sacramento-based

ABC, WASEC To Begin Cable Web On Arts In April

(continued from page 8)

that ABC Video Enterprises "has found a collaborator with a proven track record who shares our interest and commitment to quality specialized cable services to meet the desires of special-interest audiences."

Noting that a small number of charter advertisers will be sought as underwriters, Granath said that Alpha's targeted audience was identified through a research study commissioned by ABC Video Enterprises on "the prospects for new technologies and the characteristics of their select viewerships." He added that the service would be aimed at "individuals who are keenly interested in the fine arts and regularly seek exposure to them."

Each evening's programming will be presented as an entity, with a regular host to be chosen. Granath said that there was enough programming to cover the first year, and that 75% of it had been purchased from outside sources. He noted that each evening's package would be repeated several times on other nights to reach a maximum audience.

"We believe that there is a large audience for this kind of programming which does not watch public television," Granath concluded. "Our research tells us that the key is to format and package properly, so that we take some of the mystery out of this sort of programming."

Tower Records chain, have seen sales grow proportionately to the increase in number and quality of titles, as well as the expansion of video departments," according to Tower president Russ Soloman.

"Up to now, sales (of pre-recorded video) had been sporadic as hell," Solomon continued. "But now we're finally seeing the business grow a bit, although we're still talking about a very low level of sales as a percentage of our business. Overall, I'd say we feel pretty good about our business."

Growing Audience

Russ Berens, owner of the Nickelodeon records and video outlet in Century City, indicated that November pre-recorded video software sales were up 38-40% over the previous year, but added that it was "not really fair" to judge this year's sales against last's "because there was just not as much business overall and certainly not as many players being sold."

Noting that Nickelodeon is selling "a lot of catalog" in addition to newer releases, Berens postulated, "I think the reason for this is that a lot of people are buying machines right now and stocking up on the older catalog titles . . . we're getting an average sale of five to eight (pre-recorded) cassettes per customer, which is exceptional, and many of those are catalog items."

Berens further added that both Nickelodeon and Video One-stop in Los Angeles, which he also owns, are "totally peaked out on merchandise" presently in anticipation of the continuing high level of holiday sales occurring now.

Most of the dealers queried noted that because the still-growing pre-recorded videocassette business remains dependent on an equal level of growth in sales of hardware, there is some cause for alarm over the current shortage of certain VCR models. Although the Electronic Industries Assn. (EIA) reports that sales of VCRs are presently up nearly 65% over last year (see SoundViews), many established hardware dealers feel that not only their supplies of machines, but the business in general, is being threatened by the entry of fly-by-night operations this year.

"Every ma and pa gas station-type (hardware) outlet got into video, it seems, this year," said Henry Tyler, owner of the 12 store, Tampa, Fla.-based Stereo Town/Video Town chain. "Each one may have one or two machines, and if they don't sell them right away, they'll dump them for ridiculously low prices because they can afford to . . . they have no overhead. Because of this, (profit) margins have deteriorated all over the country this year, while expenses have continued to rise."

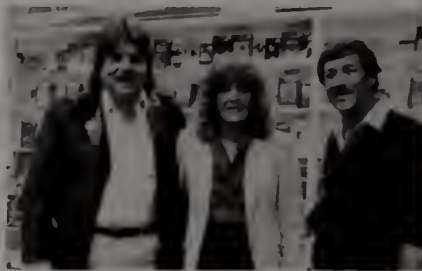
Tyler attributed the shortage of hardware to dealers to an "over-distribution situation" on the manufacturers' part, which has drawn the ire of other established dealers besides himself.

"The older, established dealers who have been in for for long pull are really taking it on the chin," said Tyler, who has been in business 12 years. "These guys have to support large overheads, complete service departments and many other expenses, while a lot of these 'gypsies' have no capitalization to speak of, offer no service and wild credit terms. They are depressing the margins in the business. And the manufacturers are taking a short-sighted marketing view of the business without looking at the long-term effects of such a situation."

Tyler predicted that the shortage problem "will get worse" during the Christmas season, but that its full effect would not be felt until the first quarter of next year.

SOUND VIEWS

DJ'S SOUND AND VIDEO CITY GETS IN GEAR — DJ's Sound and Video City, the first full line home entertainment outlet in the 25-store, Seattle-based DJ's Sound City record retail chain, has been in business just two months now and while sales of video hardware and software have not come close to rivaling competing video specialists in the Parkway Square area yet, there have been some significant gains, according to video buyer **David Dickinson**. "When we first opened we were selling a (pre-recorded videocassette) tape every other day," said Dickinson. "Now, we're selling a couple of tapes or more a day, and that number should pick up quite a bit during the holidays." On the hardware level, Dickinson noted that while the store "has yet to



MCA AND DJ'S — Local MCA branch and videodisc sales representatives visited DJ's Sound and Video City location in Seattle upon its recent opening. Pictured are (l-r): Dan Wedlock, MCA Northwest branch manager; Kris Larson, MCA Videodisc rep; and Dick Justham, DJ's Sound City co-owner.

sell a videocassette recorder," it has seen some turnover on cameras and televisions, as well as Pioneer Laser Disc player systems (which are marketed in every store within the chain) in addition to MCA DiscoVision Videodiscs. "We've sold four or five of the Pioneer machines at this store alone and we've only had them in two weeks," he stated. "And the MCA videodiscs are doing very well throughout the chain." As for the future, Dickinson said, "We're still young, as is the business, and it will take some time to build up a steady, repeat business. Our chain is among the first to sell the MCA videodiscs and the Pioneer disc system, so this is quite a progressive move. The business, I think, will quickly mature."

SALES OF VCRS UP DRAMATICALLY

IN FALL — According to the latest survey from the Electronic Industries Association (EIA), ended Nov. 14, sales of videocassette recording units in the U.S. jumped a whopping 52% during the last survey week as 22,262 systems went to dealers, compared with 14,583 during the same period last year. Sales of VCR units to dealers for the year to date have approached 652,093, as compared with last year's 395,443, representing a 64.9% leap.

IRON CITY VIDEO — Although Pittsburgh may not be known as a leading video production center in the U.S., a firm called TPC/First Star has been quietly growing from what vice president **Guido D'Elia** calls "a funky garage" to the seventh largest production house in the country. Prior to the formation of First Star, the principals of TPC Communications, Inc. had primarily been involved in mobile location work on network TV sports and specials segments locally, including such diverse assignments as *Miss Teenage America*, *Battle Of The NFL Cheerleaders*, *Ice Capades* and **Doug Henning's World Of Magic**, among others. But as TPC's mobile video trucks began to be utilized more frequently in such music-oriented projects as the **Doobie Brothers Special**, *Liza*, *Chicago 'Live'*, and **Kinks** and **Eddie Money** tapings, First Star was born. Besides exec producer D'Elia, the company includes producer **John Sutton**, writer/director **John Harrison** (who spent four years as a member of the Roy Buchanan Band), director of photography **Joe Wittkolski** and editor/post production supervisor **David Belko**, all of whom are now very much involved in creating "visual treatments for the emerging video music industry." The first such creation **The Silencers** — *Rock 'n' Roll Enforcers*, a promotional video piece featuring the group and selected cuts from the LP of the same name on the CBS-distributed Precision label, is an exhilarating exercise that combines conceptual song interpretation and staged performing footage. "The most important part of the project was to have the narrative, or conceptual, part of the piece be intriguing and entertaining without being too abstract, and have the performing portion come off as if the viewer was not just witnessing a concert but a real event," said D'Elia. Apparently, a lot of film and video experts consider the production values and treatment of the *Silencers* video to be top-notch as well, since it recently took the first place Gold Award in the Independent Video category at the Houston International Film Festival.

VIDEO SOFTWARE NOTES — Home Theatre/VCI begins marketing pre-recorded videocassette titles in the 1/4-inch format for the Technicolor miniaturized VCR system, which utilizes micro helical scanning, with 25 initial programs including the *Jazz Festival* hosted by **Doc Severinson** and featuring performances by **Duke Ellington**, **Count Basie**, **Ella Fitzgerald** and **Dave Brubeck**; several variety specials, starring **Ann-Margret**, **Tom Jones** and **Raquel Welch**; and such classics as **W.C. Fields' The Dentist** and **Charlie Chaplin's The Fireman**. Mini-features and cartoons will also be a part of the 1/4-inch introductory library. The lightweight cassettes will be priced substantially lower than current VHS or Beta format programs and more titles will be introduced at the Winter CES . . . Record retail outlets will now be included in the Video Society's "profit without inventory" program, according to director Ron Friedman . . . Retailers might want to contact CBS distributors for CBS Video Enterprises' new five-piece merchandising kit, which highlights the 24 titles in MGM/CBS's debut release. Included are color brochures; stand-up countertop display; an oversized cassette package mobile; 28"X38" color posters; and a marquee-styled counter display. For information on local distributors in each region, call (212) 975-5277 . . . Magnetic Video is offering a free collector's edition poster for each of its top-selling *Alien* cassettes purchased, as well as running a half-million dollar consumer and trade ad campaign throughout the month of December. The campaign is the company's largest ever . . . Home Theatre/VCI has acquired exclusive distribution rights to docu-drama *Never Look Down*.

VIDEO CLIPS — Reeves Teletape shot a new promotional video of RCA recording artist **David Bowie's** single "Fashion" at several dance-oriented rock clubs around Manhattan recently, including the Mudd Club and Hurrah's. The producer was David Fanthorpe of James Garrett and Partners, Inc. London and the director was David Mallet of Mallet, Godfrey and Mullahey (MGM) Video . . . Gowers, Fields & Flattery Video is in post-production on a video of Phonogram recording group **Rush**, shot at Le Studio outside of Montreal, Canada and, at presstime, was preparing to shoot a video of Capitol recording artist **Amy Holland**, featuring the tracks "How Do I Survive" and "In The Light."

michael glynn

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

Con Funk Shun



TOUCH • CON FUNK SHUN • MERCURY SRM-1-4002

Breaking out of: Chicago, Milwaukee, Indianapolis, Kansas City, Atlanta, Memphis, New Orleans, Nashville, Philadelphia, Baltimore/Washington, Buffalo, Los Angeles, San Francisco, Denver.

RADIO: Too Tight (45): #36 Bullet Black Contemporary Singles Chart.

MERCHANDISING AIDS: 1X1 Flats, 2X3 Posters.

ALBUM BREAKOUTS

LATE NIGHT GUITARS • EARL KLUGH • LIBERTY LT-1079

Breaking out of: Atlanta, New Orleans, Oklahoma City, Portland, Seattle, Los Angeles, Milwaukee, Denver, Houston, St. Louis, San Francisco.

RADIO: Strong Jazz Airplay.

MERCHANDISING AIDS: Posters, Easel Jackets, Trade Ads, Consumer Ads In "Guitar" and "Downbeat" Magazines, National Radio Time Buy..



9 TO 5 AND ODD JOBS • DOLLY PARTON • RCA AHL 1-3852

Breaking out of: Atlanta, Dallas, Nashville, Denver, Salt Lake City, Cleveland, Columbus, Cincinnati, Milwaukee, Indianapolis, New York, Washington.

RADIO: 9 To 5 (45): #29 Bullet, Country Singles Chart, #72 Bullet, Top 100 Singles Chart.

MERCHANDISING AIDS: 1X1 Flats, 2 Posters, Miniature Stand-Up.



AS ONE • THE BAR-KAYS • MERCURY SRM-1-3844

Breaking out of: Chicago, Milwaukee, Kansas City, St. Louis, Atlanta, New Orleans, Richmond, Memphis, Baltimore/Washington.

RADIO: Boogie Body Land (45): #39 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: 2X3 Posters, 1X1 Flats.



NIGHT PASSAGE • WEATHER REPORT • ARC/COLUMBIA JC 36793

Breaking out of: New York, Baltimore/Washington, Chicago, Los Angeles, Seattle, Portland, Cleveland, San Francisco, Denver.

RADIO: Strong Jazz Airplay.

MERCHANDISING AIDS: 3X3 Posters, Logos, Album Flats.



GHOST RIDERS • OUTLAWS • ARISTA AL 9542

Breaking out of: Chicago, Milwaukee, St. Louis, Cleveland, Indianapolis, Atlanta, Richmond, Nashville, Washington, Los Angeles.

RADIO: #4 Most Added Album, RAP Report.

MERCHANDISING AIDS: 2X3 Posters, 1X1 Flats.



SONG OF SEVEN • JON ANDERSON • ATLANTIC SD 16021

Breaking out of: New York, St. Louis, Memphis, Nashville, The Carolinas.

RADIO: Steadily Increased Rock Album Airplay.

MERCHANDISING AIDS: 2X2 Posters, 1X1 Flats, Mobiles & Streamers.



BACK ON THE STREETS • DONNIE IRIS • CAROUSEL/MCA 3272

Breaking out of: St. Louis, Detroit, Cleveland, Minneapolis, Dallas.

RADIO: Ah! Leah! (45): #88 Bullet, Top 100 Singles Chart.

MERCHANDISING AIDS: 1X1 Flats, 2X2 Posters.



