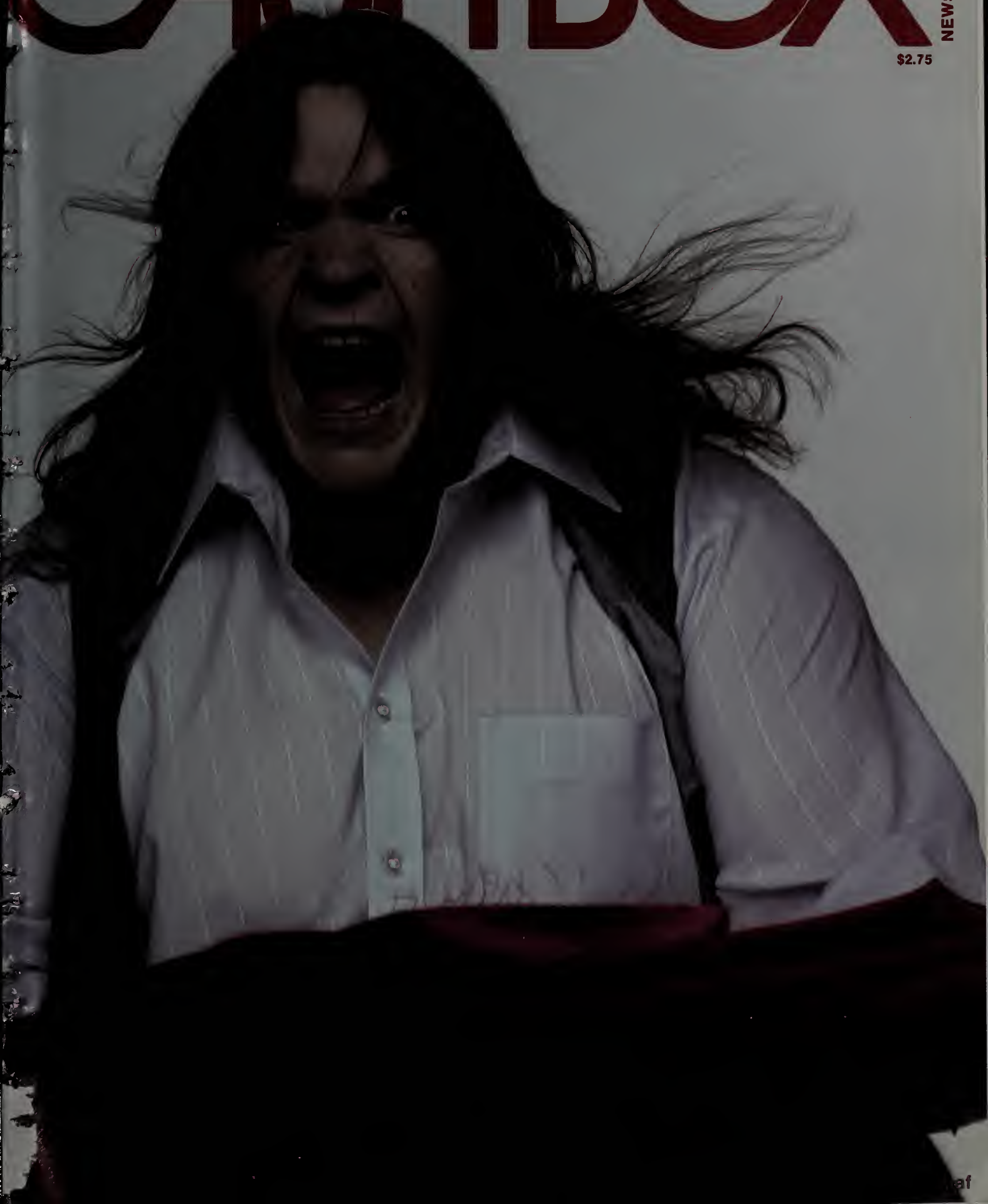


CASHBOX

October 3, 1981

NEWSPAPER

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management: FIRSTAR LTD, MILES COPELAND/KIM TURNER
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CASH BOX

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EDITORIAL Thoughts On Deregulation

The latest rumblings from Federal Communications Commission (FCC) chairman Mark Fowler on the subject of government involvement in the broadcasting industry are welcome indeed. Fowler is a member of the "less government is better" school of thought, and his belief that too much red tape currently ensnares broadcasters gains more credibility with each passing day.

While **Cash Box** believes that the public interest must be protected from businessmen operating solely for a profit, the system in operation today has proven to be too unwieldy to accomplish that purpose. True, the airwaves belong to the public and protection of the public interest must naturally fall on the shoulders of the government instead of private concerns; however, letting arrogant, insensitive bureaucrats play games with such power is

also quite inappropriate.