WHAT'S IN-STORE

SEASONS GREETINGS — On Nov. 30, Richman Bros. Records, Inc., the New Jersey-based one-stop, geared up full steam for its "hoop-la" open house. Included on the guest list were all of the retailers who were treated to a special showing of the various products they make available. Richman Bros. distributes a variety of merchandise that can benefit the retailer's sales programs, including audio accessories, apparel carrying musical motifs, video products, mirrors and buttons, all of which are designed to boost the retailer's Christmas season to its optimum. Representing the **Sound Odyssey** retail chain were **Richard Richman** and **Aram Boornazian**, who were available to discuss ideas and exchange thoughts regarding merchandising and retailing. Richman Bros. also had booths set up to display its assorted audio accessories from Pfanstiehl, cases for LPs and tapes from Dynasound and Savoy, and a video booth that presented both blank and pre-recorded tapes.

ONLY IN OKLAHOMA — Last week, a woman went into the **Wilcox Record** store in Oklahoma city and purchased the latest **Barry Manilow** LP on Arista Records. When she took it up to the counter to pay for it, she asked the salesman to autograph it for her. As it turned out, she thought he was Manilow. However, it was only Oklahoma's own **Kyle Blackburn**, who is often mistaken for the singer.

CHARTS IN-STORES — November in-store appearances at **Charts Records and Tapes/Phoenix** included Columbia recording artist **Janie Fricke**, MCA recording group **Spyro Gyra** and Capitol recording artist **Randy Hansen**. According to store manager **Sal Sicillano**, they were all very successful in-stores, capped off with the signing of the "Celebrity Wall."

THE CAVAGE PATCH — **Cavages Records & Tapes**, in conjunction with WGRQ radio, Mr. Goodbar (a local bar) and Children's Hospital, co-sponsored a "Christmas is for Children" promotion. The charitable event, organized by **Joe Aliota** of Mr. Goodbar, has WGRQ airing announcements over the air telling its listeners to bring new toys or cash donations to any Cavages location (Cavages is acting as a deposit point for the toys). The event will run to Dec. 18, at which time the toys will be distributed to the needy children at the hospital, followed by a Grand Finale party at Aliota's Goodbar. In another promotion, this time with the theme being "The Gambler," radio station WGR-AM/Bufalo and Cavages are having a "Name That Tune" contest. Cavages is involved with all the radio spots that give out three notes from a **Kenny Rogers** song. Then WGR calls its listeners to see if they can identify the tune. There will be 15 winners and, through the process of elimination, one of those listeners will receive a free trip to one of the casinos in Atlantic City, N.J. Cavages has in-store displays in support of the contest, with the following Rogers product on sale: "Gideon," "The Gambler," "Kenny" and his latest greatest hits LP.

EVERYBODY CHANGES — There have been a few changes at **Everybody's** (the Oregon-based retail chain) in the management department. The Bellevue store is now being managed by **Jeff Sherrill**, who moved from the Seattle store, and the Seattle store has appointed **Debbie McGibbon** as manager. Filling the assistant manager spot vacated by **Lee Read**, who moved to Seattle from Bellevue, is **Sue Carraher**. **Terry McGibbon** has left Everybody's to pursue his career with the WEA branch office in Seattle.

IN-STORE ACTION AT THE BARS — Ever wonder what to do with your pumpkin after Halloween? Well, the **Crabtree Valley Record Bar** in Raleigh, N.C. offered its customers one dollar off any LP or tape in exchange for the pumpkin. . . . The Greenville, N.C. Record Bar and CBS Records are supplying "The Heat and the Music" in a promotion at Record Bars in Greenville, New Bern and Jacksonville. The promotion offers customers a chance to win a free Buck Stove and a load of firewood. There will also be sale prices on "hot" new releases by **Kenny Loggins**, **The Jacksons**, **Cheap Trick**, **Bruce Springsteen** and **Barbra Streisand**. . . . At Raleigh, N.C., a cash prize of \$100 went to the winner of a "How Do I Survive" promotion at the three Raleigh Record Bars. Fifteen runners-up each received a copy of **Amy Holland's** "How Do I Survive" album. . . . Country recording artist **Guy Clark** made an in-store appearance at the Spartanburg, S.C. Record Bar, signing albums and photos for his fans. His albums, "No. 1" and "Same," were on sale for the promotion. . . . And finally, at the Mobile, Ala. store, all **Beatles** and **Rolling Stones** albums were on sale for a special promotion Nov. 3-8. WABB radio provided heavy airplay of both catalogs during the week, and there was a drawing for catalogs of the two super groups, courtesy of WEA and Capitol Records.

IT'S A DOG'S EAR — **Dog Ear Records**, in conjunction with Epic Records and The Loop (WLUP/Chicago), worked together on a "Dinner With **Molly Hatchet**" promotion. The contest ran Nov. 17-24, and customers were invited to fill out as many entry forms as they wished. The winners got to take a friend along and join the Hatchet boys for dinner on Nov. 28 at the Ohio City Center Holiday Inn. There were 18 60-second spots and 70 10-second spots on the air at WLUP, in addition to heavy in-store promotion.

REGIONAL BREAKOUTS — **Peter Allen**, **Maurice Starr**, **Michael Wycoff** and **Inmates** in the East. . . **James Brown**, **Amazing Rhythm Aces** and the **AC/DC** import in the West. . . **ABBA**, **Manhattans** and **Images** in the South. . . **Lou Reed**, **Tavares**, **Stingray**, **Whitesnake** (live) and **The Stunt Man** soundtrack in the Midwest.

FOR QUICK COVERAGE — Send items and photos for What's In-Store to **Cash Box**, 6363 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.

linda ardit



WITH BRITE EYES — Ovation recording artist **Robbin Thompson** met with retail representatives from the Record Bar and Phase III in Atlanta while there for a performance at the Agora to promote his single, "Brite Eyes," and the album "Two 'B's' Please." Pictured are (l-r): **Sheri Hodges**, **Phase III**; **Donna Barnette**, **Record Bar**; **Thompson**; **Sandy Denton**, **Record Bar**; and **Vanessa Nappy**, **Record Bar**.

COIN MACHINE

Rock-Ola Licensed By Cinematronics To Export 'Star Castle' Video Game

CHICAGO — Dr. David R. Rockola, senior vice president of Rock-Ola Manufacturing Corp., announced that Rock-Ola recently concluded negotiations with Cinematronics of El Cajon, Calif. to manufacture and market "Star Castle" under a license agreement.

"This agreement covers exclusive export sales and marketing rights for Europe and Canada with non-exclusive rights for all other export markets," Dr. Rockola said. "It is generally known that Rock-Ola conducted extensive field testing with a number of excellent video games before deciding on Star Castle. In the meantime, this uniquely different and compelling video has, of course, become the talk of the recent AMOA convention and a substantial number of orders that the factory has already received, prior to actual production, indicates that we have picked a real winner," he continued.

Dr. Rockola further stated that "the introduction of additional high income games can be considered imminent as Rock-Ola management is fully committed to offering a high degree of selectivity to the national and international operator trade. We fully realize that the continuity of good games is necessary to insure Rock-Ola's attaining its ambitious but nevertheless realistic domestic and world-wide marketing goals.

"A three-fold program has been established for this purpose," he added. "Number one is the licensing of top video games developed by others; number two is the acquisition of independent game producers with proven capabilities and number three is the in-house development of our own innovative games. It is our intention to become a major factor in the very competitive and fast moving video game business. To do this we fully realize we must offer our fine network of distributors, both domestic and export, truly outstanding games that are capable of producing top level income and not just other 'cute' or 'also ran' type videos," he continued.

"Just as Rock-Ola has become the world's number one producer of jukeboxes so, too, will we put our hearts and talents behind this great new and promising endeavor. Rock-Ola is scheduled to commence game production in mid-December of 1980, almost 50 years after the introduction of its legendary 'Jig Saw' and 'World Series' games, which already in those early years set production levels of pingame models that to date have never been equaled," he concluded.

Dr. Rockola feels that this and other favorable factors will demonstrate Rock-Ola's potential to re-establish itself in the competitive game business.

New Midway 'Pac-Man' Ideal Model For Growing Cocktail Table Market

CHICAGO — "Recent surveys and our figures confirm that cocktail table model video games are well established and increasingly important income producers," declared Stan Jarocki, vice president of marketing at Midway Manufacturing Company. The firm's newly introduced "Pac-Man" video game is produced in cocktail table design as well as in standard arcade and Midway's new Mini-Myte style.

For the past few years, Midway has made special efforts in the design and development of practical, tasteful cocktail table styling that would appeal to a broader market including hotel lobbies, restaurants, lounges, clubs and locations other than the traditional arcade type. "I believe that we at Midway initiated this trend to enable operators to open more doors to new and different type locations and capture a new range of players," Jarocki said.

Featured in Midway's one or two-player cocktail tables is a 'flip-flop' screen for "face to face" play that both men and women can enjoy. The compact "sit-down" cabinet measures 29 inches high, 32 inches wide and 22 inches deep. A base accessory is available that raises the cocktail table model to a height of 38 inches for upright, stand-up play.

The play theme of Pac-Man is perfectly adaptable for cocktail table play. Using a single handle control the player guides the Pac-Man about the maze, scoring points by munching up the Dots in his path. He is chased by four ghost monsters — Inky,



'Pac Man'

Blinky, Pinky and Clyde — who try to capture and deflate him, but Pac-Man can counterattack by eating the big Power Capsule that enables him to overpower the monsters for additional scores. A new labyrinth appears after all the Dots are gobbed up and another round continues. The game is amusing and challenging and is available in all models through Midway distributors.

Stern Gears Up For 'Berzerk' Run

CHICAGO — in response to market demand, Stern Electronics, Inc. began gearing up for full production, in late November, of its new "Berzerk" video game. The model was introduced at the AMOA convention in Chicago (Oct. 31-Nov. 2) and has proven to be very popular with distributors, according to Steve Kaufman, president of Stern's amusement game division, resulting in "record orders" for the new one or two-player video game. Kaufman predicts that Berzerk will surpass sales of Stern's first video game, the popular "Astro Invader."

Among the numerous innovative play features in Berzerk are an unsurpassed 30-word vocabulary, 64,000 random maze patterns on the video screen for explosive non-repetitive action, newly designed "Joy stick" which enables players to move the game's

(continued on page 39)



POPULAR MODEL — Irving Kaye Co. of Stamford, Conn., is currently promoting its Silver Shadow "Klub Pool" table on a major scale to satisfy the apparent resurgence of interest in the game, as reported by Bill Currier, sales manager. He said that in the past three months the company has booked more orders for the Klub table than it had in the previous three years, which is further evidence of a growing interest. League formation inquiries from operators in various areas of the country have also been noted and Currier recently embarked on an eight-city tour to offer assistance in this regard. For further information contact Irving Kaye Co., 48 Union St., Stamford, Conn. 06906.

Exidy Bows Convenience Store Promo

SUNNYVALE — Exidy's new compact "Classic" cabinet design, which requires only 3½ sq. ft. of space, was promoted to convenience store locations via a full page ad in the Oct. 31 issue of Convenience Store News. The ad's headline reads "Caution: High Profits" and to stress the potential for high earnings from minimal space footage the ad depicts a happy store owner emptying a cashbox full of coins.

The Convenience Store News, a trade publication with over 43,000 circulation, recently featured games for the C-Store market and extolled the high profit potential of amusement equipment. Exidy initiated its campaign to capitalize on the extensive growth potential of its products in this market.

The first ad in the series spotlights

(continued on page 39)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. THE TIDE IS HIGH BLONDIE (Chrysalis CHS 2465)
2. PASSION ROD STEWART (Warner Bros. WBS 49617)
3. TELL IT LIKE IT IS HEART (Epic 19-50950)
4. HEY NINETEEN STEELY DAN (MCA 51036)
5. ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. WBS 49622)
6. I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS 0566)
7. TIME IS TIME ANDY GIBB (RSO RS 1059)
8. YOU EARTH, WIND & FIRE (ARC/Columbia 11-11407)
9. HE CAN'T LOVE YOU MICHAEL STANLEY BAND (EMI-America 6063)
10. MISS SUN BOZ SCAGGS (Columbia 11-11406)

TOP NEW COUNTRY SINGLES

1. BEAUTIFUL YOU THE OAK RIDGE BOYS (MCA 51022)
2. IF YOU GO, I'LL FOLLOW YOU PORTER WAGONER AND DOLLY PARTON (RCA PB-12119)
3. I KEEP COMING BACK/TRUE LIFE COUNTRY MUSIC RAZZY BAILEY (RCA PB-12120)
4. 9 TO 5 DOLLY PARTON (RCA PB-12133)
5. YOUR MEMORY STEVE WARINER (RCA PB-12139)
6. DANCE THE TWO STEP SUSIE ALLANSON (Liberty 1363)
7. 1959 JOHN ANDERSON (Warner Bros. WBS-49582)
8. I'LL BE THERE (IF YOU EVER WANT ME) GAIL DAVIES (Warner Bros. WBS-49592)
9. FOLLOWING THE FEELING MOE BANDY (Columbia 11-11395)
10. I FEEL LIKE LOVING YOU AGAIN T.G. SHEPPARD (Warner/Curb WBS-49615)

TOP NEW R&B SINGLES

1. YOU EARTH, WIND & FIRE (Columbia 11-11407)
2. UNITED TOGETHER ARETHA FRANKLIN (Arista AS 0569)
3. SHINE ON L.T.D. (A&M 2263)
4. TOO TIGHT CON FUNK SHUN (Mercury 76069)
5. AGONY OF DEFEET PARLIAMENT (Casablanca NB 2317)
6. BOOGIE BODY LAND BAR-KAYS (Mercury 76066)
7. TOGETHER TIERRA (Boardwalk WS6 5702)
8. HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959)
9. MAKE THE WORLD STAND STILL ROBERTA FLACK & PEABO BRYSON (Atlantic 3775)
10. LET IT FLOW (FOR DR. J) GROVER WASHINGTON, JR. (Elektra E-47071)

TOP NEW DANCE SINGLES

1. I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS 0566)
2. I LOVE A RAINY NIGHT EDDIE RABBITT (Elektra E-47066)
3. EASY LOVE DIONNE WARWICK (Arista AS 0572)
4. KILLIN' TIME FRED KNOBLOCK AND SUSAN ANTON (Scotti Bros./Atlantic SB609)
5. TRICKLE TRICKLE MANHATTAN TRANSFER (Atlantic 3772)

A Full Line of
Coin Operated
Recreational
Tables from

American
SHUFFLEBOARD COMPANY
210 PATERSON PLANK ROAD
UNION CITY NEW JERSEY

"The House That
Quality Built"

COIN MACHINE



Jon Smead

Empire Taps Smead As Director Over National Accounts

CHICAGO — John Smead has re-joined Empire Distributing, Inc. in the newly created position of director of national accounts. His responsibilities will include the supervision of all arcades with which Empire does business, on a national scale. Smead will be based in the distributor's Chicago headquarters office.

During the period of 1972-77, Smead was a member of Empire's sales staff and in this capacity spent a great deal of time on the road, covering the territory of Illinois, Iowa and Southern Wisconsin. He began his coin machine industry career in 1967 as a cost accountant at Bally Manufacturing Corp., and served in a similar post at the now defunct Chicago Coin before originally joining Empire.

Smead, the father of two, currently resides in suburban Northbrook, Ill.

Bio-Rhythm Bows Compact Cabinets

CHICAGO — The Bio-Rhythm Company has begun full production of the firm's 600 Series Bio-Card Merchandiser which will be available in both the 4 sq. ft. 500 Series and the 3 sq. ft. 600 Series. The demand for a smaller model has risen from operators who find many ideal locations that are short on space, the company noted. The new machines may be obtained in either walnut woodgrain or black and white cabinets.

The Bio-Rhythm machine is reported to be a high earning piece in such locations as restaurants, hotels, motels, clubs, airline terminals, shopping malls, chain stores, drug stores and food stores. It is manufactured by the Bio-Rhythm Company, Inc. located at 885 Fairway Drive, Bensenville, Ill. 60106. The company displayed the new models at the recently held NAMA and AMOA conventions.



'Bio-Rhythm'

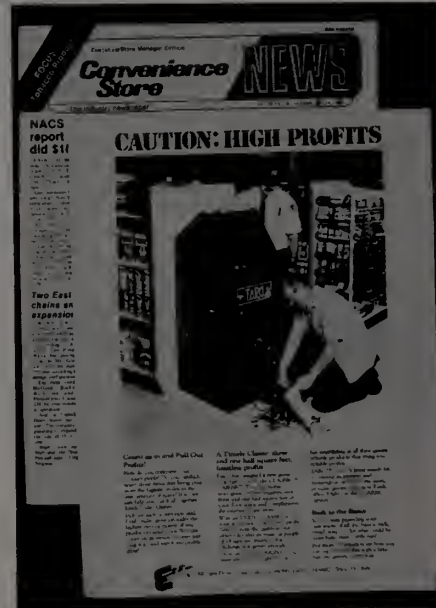
Exidy Unveils Its Convenience Store Promo Campaign

(continued from page 38)

"Targ," Exidy's popular space fantasy game, in the Classic cabinet. The factory will also offer other new games in this cabinet design.

Convenience stores are among the largest growth markets for game operation, according to Lila Zinter, Exidy's marketing manager. She noted that the National Assn. of Convenience Stores State of the Industry Report projects an "Eight percent growth in number of stores in 1980." The report further stated that there was a "29% increase in sales volume and 4.7% in store population in 1979." This marks an opportunity for more coin-op game placement and Exidy is helping promote game operation in this market through their ads in the convenience store trade media, according to Zinter.

Zinter pointed out that inquiries from the campaign will be referred to local distributors and operators to enhance this growing market.



Pictured above is a sample of the Exidy promotional ads that ran recently.

For The Record

In a story about Exidy's new advertising campaign that appeared in the Nov. 29 issue of *Cash Box*, a quote by company president Pete Kauffman was inadvertently cutoff in mid-sentence. The complete quote should have read as follows: "Exidy's 'Puzzle' ad campaign is a reminder that the coin-game business is somewhat like a puzzle," commented Exidy president Pete Kauffman. "All the pieces, including the product, the service support, the quality, the marketing and more must fit together to increase the profit for our customers."

Stern Pushing 'Berzerk'

(continued from page 38)

humanoid image in eight different directions and the memory storage of the ten highest scores to date (five highest scores are retained even when the machine is unplugged).

Berzerk's sophisticated game features and new logic system were designed and developed by Universal Research Laboratories, Inc., a Stern subsidiary.

C.A. Robinson Dinner

LOS ANGELES — C.A. Robinson Company hosted a dinner here for manufacturer reps Dec. 4 on the eve of the distributor's annual Western Amusement Games Show.

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AND MUSIC:
THE BEST
OF
BOTH
WORLDS

COIN MACHINE



Cash Box Photos by M. Martinez

BANQUET ON THE QUEEN — Betson Pacific hosted a gala amusement game showing and banquet Nov. 19 in the Queen's Salon room of the Queen Mary in Long Beach. More than 250 operators and friends of the distributor attended the showing, which featured the new Rock-Ola 484 phonograph and games from Gottlieb, Gremlin and Exidy. Pictured in

the first photo at the event are (l-r): Peter Betti, president, Betson Pacific; Oscar Robbins, sales manager, Betson Pacific and a local operator. Pictured in the second and third photos are attendees and Betti addressing his guests.

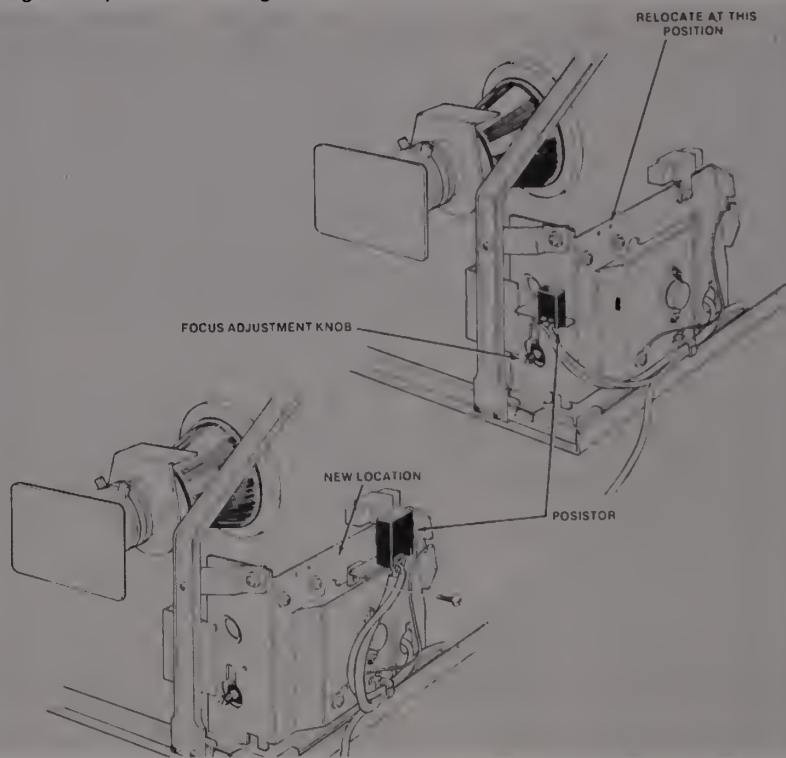
Atari 'Missile Command' Bulletin

SUNNYVALE, CA — With respect to specific model numbers of the "Missile Command Cocktail" unit, Atari warns that there may be a hazard of electrical shock at the black posistor just above the focus adjustment knob at the right-hand side of the monitor chasses (as viewed from the rear). To avoid this potential hazard, the factory recommends that the posistor should be relocated away from the focus control in the existing hole as shown on the accompanying diagram. Operators are urged to use

the same screw since this screw will form its own threads.

Atari recommends that this modification be implemented as soon as possible. The specific Missile Command cocktails involved are numbered from S/N 001-449, 453-455, 462-464, 468 and 681.

Operators and service personnel requiring any further information may contact Atari Field Service at (800) 538-1611 or (408) 745-2077.



CHICAGO CHATTER

Midway Mfg. Co.'s service manager **Andy Ducay** is planning a series of factory service schools to be held in Europe. The program is being arranged in conjunction with two major European trade shows — ATE in London (Jan. 12-15) and IMA in Germany (Jan. 23-25). Andy's itinerary will include Paris (Bally France — Jan. 19); Antwerp (Jan. 21); Hanover (Wulff Automaten — Jan. 28) and London (Ruffler & Deith — Jan. 30), in between which he will cover both of the aforementioned trade shows, as well.

JOHN NICASTRO, general manager of the Williams Electronics Slot Division (producer of Seeburg slots), announced that final arrangements are being made for the installation of more than 500 Seeburg slot machines at the Jockey Club in Las Vegas, Nevada. The Jockey Club elected to purchase 100% Seeburg slots, Nicastro pointed out, "which will give us a premier showcase for our product in the heart of the world's gambling capitol." He further advised that the G.D.I. (Game Devices, Inc.) logo will soon be replacing the Seeburg logo on the machines, to herald the introduction of a "new generation of microprocessor controlled slot machines."

NICE CHATTING WITH Paul Huebsch of Atlas Music Co., who had lots of good things to say about the newly introduced Rowe line of phonos — with special emphasis on the outstanding "Starlight" model. Along with music, videos are also high on the best seller list out there, he added. . . . On a personal note, Paul's son, **John**, and the former **Terrl Cozlol** were married on Nov. 29. The new Mrs. Huebsch is a teacher at Immaculate Conception school. **Cash Box** felicitations to the happy couple.

ATTENTION PHONO OPS: Looking for a Christmas hit? Well, here's one, as recommended by **Gus Tartol** of Singer One Stop For Ops — "What Can You Get A Wookiee For Christmas When He Already Owns A Comb" by **Meco & The Star Wars Intergalactic Droid Choir** (RSO). Whew! "Wookiee," as we all know, is the hairy creature from the movie "Star Wars." Gus said that initial sales on this record are reminiscent of the Chipmunks classic of more than 20 years ago, so it should be a big jukebox hit. Another one he's recommending is "Hey Nineteen" by **Steely Dan** (MCA) — a record for all seasons in just about every type of location.

INDUSTRY CALENDAR

- | | |
|--|---|
| Dec. 12-13; Amusement & Music Operators of Tennessee; annual conv.; Opryland Hotel; Nashville, Tenn. | Jan. 16-18; Music Operators of Minnesota; annual conv., Holiday Inn Central; Minneapolis. |
| 1981 | |
| Jan. 12-15; ATE (Amusement Trades Exhibition); international conv.; Olympia; London, England. | Jan. 17-18; Music Operators of Minnesota; annual conv. & trade show; Holiday Inn Downtown; Minneapolis. |
| Jan. 16-18; Oregon Amusement & Music Operators Assn.; annual conv.; Marriott Hotel; Portland. | April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az. |

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COLLECTORS, DEALERS VISITING N.Y. CALL (516) 623-2247. 1,000s of 45s, LPs — Collectors items. Rock 'n' roll to disco. Buy collections, cutouts, overruns. SEND \$1.00 for giant catalog — foreign \$1.50 or 10 int. reply coupons. VIDEO DISC, BOX 409, N. Baldwin Sta., Baldwin, NY 11510.

COMPOSER. Ten years as composer in a style that combines classical, jazz and bluegrass music. Must be able to read and write music and demonstrate compositions on an accompanying instrument. Professional recording studio experience necessary. Must have a knowledge of musical instruments. Salary: \$3,000 month; 35-hour week. Send resume to Free Flow Productions, Route 7 Old Hillsboro Road, Franklin, Tennessee 37064.

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FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. **DARO EXPORTS, LDT,** 1468 Coney Island Avenue, Brooklyn, NY 11230. Cable: EXPODARO, NEW YORK.

HOUSE OF OLDIES: World headquarters for out of print 45's and LP's, catalog is \$1.50. Specials: First American EP & Cover by the Beatles in mint condition — \$20 Vee Jay EP 903 (2). Beatles Christmas LP on Apple SBC100 — Sealed \$12. **HOUSE OF OLDIES** 276 Bleeker St., N.Y., N.Y. 10014.

FREE CATALOG: New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Paramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

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SCHOOL FOR GAMES AND MUSIC, one to three week course. Phonos — video, electro-mech, and logic flippers. By schematic! **CAL'S COIN COLLEGE,** P.O. Box 810, Nicoma Park, Oklahoma 73066. Telephone: (405) 769-5343.

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COIN MACHINES FOR SALE

SALE: Bally Stock Markets, Tickertapes, Balls, Bluechips, Dixielands New Balls, New, Keeney Sweet Shawnees. Contact us (also antique slots) **United States Amusements,** 2 W. Northfield Rd., Livingston, N.J. 07039. T. 201-992-7813.