What is needed is a change in the mentality of the game. Broadcasters must take seriously the fact that they are being allowed to use the public airwaves for more than purely selfish, money grubbing purposes, and government bureaucrats, safely ensconced behind better-than-average salaries backed by annual cost-of-living adjustments, need to take into account the financial realities of running a business.

The current system for regulating broadcasters has outlived and outgrown its original concept — many of today's regulations seem more tailored to creating more jobs for government employees. New attitudes and approaches are needed — for both the government and the broadcasters.

NEWS HIGHLIGHTS

- MCA Distributing expands national field staff (page 5).
- PolyGram tests special B-Side concept with new Martin Briley 45 (page 5).
- ASCAP receipts for first eight months of 1981 top \$100 million (page 5).
- "Physical" by Olivia Newton-John and Joey Scarbury's "When She Dances" (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- "This Is The Way" by the Rossington Collins Band and Siouxsie And The Banshees' "Ju Ju" (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS

SINGLES	67	PHYSICAL — Olivia Newton-John — MCA
ALBUMS	19	SONGS IN THE ATTIC — Billy Joel — Columbia

POP SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
B/C SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
COUNTRY SINGLE
PARTY TIME T.G. Sheppard Warner/Curb
JAZZ
BREAKIN' AWAY Al Jarreau Warner Bros.

NUMBER ONES



Alabama

POP ALBUM
TATTOO YOU Rolling Stones Rolling Stones/Atlantic
B/C ALBUM
STREET SONGS Rick James Gordy/Motown
COUNTRY ALBUM
FEELS SO RIGHT Alabama RCA
GOSPEL
THE LORD WILL MAKE A WAY Al Green Myrrh

SUBSCRIPTION RATES \$110 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. ©Copyright 1981 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

CASH BOX TOP 100 SINGLES

October 3, 1981

	Weeks On Chart	9/26	Chart
1	ENDLESS LOVE	DIANA ROSS and LIONEL RICHIE (Motown M1519F)	1 14
2	ARTHUR'S THEME (BEST THAT YOU CAN DO)	CHRISTOPHER CROSS (Warner Bros. WBS 49787)	3 8
3	QUEEN OF HEARTS	JUICE NEWTON (Capitol P-4997)	2 19
4	WHO'S CRYING NOW	JOURNEY (Columbia 18-0224)	5 12
5	STOP DRAGGIN' MY HEART AROUND	STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS (Modern/Atlantic MR 7336)	4 11
6	STEP BY STEP	EDDIE RABBITT (Elektra E-47174)	7 11
7	FOR YOUR EYES ONLY	SHEENA EASTON (Liberty P 1418)	10 11
8	HOLD ON TIGHT	ELO (Jet/CBS ZS5 02408)	9 11
9	THE BEACH BOYS MEDLEY	(Capitol P 5030)	8 11
10	START ME UP	ROLLING STONES (Rolling Stones/Atlantic RS 21003)	11 7
11	SLOW HAND	POINTER SISTERS (Planet/Elektra P-47929)	6 19
12	PRIVATE EYES	DARYL HALL & JOHN OATES (RCA PB-12296)	14 6
13	URGENT	FOREIGNER (Atlantic 3831)	12 14
14	(THERE'S) NO GETTIN' OVER ME	RONNIE MILSAP (RCA PH-12264)	13 15
15	THE VOICE	THE MOODY BLUES (Threshold/PolyGram TR 602)	15 9
16	I COULD NEVER MISS YOU (MORE THAN I DO)	LULLU (ALFA ALF-7006)	18 10
17	LADY (YOU BRING ME UP)	COMMODORES (Motown M 1514F)	16 16
18	THE NIGHT OWLS	LITTLE RIVER BAND (Capitol P-A-5033)	20 7
19	HARD TO SAY	DAN FOGELBERG (Full Moon/Epic 14-02488)	23 6
20	WE'RE IN THIS LOVE TOGETHER	AL JARREAU (Warner Bros. WBS 49746)	27 10
21	SHARE YOUR LOVE WITH ME	KENNY ROGERS (Liberty P-A-1430)	29 5
22	JUST ONCE	QUINCY JONES featuring JAMES INGRAM (A&M 2357)	30 8
23	BREAKING AWAY	BALANCE (Portrait/CBS 24-02177)	24 13
24	SUPER FREAK (PART 1)	RICK JAMES (Gordy/Motown G7205F)	26 9
25	DRAW OF THE CARDS	KIM CARNES (EMI-America 8087)	25 9
26	WHEN SHE WAS MY GIRL	THE FOUR TOPS (Casablanca/PolyGram NB 2338)	33 7
27	I'VE DONE EVERYTHING FOR YOU	RICK SPRINGFIELD (RCA PB-12166)	32 7
28	IN YOUR LETTER	REO SPEEDWAGON (Epic 14-02457)	28 9
29	TRYIN' TO LIVE MY LIFE WITHOUT YOU	BOB SEGER (Capitol P-A-5042)	34 4
30	REALLY WANNA KNOW YOU	GARY WRIGHT (Warner Bros. WBS 49769)	21 14
31	GENERAL HOSPI-TALE	THE AFTERNOON DELIGHTS (MCA-51148)	31 11
32	SAY GOODBYE TO HOLLYWOOD	BILLY JOEL (Columbia 18-02518)	40 4