FOR SALE: 200 Antique slot machines, excellent condition. Contact: **Sal Miranda** at 201-926-0700 — Hillside, New Jersey or **Sandy Markowitz** at 201-964-5230 — Union, New Jersey.

3 MIDWAY BULL'S EYE Bally Slots: 1 Jokers Wild. 2 Super 7. 1 Las Vegas — stand model. 2 ACE Luna and Zodiac with Bonus. 1 YATZY. 100,000 new brass tokens app dime size. 10,000 used brass tokens quarter size. Give us an offer in cash or barter deal. **HANSA MYN-TAUTOMATER AB.** Box 30041. 400 43 Gothenburg. TEL: Sweden 31/41 42 00.

FOR SALE: Space Invader Cocktail Tables, used but indistinguishable from brand new. 1 To 4 units. \$995. 5 to 10 units. \$945. 10 and more, \$895. These machines actually look and operate like brand new. Contact us at our Hillside Warehouse phone number. (201) 926-0700. Ask for **Sal.** **United States Amusements,** 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

FOR SALE: Genie \$895, Spider Man \$1150, Panthera \$1075, Silverball Mania \$1025, Harlem Globe Trotters \$650, Mata Hari \$525, Viking \$1365, Supersonic \$675, Skate Ball (Floor Sample) \$1375, Eight Ball \$450, Hotdoggin' \$1095, Space Invaders Pinball \$1495, Voltan, Prototype (Floor Sample) \$925, Coney Island \$675, Foxy Lady Cocktail Table Pinball \$475, Fire Power \$1495, Stellar Wars \$750, Lazer Ball \$1075, Space Rider \$350, Hercules \$2395, Submarine \$1875, 18 Wheeler \$895, Blue Shark \$695, Wheels II \$245, Space Invaders \$1295, Torpedo Baseball \$265, Baseball Cocktail Table \$350, Boot Hill Gun \$495, 2 PI Baseball \$725, 2 PI Football \$450, Trac 10 (Unshopped) \$95, Sprint 2 \$775, 4 PI Soccer (Floor Sample) \$795, Drag Race \$525, 4 PI Football \$1195, Video Pinball \$625, Breakout Cocktail Table \$325, Monte Carlo Driving Game \$1695, Triple Hunt Gun "Hit the Bear" \$250, Circus \$250, Rip Cord \$625, Star Fire, Sit down model \$1425, Head On \$825, Ripoff \$1650, Space Wars \$650, 3D Bowling Cocktail Table (Unshopped) \$250, Daytona 500 (Unshopped) \$95, Super Shifter (Unshopped) \$95, Brand new Strike \$345, M79 Ambush, 2 PI Gun \$275, World Cup 2 PI Soccer \$350, Brand new Foosball \$450, Swing Boat \$475, Humpty Dumpty See-Saw \$550, Toytown Racer (Single) \$425, Magic Carousel Merry-Go-Round \$625, Kiddie Kar \$375, Kiddie Boat \$350. (Kiddie Rides — add \$50 per ride for packing & crating). Cell or write **New Orleans Novelty Co.,** 1055 Dryades, New Orleans, La. 70113. Tele.: (504) 529-7321.

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RECONDITIONED MACHINES/TRADE-INS ACCEPTED Space Invaders, Space Wars, Lemans, Atari Football, Gremlin Head On, Ambush, Strikes & Spares, Paragon, Kiss, Supersonic, Superman, Hot Hand Flash, Star Trek, Count Down, Playboy, Lost World, Mata Hari, Sinbad & 8-Ball. TEL: (N.J.) (201) 729-6171.

FOR SALE: MONKEY MACHINE COMPONENTS — Monkey Band (7 Monkeys) plus Blimbo music tape machines available. Monkey Band separately: \$200 plus shipping. With Blimbo tape: \$400 plus shipping. Call **Ms. Mackour** (301) 585-5663.

FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Call **Wesslick Dist.** area code 304 — 292-3791. Morgantown, W. Va. 26505.

FOR SALE: 50 Space Invader Cocktail Tables, used but excellent condition \$995 each. 20 Space Invaders, used excellent stand up models at \$1095 each. Goods manufactured in Japan. Contact us. **UNITED STATES AMUSEMENTS,** 2 W. Northfield Rd., Livingston N.J. 07039. Tel: (201) 992-7813

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phones B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. **C.A. THORP SERVI.** 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Watling 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. **CENTRAL MUSIC CO.,** Box 284, Killeen, Texas 76541.

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.

FOR SALE: Bally Bingos, Mystic Gates, Hawaii, Double-ups, Safaris, Bonus-7s, Silver Sails, Bonanzas, and others all priced for immediate sale. **ISLAND COIN ENTERPRISES,** P.O. BOX 2583 AGANA, GUAM 96910. TEL: 477-7515.

FOR SALE: One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors. **D. & P. MUSIC,** 658 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-848-1846.

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PROFESSIONAL

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PHOTOGRAPHY: Industry/Prod. Stills/Composites — Editing. **M.J. ELLIOTT,** 7260 Sunset Blvd., Hollywood, CA, Suite #206, (213) 876-9656.

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MISCELLANEOUS

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CLASSIFIEDS Music, Coin, Real Estate, Records, Employment, Professional, Humor, Miscellaneous. Print It in **CASH BOX.** To place your ad call Marilyn Traitz (213) 464-8241 or write **Cash Box,** 6363 Sunset Blvd., Ste. #930, Hollywood, CA 90046.

Network, Syndicated Shows Up For Holidays

(continued from page 21)

inclusive of the AOR format," stated Tom Hedges, program director at KLOS/Los Angeles. "We haven't finalized our plans yet, but we'll probably tailor our own special programming to suit our listeners."

Many stations polled by **Cash Box** that aren't opting for either network or syndicated programming are relying heavily on listener involvement, i.e. voting for their favorite artists, LPs, singles, etc.

More Local Flavor

"National shows tend to be too homogenized," said Guy Zapolean, music director at KRTH/Los Angeles. "Producing a special in-house is easier and much more meaningful for the listeners to know what happened in their own area, not just musically, but also with highlighted local news and sports events, and so on."

Yet another alternative suggested by some programmers is to use this hiatus period of new releases by the big artists and go back to some of the product that for one reason or another got lost in the shuffle of the superstar priorities of record companies.

"The trouble with breaking new artists today is that they aren't given enough time to gell," offered Peyton Mays, program director at KZEL/Eugene. "We're going to take what we feel are albums with very redeeming cuts and give some of these new artists a second chance with our listener's ears.

Perhaps when their next albums are released, some of these groups will then have more of a built-in audience waiting for their product."

While many programmers agreed with Mays' premise, there were those who disagreed or urged caution with this approach. KLOS' Hedges maintained that it was a good idea to go back and play some of that product during a slack period, but also brought up the connection between the radio and record industries.

"If you're going to play an album that is nine or ten months old, make sure it's stocked at the stores," Hedges said. "It's a practical reality that if listeners go to a store to buy that album you play and get frustrated because it's no longer being stocked, you end up looking foolish."

"There are definitely some albums that I would have liked to see break that didn't," said WMET/Chicago program director Tom Teuber. "It seems to take nearly twice as long for some product to break than it used to. People aren't reacting as quickly to new bands or even the new Rod Stewart or Steely Dan LPs, and I mean the mass audience fans of these artists."

"In this market at least," Teuber added, "we would be bumping relatively new albums by the Bus Boys or the Jim Carroll Band that are just starting to create a buzz if we were to go back to albums eight or nine months old. It's Catch-22."

KRTH's Zapolean disagreed with Mays' premise entirely. "It's psychological. People get very traditional around the holidays and they want to hear familiar artists and familiar songs."

Nashville, NARAS Unit Boosts Local Identity

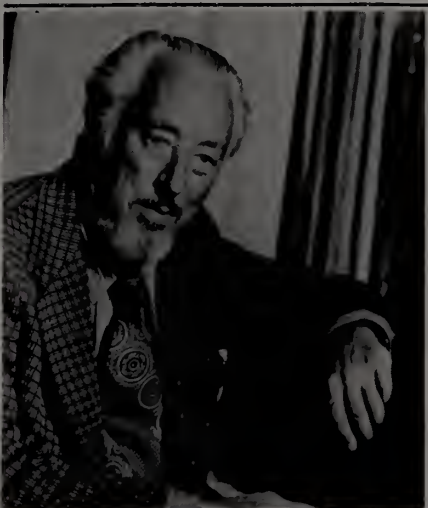
(continued from page 26)

involved with, unites acts that had one big hit in the '50s and '60s, and then passed out of public view. Many of these "has beens" have gone on to carve names for themselves in the business side of the music industry. Past shows have featured such performers as Bill Justis, Gene Hughs, Link Wray, Jimmy Bowen, the New Beats, Dale Hawkins, Steve Alamo and others.

"The success of WORST is the fun behind it," Anderson said. "It's a tongue-in-cheek type thing. It's something for us (people in the Nashville music community) to make fools of ourselves and have a ball at it."

In the past, the local chapter has also sponsored the Superpicker Awards. According to Anderson, the chapter will be changing the name of the award, possibly joining its sister New York and Los Angeles chapters and title the awards Most Valuable Player.

NARAS holds national meetings at least once a year, with the next scheduled for May 15-17 in Scottsdale, Ariz.



MR. CHRISTMAS MUSIC — Johnny Marks, recently elected to the Songwriters Hall of Fame and head of New York-based publishing firm St. Nicholas Music, will have his music featured on two television shows in December. Marks wrote "Rudolph, The Red-Nosed Reindeer" in 1949, which was introduced by Gene Autry, and recorded later by 500 other artists. Marks is also responsible for Burl Ives' "Have A Holly Jolly Christmas," Brenda Lee's "Rockin' Around The Christmas Tree" and "I Heard The Bells on Christmas Day," by Bing Crosby, Frank Sinatra and Eddy Arnold.

INTERNATIONAL

Pioneer Canadian Music Industry Magazine Folds

by Kirk LaPointe

TORONTO — *RPM Magazine*, for 13 years the most viable music industry publication in Canada, will cease publication as of Dec. 13, its editor Walt Grealls has announced, thus leaving the Canadian scene with neither an industry voice nor a national chart.

With the recent demise of the chart compiled by the Canadian Recording Industry Assn. (CRIA), reportedly due to insufficient funding and timed to coincide with the cancellation of a CBC national television program which had used it as a prime source of information therein, the Canadian industry was left in a precarious position with only the *RPM* chart as a guide to regional programmers and retailers.

Ironically, tributes from all sectors of the industry poured in to Grealls upon news of the magazine's closing. In the end, the same people who had praised *RPM* had held a hand in its collapse. In debt a reported \$75,000, and without enough support throughout much of the recent industry recession, Grealls said he was left no choice but to fold up operations.

Three months ago, the magazine was forced to change its format to become a twice-monthly, after it had operated for 13 years as a weekly publication. A staff, which had numbered 11 until then, was cut back to six when the decision to close was made.

Through the years, Grealls championed the cause of Canadian talent, particularly in this country. He was responsible for the creation of the *RPM* Music Awards, which evolved into the Juno Awards, named after the first chairman of the Canadian Radio-Television and Telecommunications Commission (CRTC), Pierre Juneau. Now voted upon and conducted by the Canadian Academy of Recording Arts and Sciences (CARAS), the Junos will, of course, continue.

RPM Magazine also was responsible for devising the MAPL logo, which has been adopted in this country to signify Canadian content in any or all of four facets of a recording project (M for musical content, A for artist, P for production, L for lyrical content).

MIDEM Rep In L.A.

LOS ANGELES — John Nathan, U.S. representative for MIDEM, will visit Los Angeles Dec. 8-12 to meet with label and publishing executives interested in attending the International convention. MIDEM '81 is scheduled for Jan. 23-29 in Cannes, France.

While in Los Angeles, Nathan can be reached at the Beverly Hills Hotel, (213) 276-2251.



NEW DEAL — Songstress Vicki Carr signed her first recording deal in five years with CBS Records International, Mexico, for the release of a new Spanish language LP, "Y El Amor," throughout the world. Pictured at the signing are (l-r): Javier Martinez, A&R head, CBS Mexico; Armand Dellano, vice president/general manager, CBS Mexico; Carr; and Arnold Mills, Carr's manager.

UCLA Extension To Offer Course On Foreign Publishing

LOS ANGELES — "The Dynamics of International Music Publishing" will be the subject of a 10-week UCLA Extension course conducted by experts in the international music publishing field, who will discuss legal and business topics relating to the subject.

Attorney Martin Cohen of Cohen and Steinhart and Gary Sishik, attorney for Screen Gems-EMI Music Inc., will explore topics including acquiring copyrights; contracting writers; setting up domestic licensing for records, motion pictures, television, print, commercials and other areas; registering copyrights and dealing with ASCAP and BMI. The course, which is to begin Jan. 7, 1981 and runs through March 11, will also devote time to discussion of foreign subpublishing.

The course is scheduled to meet 7-10 p.m., Wednesdays, room 169 of UCLA's Kinsey Hall. Fee for the course is \$165.

Kidnap Threat Forces TV Taping Cancellation

STOCKHOLM — Atlantic recording group ABBA was recently forced to cancel a German television appearance following a kidnapping threat. The group was scheduled to tape the TV program *Show Express* on Nov. 27 in Germany, but it elected to stay home in Sweden following an anonymous tip on the planned kidnapping to German police.

In lieu of the German taping, the group arranged to perform live via satellite from Stockholm with the cooperation of German and Swedish television.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The figures released by the Chamber of Phonographic Producers, covering October and released this week, show a stabilized market when compared to September, and the already-known trend against singles and towards cassettes when compared with October 1979.

This year, October showed 4% more sales in singles, 7.3% in albums and 2.3% less in cassettes and cartridges, compared to September. Against 1979, there were 54% less singles, 17% less albums and a whopping 170% more tapes. It is interesting to note that 68% of the revenues of the industry came from tapes, while only 32% was brought by singles and albums. This means that — at least in this country — it is now more a tape industry than a record industry. The sales volume measured in dollars neared \$13.75 million, not including some independent companies (about 10%), distributors of small labels and indie importers. The total volume, thus, could be estimated somewhere from \$16-17 million.

Microfon gave tango orchestra director and arranger **Atilio Stampone** a golden record, celebrating his 20 years with the company. A new album has been released, and the party was held at the Cano 14 tango nitery.

A new record company is being formed here — as reported previously in this column — by Spanish labels Columbia, Movieplay and Zafiro. The name is **Discosa**, and **Carlos Casale** has been appointed in charge of it. Casale has been in the promo department of Movieplay and is expected to start production and the linking of local artists in short time.

Phonogram looks like having a new hit in its hands with the soundtrack of the *Fame* movie, which is one of the top box office titles in the local movie business. A couple of months ago, the label netted strongly with *All That Jazz*, the soundtrack of the **Bob Fosse**-directed movie. This film is still running.

The visit by French artist **Gilbert Beaud** has been postponed due to illness, reported impresario **Julio Moyeno**. His tour has been re-scheduled for March or April next year.

RCA is releasing a new single and the new LP by ABBA and expects the usual good sales. The single will be promoted with Channel 13 and is aimed at the Christmas buyers, while the LP should sell for at least all the summer season.

miguel smirnoff

Canada

TORONTO — **Bobby Gale**, a Montreal radio alumnus and most recently a high-profile addition to Q107's Toronto daytime line-up, joined Polygram Dec. 1 in a promotional

capacity. **Gerry Young**, as mentioned earlier in this column, is leaving the firm to manage **Martha and The Muffins**. **Wendy Lockwood**, the firm's other promo rep in Toronto, has also submitted her resignation and will join a production company Dec. 1. . . . With the recent inking of a distrib deal with Ready Records, Quality Records brings to the fold two promising acts, **Blue Peter**, as well as **Steve Blimkie and The Reason**.

A third **Saga** album, "Silent Knight," has been issued on the group's own label, Maze Records, after negotiations between management and Polygram broke off recently. . . . Capitol Canada may end up the only branch within the conglomerate to finish the year with a profit. What other Canadian label can boast of more than 30 label and licensed artists accounting for close to 15% of its sales volume?

The **Searchers** next Sire album will contain a **Moon Martin** song. . . **Gaston Gravelle**, who recently left Quality's Montreal office, is working hard on raising (or even revamping) **Gino Socclo's** image. After "S-Beat" failed to carve out a niche for the Montreal-based composer this year in the U.S., rumblings have it Socclo is under the gun to shake the **Giorgio Moroder**-type reputation and take to the road.

WEA has garnered a gold album award for Geffen Records. **Donna Summer's** "The Wanderer" has eclipsed that mark. . . . An early 1981 U.S. release is set for one of the best debuts of the year, **The Teddy Boys'** self-titled album. A second single, "Things That You Do," has followed the successful but slightly over-controversial "He Only Goes Out With Boys," which, while embraced wholeheartedly by FM radio, still struck fear in the hearts of meek AM programmers. The first U.S. single likely will be "Laughing When I'm 92," which will coincide with a third single release here.

kirk lapointe

Italy

MILAN — The Durlum label recently signed a few licensing agreements for the distribution of foreign labels on the Italian market. Among the new catalogs are Boardwalk Entertainment (the label created by **Nell Bogart**) and Handshake Records. Furthermore, Durlum will distribute the latest album by the Gibson Brothers, "On The Riviera," in Italy.

Polygram has created a new medium priced line called **Successo**, divided in different series (Rock Giants, Pop Stars, Top Artists, Diretto Da, Musica & Cinema, Il Jazz) and on sale to the public at \$5.50, taxes included. Among the first releases are albums by the **Bee Gees**, **Rod Stewart**, **Status Quo**, **Patty Pravo**, **Jacques Brel** and others.

To conclude its Christmas sales campaign, EMI Italiana is sponsoring exhibitions dedicated to record retailers. Called

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Solo Tu, Solo Yo — Toto Cutugno — Interdisc
- 2 Can't Stop The Music — Village People — RCA
- 3 Cansado De Hacerlo Bien — Rocky Burnette — EMI
- 4 You're OK — Patrick & Sue Timmell — Music Hall
- 5 S.O.S. — Dee D. Jackson — Microfon
- 6 No Empujes — Delight — Phillips
- 7 Coming Up — Paul McCartney — EMI
- 8 La Primera Vez — Manolo Galvan — Microfon
- 9 The Winner Takes It All — ABBA — RCA
- 10 Refugiado — Tom Petty & The Heartbreakers — Microfon

TOP TEN LPs

- 1 Can't Stop The Music — Village People — RCA
- 2 Disco Top Hits, vol. 2 — various artists — Phonogram
- 3 Musica Prohibida . . . — various artists — ATC
- 4 Tus Noches — various artists — EMI/ATC
- 5 All That Jazz — soundtrack — Phonogram
- 6 Los 20 Grandes Exitos — Al do y Los Pasteles Verdes — Microfon
- 7 Parchis — Tonodisc
- 8 In Concert — various artists — ATC/K-tel
- 9 Estilo Nuevo, vol. 4 — various artists — Microfon
- 10 La Suerte — Alan Parsons — Microfon

—Prensario

Australia

TOP TEN 45s

- 1 Shaddap You Face — Joe Dolce Music Theatre — Astor
- 2 Woman In Love — Barbra Streisand — CBS
- 3 Master Blaster (Jammin') — Stevie Wonder — Motown
- 4 Dreamin' — Cliff Richard — EMI
- 5 Don't Stand So Close To Me — The Police — A&M
- 6 The Wanderer — Donna Summer — Warner Bros.
- 7 More Than I Can Say — Leo Sayer — Chrysalis
- 8 Babooshka — Kate Bush — EMI
- 9 You Shook Me All Night Long — AC/DC — Albert
- 10 The Time Warp — Rocky Horror Picture Show cast — Interfusion

TOP TEN LPs

- 1 Gully — Barbra Streisand — CBS
- 2 Zenyatta Mondatta — The Police — A&M
- 3 Monty Python's Contractual Obligation Album — Charisma
- 4 Icehouse — Flowers — Regular
- 5 Scary Monsters — David Bowie — RCA
- 6 Hotter Than July — Stevie Wonder — Motown
- 7 Back In Black — AC/DC — Albert
- 8 Paris — Supertramp — A&M
- 9 Eagles Live — Asylum
- 10 Never For Ever — Kate Bush — EMI

—Kent Music Report

Italy

TOP TEN 45s

- 1 Upside Down — Diana Ross — Motown
- 2 You And Me — Spargo — Baby Records
- 3 Master Blaster (Jammin') — Stevie Wonder — Motown
- 4 Amico — Renato Zero — RCA/Zerolandia
- 5 The Wanderer — Donna Summer — Warner Bros.
- 6 Many Kisses — Kriska — Polydor
- 7 Don't Stand So Close To Me — Police — A&M
- 8 Firenze (Canzone Triste) — Ivan Graziani — Numero Uno
- 9 Babooshka — Kate Bush — EMI
- 10 Ti Chiami Africa — Enzo Avallone — Warner Bros.

TOP TEN LPs

- 1 Dalla — Lucio Dalla — RCA
- 2 Zenyatta Mondatta — Police — A&M
- 3 Tregue — Renato Zero — RCA/Zerolandia
- 4 Stop — Pooh — CGD
- 5 Diana — Diana Ross — Motown
- 6 Uprising — Bob Marley — Island
- 7 Hotter Than July — Stevie Wonder — Motown
- 8 Più Di Prima — Pupo — Baby Records
- 9 Ci Vuole Orecchio — Enzo Jannacci — Ricordi
- 10 Emotional Rescue — Rolling Stones — Rolling Stones — Musica E Dischi

—Musica E Dischi

INTERNATIONAL

INTERNATIONAL DATELINE

"Cash & Carry 1980," the expositions will run from Dec. 11-24 in Turin, Padova, Milan, Florence, Rome, Naples and Catania.

K-tel has released a series of seven LPs dedicated to the most famous opera pages. Among the artists are **Marla Callas**, **Giacomo Lauri Volpi**, **Renata Tebaldi** and **Cesare Siepi**.

A new music publishing company called Chicco Music was born in Milan, created by **Vladimiro Albera**, formerly promotion manager at Ri-Fi. At the same time Albera announced the establishment of Vapro, a new public relations agency.

mario de luigi Japan

TOKYO — The 11th World Popular Song Festival here Nov. 14-16 was culminated with the awarding of the Grand Prix prizes for "What's The Use" by **Marty Rodgers** and **David Bluefield** in the international category (**Cash Box**, Dec. 6) and "Oh My Good-Bye Town" by **Tetsuya Itami**, leader of the group **Slide By Slide**, in the Japanese competition. **Mary Macgregor** of the U.S. and **Eddy Yamamoto** of Japan ("Love In Your Heart") took the top prizes for Most Outstanding Performance.

Other award winners included **Salvatore Cutugno** of Italy ("Francesca Non Sa"), **Dan Hill** of Canada ("How Do I Break You"), **Mike Harvey** and **Karen Cohen** of Australia ("I'm Really Only Singing For You"), **Kick Dandy** of Belgium ("Mary Brown"), **Rupert Holmes** of the U.S. ("Morning Man") and **Yamamoto** of Japan receiving Outstanding Song awards; and Hill of Canada, **Simon Gallaher** of Australia ("I'm Really Only Singing For You"), **Kiki Dee** of the U.K. ("Give It Up") and Holmes of the U.S. taking Outstanding Performance awards. In addition, a special Kawakami Award was given to **Al Bano** and **Romina Power** of Italy for their performance of "Partners" by **Marcello Marrocchi**.

Attendance for the finals, which were held Nov. 16 at the Nippon Budokan Hall here, reached 30,000. An additional audience of five million households watched the event on national television.

As one of the main events of Records Week here, the Japan Phonograph Record Assn. (JPR) contributed 50,000 LPs and singles to 1,000 institutes for orphans throughout the country, according to president **Saburo Watanabe**.

K.K. Nagaoka, one of the biggest manufacturers of phonograph needles, has reorganized its business department, according to **Eylylchi Nagoaka**, president of the company. In place of the old business department, the company reorganized into separate departments for international and domestic sales. The change was made to facilitate a smoother flow of business.

Revenues for Alfa Records during the fiscal year ended June 20, reached 5.6

billion yen (\$26.6 million), up 350% from 1.7 billion yen (\$8 million) for the previous fiscal year. Profit for the period reached 250 million yen (\$1.2 million). Records accounted for 82% of the revenues, while tapes brought in the remaining 18%.

Finally, a Canadian music expo was held here from Nov. 18-21.

kozo otsuka

United Kingdom

LONDON — Latest figures from the British Phonographic Industry (BPI) confirm that the U.K. record marketplace continues to shrink. Even the pre-recorded cassette, which was lately reported to be selling in larger numbers, has taken a tumble in the figures for the year ending September. Album sales for the same 12 month period should have totalled 307 million pounds (\$713.8 million) merely to equal the previous year's sales plus inflation, but in fact, they totalled 249 million pounds (\$578.9 million), a drop of 58 million pounds (\$134.9 million). Unit sales were 77.1 million singles and 67.6 million albums. The previous year's figures were 92.6 million and 79 million, respectively.

RCA's move to become the latest company to abolish Recommended Retail Price (as of their Nov. 24 price list only a dealer price will be issued) is guaranteed to increase the friction between the Mechanical Rights Society (MRS) and the BPI. The MRS recently discussed the topic behind closed doors, following which, it issued a statement stating, "The council had reported its concern that certain of the record companies which had already abandoned RRP might endeavor to pay royalties calculated on an alternative basis which, if implemented would save them possibly 81% of receipts, but deprive the copyright owner of at least 9% of the amount previously payable per record."

John Fruin has surprised most of the pundits who were "certain" where he would move to next. He has joined Pickwick International as senior executive. Pickwick has not only managed to avoid making management redundant, but has felt its top levels short on strength. The company plans to increase its involvement in budget records and tapes and is holding discussions with various manufacturers prior to moving into video distribution next year.

Dr. Werner Vogelsang, president of Polygram Record Operations has announced that the Polygram operations in Switzerland, Polydor AG and Phonogram AG, are merging to form Polygram Records AG. **Wolfgang Zimmerman**, MD, Phonogram AG, will be appointed MD of the new company as soon as the re-organization takes place. The change is scheduled for Jan. 1, 1981. In the meantime, Zimmerman will assume responsibility for Polydor's Swiss activities.

paul bridge



PIONEER PROMOTION — Wallis & Matilda's recording of six poems by bush bard A.B. "Banjo" Paterson on the "Pioneers" LP on Festival Records was the subject of a recent promotion by the company that had promotions manager Leon Concannon (!) delivering copies of the album to radio stations on a horse drawn cart. Concannon is shown here with Radio 2SM's George Moore.