	Weeks On Chart	9/26	Chart
33	COOL LOVE	PABLO CRUISE (A&M 2349)	22 14
34	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)	CARL CARLTON (20th Century-Fox/RCA TC-2488)	39 7
35	JESSIE'S GIRL	RICK SPRINGFIELD (RCA PB-12201)	19 28
36	THE THEME FROM HILL STREET BLUES	MIKE POST featuring LARRY CARLTON (Elektra E-47188)	44 7
37	THEME FROM "THE GREATEST AMERICAN HERO"	JOEY SCARBURY (Elektra E-47174)	17 21
38	FEELS SO RIGHT	ALABAMA (RCA PB-12236)	35 17
39	BURNIN' FOR YOU	BLUE OYSTER CULT (Columbia 18-02415)	43 8
40	HERE I AM	AIR SUPPLY (Arista AS 0626)	55 3
41	ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)	MARTY BALIN (EMI-America P-A-8093)	52 4
42	ALIEN	ATLANTA RHYTHM SECTION (Columbia 18-02471)	47 6
43	EVERY LITTLE THING SHE DOES IS MAGIC	THE POLICE (A&M 2371)	64 2
44	YOU COULD TAKE MY HEART AWAY	SILVER CONDOR (Columbia 18-02268)	38 11
45	HE'S A LIAR	BEE GEE'S (RSO/PolyGram RS 1066)	66 2
46	LOVE ALL THE HURT AWAY	ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	51 6
47	WORKING IN THE COAL MINE	DEVO (Full Moon/Asylum E-47204)	54 5
48	OH NO	COMMODORES (Motown M 1527F)	65 3
49	SAUSALITO SUMMERNIGHT	DIESEL (Regency RY 7339)	59 4
50	HEAVY METAL (TAKIN' A RIDE)	DON FELDER (Full Moon/Asylum E-47175)	56 11
51	OUR LIPS ARE SEALED	GO-GO'S (I.R.S./A&M IR-9901)	57 6
52	YOU SAVED MY SOUL	BURTON CUMMINGS (Alfa ALF-7008)	60 4
53	BACKFIRED	DEBBIE HARRY (Chrysalis CHS 2526)	42 8
54	ELVIRA	THE OAK RIDGE BOYS (MCA-51084)	41 22
55	THE BREAKUP SONG (THEY DON'T WRITE 'EM)	GREG KINN BAND (Beserkley/Elektra B-47149)	46 20
56	STRAIGHT FROM THE HEART	THE ALLMAN BROTHERS BAND (Arista AS 0618)	45 10
57	IN THE DARK	BILLY SQUIER (Capitol P-A-5040)	62 4
58	FIRE AND ICE	PAT BENATAR (Chrysalis CHS 2529)	36 12
59	SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA PB-12246)	48 11
60	CHLOE	ELTON JOHN (Geffen 49788)	37 11
61	I'M IN LOVE	EVELYN KING (RCA PB 12243)	49 11
62	LOVE ON A TWO WAY STREET	STACY LATTISAW (Columbia/Atlantic 66015)	53 16
63	THAT OLD SONG	RAY PARKER, JR. & RAYDIO (Arista AS 0616)	50 13
64	SILLY	DENIECE WILLIAMS (ARC/Columbia 18-2406)	61 8
65	A HEART IN NEW YORK	ART GARFUNKEL (Columbia 18-02307)	58 9