Freidus, Killeen Named To VP Posts With CRI

LOS ANGELES — Bunny Freidus has returned to her position of vice president, creative operations, for CBS Records International (CRI) after temporary assignment this year in Paris. Dennis Killeen will replace her as regional vice president, creative operations, Europe.

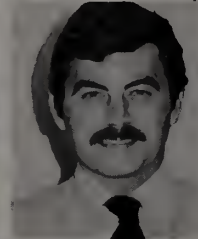
Based at CRI headquarters in New York, Freidus will be responsible for all areas of CRI creative operations, including product management, promotion, artist development, press and publicity, A&R and marketing administration.

Joe Senkiewicz, vice president, promotion and international artist development; Steve Pritchitt, director, product management; and Mauri Lathower, vice president, creative operations, CRI West Coast, will report directly to Freidus.

In his new position as regional vice president, creative operations, Europe, Killeen will be responsible for marketing activities in Europe. Prior to his appointment, Killeen served as vice president, creative operations, CRI West Coast, and director, marketing, CBS Disques, France.



Freidus



Killeen

Seeger Garner Triple Platinum In CRIA Awards

TORONTO — Capitol recording group Bob Seeger and the Silver Bullet Band topped the November certifications of the Canadian Recording Industry Assn. (CRIA) with a quadruple platinum award (400,000 units sold) for its "Against The Wind" LP. Other certifications included one double platinum, four platinum and two gold albums; and one platinum and one gold single.

Burton Cummings' self-titled LP on CBS was awarded a double platinum (200,000 units sold); while Willie Nelson's "Willie Nelson, His Very Best," Cummings' "Best Of Burton Cummings" and Loverboy's self-titled LP, all on CBS, and George Thorogood's "Move It On Over" on Attic were certified platinum (100,000 units sold).

In addition, The Monks' "Bad Habits" and Rocky Burnette's "Son Of Rock 'N' Roll," both on Capitol, were certified gold (50,000 units sold).

In the singles category, Blondie's "Call Me" and Rocky Brunette's "Tired Of Toein' The Line," both on Capitol, were certified platinum and gold, respectively. Platinum singles signify 150,000 units sold, while golds signify 75,000 units.

CBS New Zealand Acts Take Top Nat'l Honors

LOS ANGELES — Sharon O'Neill and Jon Stevens led CBS New Zealand in a strong showing at the 1980 New Zealand Records Awards, with the label garnering seven of the 10 available trophies.

O'Neill won Album of the Year for her debut effort, "Words," and was also chosen as the Best Female Vocalist. Stevens, who won the Single of the Year award for "Montego Bay," was named the Best Male Vocalist.

Vocal/instrumental group Pacific Ear-drum won awards for Best Produced Album, Best Engineered Album and Best Sleeve Design.

INTERNATIONAL CERTIFICATIONS

Genghis Khan

7 Records recording group Genghis Khan had its "Moscow" single certified platinum in Australia.

The Romantics

Nemperor/Epic recording group The Romantics had its "What I Like About You" single certified gold in Australia.

Bob Seeger

Capitol recording group Bob Seeger & the Silver Bullet Band was awarded a gold record for its "Stranger In Town" LP in the U.K.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

- 1 I'm In The Mood For Dancing — The Nolans — Epic/Sony
- 2 Kazawa Aklyro — Seyiko Matsuda — CBS/Sony
- 3 Koyibitoyo — Mayumi Itsuwa — CBS/Sony
- 4 Jinseyi No Sorakara — Chiharu Matsuyama — News
- 5 Ai Wa Kagerou — Gamu — Teichiku
- 6 Watashiwa Plano — Mizuwa Takada — Teichiku
- 7 Osakashigure — Harumi Miyako — Nippon Columbia
- 8 Hitori Jozu — Miyuki Nakajima — Canyon
- 9 Sexy Night — Junko Mihara — King
- 10 Hatoshite!! Good — Toshihiko Tawara — Canyon

TOP TEN LPs

- 1 Junko, The Best — Junko Yagami — Disco
- 2 Koyibitoyo — Mayumi Itsuwa — CBS/Sony
- 3 Dancing Sisters — The Nolans — Epic/Sony
- 4 Inshoha — Masashi Sada — Free Flight
- 5 First Album — Junko Mihara — King
- 6 Asia No Katasumide — Takuro Yoshida — For Life
- 7 The Best Of Cheryl Ladd — Toshiba/EMI
- 8 Xanadu — soundtrack — CBS/Sony
- 9 This Is My Trial — Momoe Yamaguchi
- 10 Drink — Juicy Fruits — Nippon Columbia

—Cash Box of Japan

The Netherlands

TOP TEN 45s

- 1 Never Knew Love Like This Before — Stephanie Mills — RCA
- 2 Super Trouper — ABBA — Polydor
- 3 Woman In Love — Barbra Streisand — CBS
- 4 My Old Piano — Diana Ross — EMI
- 5 Driver's Seat — Sniff 'N The Tears — RCA
- 6 The Tide Is High — Blondie — Ariola
- 7 Release — Patti Labelle — CBS
- 8 My Number One — Luv — CNR
- 9 Feels Like I'm In Love — Kelly Marie — Inelco
- 10 Aquarius — Gary Fane — CNR

TOP TEN LPs

- 1 Gully — Barbra Streisand — CBS
- 2 Super Trouper — ABBA — Polydor
- 3 Zenyatta Mondatta — The Police — CBS
- 4 Paris — Supertramp — CBS
- 5 Hotter Than July — Stevie Wonder — EMI
- 6 Making Movies — Dire Straits — Phonogram
- 7 Diana — Diana Ross — EMI
- 8 Faces — Earth, Wind & Fire — CBS
- 9 The River — Bruce Springsteen — CBS
- 10 A Touch Of... — Don Williams — K-tel

—Nationale Hitkrant Producties

United Kingdom

TOP TEN 45s

- 1 Super Trouper — ABBA — Epic
- 2 The Tide Is High — Blondie — Chrysalis
- 3 To Cut A Long Story Short — Spandau Ballet — Reformation
- 4 Banana Republic — The Boomtown Rats — Ensign
- 5 Celebration — Kool & The Gang — De-Lite
- 6 I Could Be So Good For You — Dennis Waterman — EMI
- 7 Embarrassment — Madness — Stiff
- 8 Earth Dies Screaming — UB40 — Graduate
- 9 Starting Over — John Lennon and Yoko Ono — Geffen
- 10 Never Knew Love Like This Before — Stephanie Mills — 20th Century

TOP TEN LPs

- 1 Super Trouper — ABBA — Epic
- 2 Gully — Barbra Streisand — CBS
- 3 Foolish Behaviour — Rod Stewart — Riva
- 4 Kings Of The Wild Frontier — Adam and the Ants — CBS
- 5 Not The 9 O'Clock News — various artists — BBC
- 6 Zenyatta Mondatta — The Police — A&M
- 7 Autoamerican — Blondie — Chrysalis
- 8 Hotter Than July — Stevie Wonder — Motown
- 9 The Jazz Slinger — Neil Diamond — Capitol East
- 10 Ace Of Spades — Motorhead — Bronze

—Melody Maker



WEST WAVE — Nashville-based band *Bandera* recently entered an exclusive recording and writing agreement with MCA Records and MCA Music, with the initial album from the outfit now being recorded. Pictured standing after the signing are (l-r): Jeff Mosely and Kelly Delaney, band managers; Harry Robinson, Dale Jackson, Lore and Eric Butler of the group; and Bob Siner, president, MCA Records, Inc. Pictured kneeling are (l-r): Leon Tsilis, project director, MCA Records; and Paul Urhig and Tom Jones of the group.

Retailers, Racks Show Limited Support For New Cassette Pack

(continued from page 8)

ing for the 100-store, Durham-based Record Bar chain, said, "All of our cassettes have been boxed in 4"x12" boxes with a generic design since 1967."

Bressi said that the disposable tape packaging design being employed by Record Bar allowed for more merchandising flexibility because they would fit into existing LP fixtures. He said if a store wanted to emphasize its eight-track tape inventory rather than LP stock, in a special promotion, then the same fixtures could be used. He said that the same formula applied to stocking more cassette inventory.

Also refusing to participate in the test was the Handleman Co., citing problems such as warehousing the 6"x6" design and account resistance to the configuration.

"We'd have to re-fixture our warehouse and the stores which we rack," said John Kaplan, executive vice president of the firm. "Unlike retailers, we can't make a decision if it doesn't suit our customers' wishes," he added.

Some retailers contacted said that they had committed to testing the 4"x9" packaging design, which will include Pink Floyd's "Dark Side Of The Moon," "Silver Bullet" by Bob Seger and "The Jazz Singer," by Neil Diamond, all on Capitol Records.

Guarded Support

While some of those testing the 6"x6" material expressed doubts, they also welcomed manufacturers' efforts toward better merchandising of cassette tapes.

"We agreed to be a part of the experiment as a guinea pig," said Don Crouch, head buyer for the eight-store Everybody's chain based in Portland, Ore. "As long as it's an experiment, that's fine. I mean, it's a no risk situation because we're stocking the cassettes on consignment.

"But I think if the industry went to a blanket 6"x6" format, then we would raise hell," Crouch added.

"We have 25 retail stores stocking the 6"x6" tape display," said Steve Marmaduke, vice president of Western Merchandising, which operates the 45-store Hastings Books and Records based

in Texas.

"But I don't really think that the 6"x6" is viable," Marmaduke added. "We're giving it a fair shot and are glad to see some moves being made to tackle cassette merchandising, but we'd rather see a configuration about the size of a paperback book or an eight-track tape."

He explained that such a configuration would not only allow retailers to use existing eight-track tape fixtures for cassettes, but would be a logical step given the increasing sales shift from eight-track to cassette.

Better Tapes Needed

Both Crouch and Marmaduke said that in addition to the packaging design developments for cassette, which could theoretically provide better graphics and potential for display, there should be serious consideration given to upgrading the quality of the tape used for pre-recorded cassettes.

Articulating support for the 6" x 6" packaging design, Russ Solomon, president of the 28-store, Sacramento-based Tower chain, said, "Hopefully, the test will be successful enough to encourage the manufacturers to do more toward improving cassette tape merchandising. I think it (the 6" x 6" design) is the most positive thing to come along since tape was invented."

Solomon said that the design being tested was compatible with his chain's existing fixtures and that it lent to positive display potential.

He lauded the 6" x 6" design for its cover graphics while saying that the display advantages offered by the 4" x 9" were diminished because the cover graphics were only a close facsimile of the LP cover, thus losing the impact of the consumer relating the tape item to the album.

"It's a good idea," commented John Grandoni, chief buyer at the Upstate New York-based 16-store Cavages chain web. "But the manufacturers must come up with a merchandising plan to help stimulate consumer interest and enhance sales appeal to the ordinary consumer. After all, they are the ones who will be buying the product."

ON JAZZ

(continued from page 36)

Bigard, Lewis Cottrell, Duke Ellington, George Lewis, Stan Getz, and Wingy Manone. Also available from Daybreak Express is the Rough Trade album "Are You Glad To Be In America?" by Blood Ulmer, previously unavailable in the U.S. . . . Philly Jazz Records is now representing a couple of other small labels including Survival, Cornpride, and Encounter. Under the new arrangements, Philly has reissued "Swift are the Winds of Life," a fine duo LP by *Rashed All* and *Leroy Jenkins* on the Survival label, and "Reverle," a new quartet album on Encounter Records.

HAPPY BIRTHDAY — To the amazing Mr. *Sonny Greer*, heartbeat and drummer-without-peer of the Ellington Orchestra for 32 years. Still making gigs at The West End Cafe in New York, Sonny celebrates a birthday Dec. 13: he's 85 and still cookin'. **fred goodman**

Ex-Record Men In Radio Bring Useful Skills To The Business

(continued from page 7)

man to ignore priority directives from high-placed label executives. According to Jimmy Mack, "The New England album is in our Top 10, but Elektra is still pushing their people for Billy Thorpe and the Kings. Someone decides that that's where the ad money is going and nothing can change it."

The pressure to push priority projects has led to the phenomenon of "paper adds." According to Peter Kane, sales manager of WCMF in Rochester, and a former WEA Corp. salesman and Warner Bros. promo man, "Promotion men are under such pressure that they go for 'paper adds' — playlisting of priority projects — even if they don't really get airplay. The promo men then pitch their superiors on these paper adds because they won't admit that they're not really getting played. Then the label will flood the market with product and nothing will happen because there is no airplay."

Shannon corroborated the existence of the paper adds, and said that programmers engage in the practice "to help the promo men hold their stars and bullets." In return, promo men can favor radio stations with audience-building contests (record and ticket giveaways, for instance) and on-the-air performances. "It's not illegal to list a record on a playlist and not play it," Shannon said. "But labels lose sight of the fact that they don't make money on adds." Brown disapproves of the practice. "If they're good enough to list, then they're good enough to play," he remarked.

The generally held perception of radio as an increasingly closed medium that is tough for new artists to "crack" accounts for much of the pressure to get adds at all costs. However, the ex-label radio men say much of the blame lies with the record companies. According to von Veh, "too many acts get released and just flood the system. Too many favors are done for too many managers. They complain about tight radio, but look at the Fall release. New artists will be buried by superstars like John Lennon, Rod Stewart and Heart."

"Radio is not really that tight," remarked Brown. "My advice to promotion men is, don't put a guy on a stiff. For a radio man it's not what you don't play that will hurt you, it's what you play that will hurt you."

The radio men were also adamant in pointing out that the marketplace is the ultimate determiner of hits and stiff. "It's not radio's job to go out on a limb and save uncritical A&R departments," von Veh remarked. Added Mack, "Corporate politics at record companies often prevent the promo men from capitalizing on a record that's already moving at retail." Instead, Mack said, the promo men are constrained to concentrate on mapped-out priorities.

Many promotion men simply don't understand the medium they're working, the ex-label radio men said. "When you're dealing in promotion you're looking to use radio to your best advantage," Kane remarked. "Now that I'm in radio, I realize that it's a marketing medium which exists to make money. Promo men get very jaded, obsessed with their goals and objectives. You forget what marketing is all about."

Now that they are back at radio, the former promo men prescribe two cures for the industry's ills: First, cut out extravagance and reduce artist rosters to manageable levels. Second, use local promotion men who know their markets and understand the "needs" of the area's stations.

Shannon commented that "too many promo men don't understand programming." He also condemned the extravagant practices of the recent past as a source of the industry's current doldrums. "Artists and their attorneys were asking for

ludicrous deals, and getting them. Every nobody band from Europe wanted superstar treatment, limos, parties, the works." Now, Shannon says, there are still too many records being released. "Too many projects going on means bad business. The labels are finally learning that they've got to cut back on their rosters." Shannon said that superstar domination of radio was not necessarily a bad thing. "Why should a PD worry about new groups if you've got the big stars to pull listeners?"

Bigby added, "Labels must give the local promo men the tools to do the job with. Let's go back to honesty. We tell people if they have a shot or if they don't. Remember, the two industries have to co-exist and need each other in order to survive."

Disc Sales For Thanksgiving Up

(continued from page 7)

that featured product by eight labels," said Cohen.

Cohen also pointed out that gift certificates have already become a big item, and that the chain's radio spots have been tagged with the two-kicker line, "Buy A Waxle Maxle gift certificate and Give the Gift of Music."

"If things continue in the way they broke after Thanksgiving, we're going to have a tremendous Christmas," added Cohen.

However, the festive Thanksgiving atmosphere did not hold up in economically depressed Detroit and St. Louis, the respective homes of the Bad Records and Hudson's record outlets.

"Business was 30% off compared to last year," explained Bad Records president Cal Simpson. "Interest rates are up again here, and there are so many people unemployed. People aren't buying records because of the overall poor economy in Detroit."

Simpson did, however, point out that Thanksgiving sales were much stronger than the past few weeks, and he looked forward to a somewhat prosperous Christmas.

Hudson's head buyer, Keith Hudson, also felt that the general economy was the reason behind the eight percent drop in sales for this Thanksgiving in comparison to last year's.

Stevie Wonder's "Hotter Than July" LP and Teddy Pendergrass' "TP" were the best selling hit product at Bad Records, Hudsons and other black music-oriented retailers, and higher priced albums by Bruce Springsteen ("The River") and Steely Dan ("Gaucho") were hot with the pop retailers. However, the respective \$15.98 and \$9.98 price tags for Springsteen and Steely Dan were a bit too dear for the customers of some retailers. One such chain was Turtles in Atlanta.

"We were up 20% over last year's Thanksgiving, and catalog was moving well, but the price of hits is so outrageous that they're just not selling," said Alan Levinson, head buyer for Turtles. "I think many of the manufacturers need training at the retail level. There are a lot of good names out there; the only thing hurting is the price."

And while economic conditions and high priced product may have put a damper on some store's record sales, retailers throughout the country have rallied behind NARM's "Give the Gift of Music Campaign" for the holiday season.

"We feel we've adopted the campaign successfully and it's working," said Lew Arratt of the Canton, Ohio-based Stark/Camelot chain. "We feel it's really going to aid us in sales for Christmas as people see the theme displayed throughout the store."

Cashbox Top Albums/101 to 200

December 13, 1980

		Weeks On Chart			Weeks On Chart			Weeks On Chart
101	POSH PATRICE RUSHEN (Elektra 6E-302)	7.98	113	3	134	MR. HANDS HERBIE HANCOCK (Columbia JC 36578)	7.98	118
102	LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	7.98	104	6	135	GREATEST HITS ANDY GIBB (RSO RX-1-3091)	8.98	147
103	TIMES SQUARE ORIGINAL SOUNDTRACK (RSO RS-2-4203)	13.98	87	12	136	TWENNYNINE with LENNY WHITE (Elektra 6E-304)	7.98	122
104	THIS TIME AL JARREAU (Warner Bros. BSK 3434)	7.98	101	26	137	NURDS THE ROCHEs (Warner Bros. BSK 3475)	7.98	129
105	THE AWAKENING THE REDDINGS (Believe In A Dream/CBS JZ 36875)	7.98	117	5	138	TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	7.98	137
106	ANYTIME, ANYPLACE, ANYWHERE ROSSINGTON COLLINS BAND (MCA-5130)	8.98	91	22	139	ONE FOR THE ROAD THE KINKS (Arista A2L 6401)	13.98	119
107	ARE HERE THE KINGS (Elektra 6E-274)	7.98	100	18	140	KURTIS BLOW (Mercury SRM-1-3854)	7.98	106
108	IN THE HEAT OF THE NIGHT PAT BENATAR (Chrysalis CHR 123)	7.98	107	64	141	14 KARAT FATBACK (Spring/Polydor SP-1-6729)	7.98	115
109	CATHOLIC BOY THE JIM CARRROLL BAND (Atco SD 38-132)	7.98	120	6	142	SHADOWS AND LIGHT JONI MITCHELL (Asylum BB-704)	13.98	114
110	TRUE COLOURS SPLIFF ENZ (A&M SP-4822)	7.98	98	17	143	LOVE LIVES FOREVER MINNIE RIPERTON (Capitol SOO 12097)	8.98	125
111	LATE NIGHT GUITARS EARI. KLUGH (Liberty LT-1079)	8.98	123	3	144	RODNEY FRANKLIN (Columbia JC 36747)	7.98	136
112	WIDE RECEIVER MICHAEL HENDERSON (Buddah/Arista BDS 6001)	7.98	94	17	145	STREET FEVER MOON MARTIN (Capitol ST-12099)	7.98	146
113	HEARTLAND THE MICHAEL STANLEY BAND (EMI-America SW-17040)	7.98	109	12	146	BORN TO RUN BRUCE SPRINGSTEEN (Columbia PC 33795)	7.98	142
114	9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	7.98	134	2	147	THE BEST OF EMERSON, LAKE & PALMER (Atlantic SD 19283)	7.98	151
115	DARKROOM ANGEL CITY (Epic JE 36543)	7.98	116	9	148	CLUES ROBERT PALMER (Island ILPS 9595)	8.98	103
116	SWEAT BAND (Uncle Jam/CBS JZ 36857)	7.98	127	3	149	SONGS I LOVE TO SING SLIM WHITMAN (Cleveland/Epic JE 36768)	7.98	143
117	JERMAINE JERMAINE JACKSON (Motown M8-1499F)	8.98	139	2	150	SONG OF SEVEN JON ANDERSON (Atlantic SD 16021)	8.98	167
118	GIDEON KENNY ROGERS (United Artists UO-1035)	8.98	105	36	151	LOVE APPROACH TOM BROWNE (GRP/Arista GRP 5008)	7.98	130
119	IT'S MY TURN ORIGINAL SOUNDTRACK (Motown M8-947M1)	8.98	121	4	152	SKYPORT SKYY (Salsoul/RCA SA-8537)	7.98	—
120	CANDLES HEATWAVE (Epic FE 36873)	8.98	—	1	153	THE MICHAEL SCHENKER GROUP (Chrysalis CHE 1302)	8.98	153
121	CHINATOWN THIN LIZZY (Warner Bros. BSK 3496)	7.98	132	4	154	TWO "B's" PLEASE THE ROBBIN THOMPSON BAND (Ovation OV 1759)	7.98	150
122	HEROES COMMODORES (Motown M8-939M1)	8.98	108	25	155	SEAWIND (A&M SP-4824)	7.98	112
123	AS ONE THE BAR-KAYS (Mercury SRM-1-3844)	7.98	—	1	156	MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK 3193)	7.98	148
124	RAY, GOODMAN & BROWN RAY, GOODMAN & BROWN (Polydor PD-1-8299)	7.98	111	11	157	DARKNESS ON THE EDGE OF TOWN BRUCE SPRINGSTEEN (Columbia JC 35318)	7.98	155
125	NIGHT PASSAGE WEATHER REPORT (ARC/Columbia JC 36793)	8.98	—	1	158	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	7.98	152
126	CIVILIZED EVIL JEAN-LUC PONTY (Atlantic SD 16020)	8.98	93	9	159	FAMILY HUBERT LAWS (Columbia JC 36396)	7.98	156
127	GHOST RIDERS OUTLAWS (Arista AL 9542)	8.98	—	1	160	HIGHWAY TO HELL AC/DC (Atlantic SD 12944)	7.98	154
128	I'M NO HERO CLIFF RICHARD (EMI-America SW-127039)	7.98	126	8	161	MINIMUM WAGE ROCK 'N' ROLL THE BUS BOYS (Arista AB 4280)	7.98	171
129	BLACK SEA XTC (Virgin/RSO VA 13147)	7.98	140	4	162	THE IDOLMAKER ORIGINAL SOUNDTRACK (A&M SP-4840)	8.98	—
130	BARBRA STREISAND'S GREATEST HITS VOL. 2 (Columbia FC 35679)	8.98	131	6	163	WAITING ON YOU BRICK (Bang/CBS JZ 36262)	7.98	165
131	LaTOYA JACKSON (Polydor PD-1-6291)	7.98	124	10	164	CONTRACTUAL OBLIGATION MONTY PYTHON (Arista AL 9536)	7.98	164
132	21st CENTURY MAN BILLY THORPE (Elektra 6E-294)	7.98	133	7	165	U.S. 1 HEAD EAST (A&M SP-4826)	7.98	166
133	I'M NOT STRANGE I'M JUST LIKE YOU KEITH SYKES (Backstreet/MCA 5152)	8.98	135	6	166	THE JEALOUS KIND DELBERT McCLINTON (Capitol ST-12115)	7.98	169

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	80	Con Funk Shun	99	Hiroshima	92	Mickey Mouse Disco	67	Riperton, Minnie	143	Sweet Band	116
AC/DC	10,160	Cougar, John	62	Iris, Donnie	170	Mills, Stephanie	77	Roches	137	Switch	82
Aerosmith	64	Cross, Christopher	17	Jackson, Jermaine	117	Milsap, Ronnie	69	Rockpile	34	Sykes, Keith	133
Air Supply	46	Daniels, Charlie Band	71	Jackson, Joe	61	Mitchell, Joni	142	Rogers, Kenny	2,86,118,138	Talking Heads	47
Anderson, Jon	150	Denver, John and the Muppets	192	Jackson, Michael	94	Molly Hatchet	93	Rolling Stones	58	The Legend Of Jesse James	176
Angel City	115	Devo	32	Jackson, Michael	83	Monty Python	164	Romantics	174	Thin Lizzy	121
Ashford & Simpson	194	Diamond, Neil	13	Jacksons	14	Moon Martin	145	Ronstadt, Linda	18	Thompson, Robbin Band	154
B-52's	68	Dire Straits	104	Jarreau, Al	104	Murray, Anne	30	Ross, Diana	20	Thorogood, George	70
Baby's	65	Doobie Bros.	8,156,167	Jennings, Waylon	59,78	Nelson, Willie	84	Rossington Collins	106	Thorpe, Billy	132
Bar-Kays	123	Doors	26,184	Joel, Billy	49	Nelson, Willie and Ray Price	196	Rushen, Patrice	101	Twennynine	136
Benatar, Pat	6,108	Dramatics	183	Jones Girls	90	Oak Ridge Boys	56	Sayer, Leo	87	Van Halen	189
Benson, George	38	Eagles	5,168	Kano	178	Off Broadway usa	182	Scaggs, Boz	51	Vapors	98
Blondie	27	Earth, Wind, & Fire	9	Kansas	55	O'Jays	197	Schenker, Michael Group	153	Washington, Grover Jr.	66
Blow, Kurtis	140	Emerson, Lake & Palmer	147	Kings	107	Outlaws	127	Seawind	155	Weather Report	125
Bootsy	100	Fatback	141	Kinks	139	Palmer, Robert	148	Seeger, Bob	44,158	Whitman, Slim	149
Bowie, David	43	Felder, Wilton	85	Kool & The Gang	24	Parsons, Alan	28	707	169	Williams, Don	52
Brick	163	Franklin, Aretha	48	Korgis	171	Parton, Dolly	114	Simon, Carly	79	Wonder, Stevie	1
Browne, Jackson	35	Franklin, Rodney	144	Klugh, Earl	111	Pendergrass, Teddy	22	Simon, Paul	74	XTC	129
Browne, Tom	151	Gamma	195	Lakeside	73	Pink Floyd	190	Sky	179	Young, Neil	31
Bus Boys	161	Gatlin, Larry	186	Laws, Hubert	159	Pointer Sisters	75	Sky	152	Zapp	72
Cameo	36	Gayle, Crystal	200	Lee, Johnny	102	Police	12	Slave	89		
Carroll, Jim	109	Gibb, Andy	135	Lennon, John And Yoko Ono	16	Ponty, Jean-Luc	126	Split Enz	110		
Cars	54,195	Green, Jack	177	Luggins, Kenny	23	Prentenders	175	Springsteen, Bruce	4,146,157	SOUNDTRACKS	
Chaplin, Harry	86	Haggard, Merle	172	L.T.D.	60	Prince	53	Spyro Gyra	40	Divine Madness	50
Chap-Trick	25	Hall & Oates	63	Lynyrd Skynyrd	191	Psychedelic Furs	187	Stanley, Michael Band	113	The Empire Strikes Back	181
Chi-Lites	173	Hancock, Herbie	134	Manilow, Barry	42	Queen	7	Steady Dan	21	Fame	88
Chipmunks	57	Hansen, Randy	193	Marie, Teena	41	Rabbit, Eddie	68	Stewart, Rod	29	Honeysuckle Rose	45
Christmas In The Stars	185	Head East	165	Maze	97	Ray, Goodman & Brown	124	Streisand, Barbra	3,130	Idolmaker	162
Clash	81	Heart	19	McClintone, Delbert	166	Reddings	105	Stylists	91	It's My Turn	119
Cockburn, Bruce	188	Heatwave	120	Meisner, Randy	95	REO Speedwagon	83	Summier, Donna	11,199	Times Square	103
Commodores	122	Henderson, Michael	112	Metheny, Pat	180	Richard, Cliff	128	Supertramp	37	Urban Cowboy	39
										Xanadu	33

CASH BOX TOP 100 ALBUMS

December 13, 1980

		Weeks On 12/6 Chart			Weeks On 12/6 Chart			Weeks On 12/6 Chart
1	HOTTER THAN JULY STEVIE WONDER (Tamla/Motown T8-373M1)	8.98	3	5	34	SECONDS OF PLEASURE ROCKPILE (Columbia JC 36886)	7.98	38 5
2	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	1	9	35	HOLD OUT JACKSON BROWNE (Asylum 5E-511)	8.98	28 22
3	GUILTY BARBRA STREISAND (Columbia FC 36750)	8.98	2	10	36	FEEL ME CAMEO (Chocolate City/Casablanca CCLP 2016)	7.98	36 8
4	THE RIVER BRUCE SPRINGSTEEN (Columbia PC2 36854)	15.98	4	7	37	PARIS SUPERTRAMP (A&M SP-6702)	13.98	33 10
5	EAGLES LIVE THE EAGLES (Asylum BB-705)	15.98	7	3	38	GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. HS 3453)	8.98	29 19
6	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	6	17	39	URBAN COWBOY ORIGINAL SOUNDTRACK (Asylum DP-900002)	15.98	34 31
7	THE GAME QUEEN (Elektra 5E-513)	8.98	5	22	40	CARNAVAL SPYRO GYRA (MCA-5149)	8.98	41 7
8	ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. HS 3452)	8.98	9	10	41	IRONS IN THE FIRE TEENA MARIE (Gordy/Motown G8-997M1)	7.98	42 15
9	FACES EARTH, WIND & FIRE (ARC/Columbia KC 2 36795)	15.98	10	4	42	BARRY BARRY MANILOW (Arista AL 9537)	8.98	— 1
10	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	11	18	43	SCARY MONSTERS DAVID BOWIE (RCA AOL-3647)	8.98	35 11
11	THE WANDERER DONNA SUMMER (Geffen/Warner Bros. GHS 2000)	8.98	8	6	44	AGAINST THE WIND BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	8.98	39 40
12	ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98	12	8	45	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	15.98	37 15
13	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	19	3	46	LOST IN LOVE AIR SUPPLY (Arista AB 4268)	8.98	47 31
14	TRIUMPH THE JACKSONS (Epic FE 36424)	8.98	13	9	47	REMAIN IN LIGHT TALKING HEADS (Sire SRK 6095)	7.98	45 7
15	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110)	8.98	15	12	48	ARETHA FRANKLIN (Arista AL 9538)	8.98	52 8
16	DOUBLE FANTASY JOHN LENNON and YOKO ONO (Geffen/Warner Bros. GHS 2001)	8.98	22	2	49	GLASS HOUSES BILLY JOEL (Columbia FC 36384)	8.98	44 39
17	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	7.98	14	46	50	BETTE MIDLER In DIVINE MADNESS ORIGINAL SOUNDTRACK (Atlantic SD 16022)	8.98	59 3
18	GREATEST HITS VOLUME TWO LINDA RONSTADT (Asylum 5E-516)	8.98	18	6	51	HITS! BOZ SCAGGS (Columbia FC 36841)	8.98	64 3
19	GREATEST HITS/LIVE HEART (Epic KE2 36888)	13.98	27	2	52	I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	8.98	43 15
20	DIANA DIANA ROSS (Motown M8-936)	8.98	16	27	53	DIRTY MIND PRINCE (Warner Bros. BSK 3478)	7.98	49 6
21	GAUCHO STEELY DAN (MCA-6102)	9.98	76	2	54	PANORAMA THE CARS (Elektra 5E-514)	8.98	50 15
22	TP TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	8.98	20	18	55	AUDIO-VISIONS KANSAS (Klirshner/CBS FZ 36588)	8.98	46 11
23	ALIVE KENNY LOGGINS (Columbia C2X 36738)	13.98	17	11	56	GREATEST HITS THE OAK RIDGE BOYS (MCA-5150)	8.98	56 6
24	CELEBRATE KOOL & THE GANG (De-Lite/Phonogram DE-9518)	7.98	24	9	57	CHIPMUNK PUNK THE CHIPMUNKS (Excelsior XLP-6008)	7.98	55 22
25	ALL SHOOK UP CHEAP TRICK (Epic FE 36498)	8.98	21	5	58	EMOTIONAL RESCUE THE ROLLING STONES (Rolling Stones/Atlantic COC 16015)	8.98	51 22
26	GREATEST HITS THE DOORS (Elektra 5E-515)	8.98	25	7	59	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	7.98	53 86
27	AUTOAMERICAN BLONDIE (Chrysalis CHE 1290)	8.98	92	2	60	SHINE ON L.T.D. (A&M SP 4819)	7.98	48 15
28	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	30	5	61	BEAT CRAZY THE JOE JACKSON BAND (A&M SP 4837)	8.98	57 6
29	FOOLISH BEHAVIOUR ROD STEWART (Warner Bros. HS 3485)	8.98	40	2	62	NOTHIN' MATTERS AND WHAT IF IT DID JOHN COUGAR (Riva/Mercury RVL 7403)	7.98	62 11
30	MAKING MOVIES DIRE STRAITS (Warner Bros. BSK 3480)	7.98	32	5	63	VOICES DARYL HALL & JOHN OATES (RCA AOL 1-3646)	8.98	58 18
31	HAWKS & DOVES NEIL YOUNG (Reprise HS 2297)	8.98	31	4	64	AEROSMITH'S GREATEST HITS AEROSMITH (Columbia FC 36865)	8.98	74 5
32	FREEDOM OF CHOICE DEVO (Warner Bros. BSK 3435)	7.98	23	28	65	ON THE EDGE THE BABYS (Chrysalis CHE 1305)	8.98	67 6
33	XANADU ORIGINAL SOUNDTRACK (MCA-6100)	9.98	26	23	66	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	7.98	70 5
67	MICKEY MOUSE DISCO (Disneyland 2504)	4.98	65	43	67	MICKEY MOUSE DISCO (Disneyland 2504)	4.98	65 43
68	HORIZON EDDIE RABBITT (Elektra 6E-276)	7.98	61	22	68	HORIZON EDDIE RABBITT (Elektra 6E-276)	7.98	61 22
69	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3277)	8.98	69	8	69	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3277)	8.98	69 8
70	MORE GEORGE THOROGOOD AND THE DESTROYERS GEORGE THOROGOOD AND THE DESTROYERS (Rounder 3035)	7.98	71	6	70	MORE GEORGE THOROGOOD AND THE DESTROYERS GEORGE THOROGOOD AND THE DESTROYERS (Rounder 3035)	7.98	71 6
71	FULL MOON CHARLIE DANIELS BAND (Epic FE 36571)	7.98	54	19	71	FULL MOON CHARLIE DANIELS BAND (Epic FE 36571)	7.98	54 19
72	ZAPP (Warner Bros. BSK 3463)	7.98	60	13	72	ZAPP (Warner Bros. BSK 3463)	7.98	60 13
73	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	7.98	82	3	73	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	7.98	82 3
74	ONE TRICK PONY PAUL SIMON (Warner Bros. HS 3472)	8.98	63	15	74	ONE TRICK PONY PAUL SIMON (Warner Bros. HS 3472)	8.98	63 15
75	SPECIAL THINGS POINTER SISTERS (Planet/Elektra P-9)	7.98	66	17	75	SPECIAL THINGS POINTER SISTERS (Planet/Elektra P-9)	7.98	66 17
76	WILD PLANET THE B-52's (Warner Bros. BSK 3471)	7.98	68	13	76	WILD PLANET THE B-52's (Warner Bros. BSK 3471)	7.98	68 13
77	SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	7.98	72	37	77	SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	7.98	72 37
78	MUSIC MAN WAYLON (RCA AFL-3602)	7.98	80	28	78	MUSIC MAN WAYLON (RCA AFL-3602)	7.98	80 28
79	COME UPSTAIRS CARLY SIMON (Warner Bros. BSK 3443)	7.98	73	24	79	COME UPSTAIRS CARLY SIMON (Warner Bros. BSK 3443)	7.98	73 24
80	SUPER TROUPER ABBA (Atlantic SD 16023)	8.98	—	1	80	SUPER TROUPER ABBA (Atlantic SD 16023)	8.98	— 1
81	BLACK MARKET CLASH THE CLASH (Epic 4E38646)	4.98	85	4	81	BLACK MARKET CLASH THE CLASH (Epic 4E38646)	4.98	85 4
82	THIS IS MY DREAM SWITCH (Gordy/Motown G8-999M1)	8.98	90	4	82	THIS IS MY DREAM SWITCH (Gordy/Motown G8-999M1)	8.98	90 4
83	HI INFIDELITY REO SPEEDWAGON (Epic FE 36848)	8.98	—	1	83	HI INFIDELITY REO SPEEDWAGON (Epic FE 36848)	8.98	— 1
84	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	78	42	84	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	78 42
85	INHERIT THE WIND WILTON FELDER (MCA-5144)	8.98	86	8	85	INHERIT THE WIND WILTON FELDER (MCA-5144)	8.98	86 8
86	THE GAMBLER KENNY ROGERS (United Artists UA-LA-934)	7.98	81	104	86	THE GAMBLER KENNY ROGERS (United Artists UA-LA-934)	7.98	81 104
87	LIVING IN A FANTASY LEO SAYER (Warner Bros. BSK 3483)	7.98	96	7	87	LIVING IN A FANTASY LEO SAYER (Warner Bros. BSK 3483)	7.98	96 7
88	FAME ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	77	28	88	FAME ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	77 28
89	STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	7.98	89	9	89	STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	7.98	89 9
90	AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	7.98	88	9	90	AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	7.98	88 9
91	HURRY UP THIS WAY AGAIN THE STYLISTICS (TSOP/CBS JZ 36470)	7.98	97	10	91	HURRY UP THIS WAY AGAIN THE STYLISTICS (TSOP/CBS JZ 36470)	7.98	97 10
92	ODORI HIROSHIMA (Arista AL 9541)	7.98	95	5	92	ODORI HIROSHIMA (Arista AL 9541)	7.98	95 5
93	BEATIN' THE ODDS MOLLY HATCHET (Epic FE 36572)	8.98	79	13	93	BEATIN' THE ODDS MOLLY HATCHET (Epic FE 36572)	8.98	79 13
94	OFF THE WALL MICHAEL JACKSON (Epic FE-35745)	8.98	75	66	94	OFF THE WALL MICHAEL JACKSON (Epic FE-35745)	8.98	75 66
95	ONE MORE SONG RANDY MEISNER (Epic NJE 36749)	7.98	102	7	95	ONE MORE SONG RANDY MEISNER (Epic NJE 36749)	7.98	102 7
96	SEQUEL HARRY CHAPIN (Boardwalk FW 36872)	8.98	99	4	96	SEQUEL HARRY CHAPIN (Boardwalk FW 36872)	8.98	99 4
97	JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)	7.98*	83	20	97	JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)	7.98*	83 20
98	NEW CLEAR DAYS THE VAPORS (United Artists LT-1049)	7.98	84	18	98	NEW CLEAR DAYS THE VAPORS (United Artists LT-1049)	7.98	84 18
99	TOUCH CON FUNK SHUN (Mercury SRM-1-4002)	7.98	—	1	99	TOUCH CON FUNK SHUN (Mercury SRM-1-4002)	7.98	— 1
100	ULTRA WAVE BOOTSIE (Warner Bros. BSK 3433)	7.98	110	2	100	ULTRA WAVE BOOTSIE (Warner Bros. BSK 3433)	7.98	110 2



**COMIN'
ON STRONG**

HEY YOU

VL 1007

from the album

BODY BAIT

V137

by **Symba**

LET'S BURN

VL 1005

by **Clarence Carter**

FLEETWOOD MAC L I V E



When your tour covers 1.2 million
four continents, 10 months and 14 cities
you have to keep a record of it.