	Weeks On Chart	9/26	Chart
66	SQUARE BIZ	TEENA MARIE (Gordy/Motown G 7202F)	63 12
67	PHYSICAL	OLIVIA NEWTON-JOHN (MCA-51182)	— 1
68	YOU DON'T KNOW ME	MICKEY GILLEY (Epic 14-02172)	67 13
69	STAY AWAKE	RONNIE LAWS (Liberty P-A-1424)	76 5
70	MORE STARS	STARS ON 45 (Radio Records/Atlantic RR 3863)	74 3
71	NO REPLY AT ALL	GENESIS (Atlantic 3858)	81 2
72	MY GIRL (GONE, GONE, GONE)	CHILLIWACK (Millennium/RCA YB-11813)	83 2
73	PROMISES IN THE DARK	PAT BENATAR (Chrysalis CHS-2555)	— 1
74	NICOLE	POINT BLANK (MCA-51132)	70 15
75	A LUCKY GUY	RICKIE LEE JONES (Warner Bros. WBS 49816)	84 2
76	FIRE IN THE SKY	THE DIRT BAND (Liberty P-A-1429)	87 2
77	NO TIME TO LOSE	THE TARNEY/SPENCER BAND (A&M 2366)	82 3
78	AIMING AT YOUR HEART	TEMPTATIONS (Gordy G 7208F)	85 2
79	LET'S GROOVE	EARTH, WIND & FIRE (ARC/Columbia 18-02536)	— 1
80	LEILA	ZZ TOP (Warner Bros. WBS 49782)	88 2
81	MONY MONY	BILLY IDOL (Chrysalis CHS 2543)	86 3
82	LET'S PUT FUN BACK IN ROCK N ROLL	FREDDY CANNON & THE BELMONT'S (Mia Sound MS-1002)	89 2
83	I WANT YOU, I NEED YOU	CHRIS CHRISTIAN (Boardwalk NB7-11-126)	— 1
84	DON'T GIVE IT UP	ROBBIE PATTON (Liberty P 1420)	69 13
85	ALL I HAVE TO DO IS DREAM	ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)	72 8
86	NEVER TOO MUCH	LUTHER VANDROSS (Epic 14-02409)	— 1
87	STILL	JOHN SCHNEIDER (Scotti Bros./CBS AE7 1290)	— 1
88	SHE DON'T LET NOBODY (BUT ME)	CURTIS MAYFIELD (Boardwalk NB7-11-122)	90 2
89	MAGIC POWER	TRIUMPH (RCA PB-12298)	— 1
90	IT'S ALL I CAN DO	ANNE MURRAY (Capitol P-A5023)	— 1
91	IT'S OVER	TEDDY BAKER (Casablanca/PolyGram NB2340)	95 2
92	BOY FROM NEW YORK CITY	MANHATTAN TRANSFER (Atlantic 3816)	68 20
93	THE STROKE	BILLY SQUIER (Capitol P-5005)	75 21
94	SHAKE IT UP TONIGHT	CHERYL LYNN (Columbia 11-02102)	77 9
95	(WANT YOU) BACK IN MY LIFE AGAIN	CARPENTERS (A&M 2370)	— 1
96	FANCY FREE	OAK RIDGE BOYS (MCA-51169)	98 2
97	I DON'T NEED YOU	KENNY ROGERS (Liberty 1415)	71 17
98	TEMPTED	SQUEEZE (A&M 2345)	78 11
99	DOUBLE DUTCH BUS	FRANKIE SMITH (WMMOT 4W86351)	79 19
100	EASY TO LOVE AGAIN	CAROLE BAYER SAGER (Boardwalk NB7-11-118)	80 5

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Heart In (Headquarters Artist/Irving — BMI) 65	Fire And Ice (Rare Blue/Big Tooth/Discott/Denise Barry — ASCAP) 58	Love On A Two (Gambi — BMI) 62	She Don't Let (Fekaris — ASCAP/M&M — BMI) 88
A Lucky Guy (Easy Money Music — ASCAP) 75	Fire In The Sky (Vicious Circle Music — ASCAP) 78	Magic Power (Triumphsongs — CAPAC) 89	She's A Bad Mama Jama (Jim/EOD — BMI) 34
Aiming At Your Heart (Assorted Music — BMI) 78	For Your Eyes (United Artists — ASCAP) 7	Morfy Mony (Big Seven — BMI) 81	Silly (Rosebud) 64
Alien (Low Sal Music — BMI) 42	General Hospi-tale (Solid Smash — ASCAP) 31	More Stars (Various Publishers — BMI/ASCAP) 70	Slow Hand (Warner-Tamarlane/Flying Dutchman/Sweet Harmony — BMI) 11
All I Have To Do (House Of Bryant — BMI) 85	Hard To Say (Hickory Grove Admin. By April Music — ASCAP) 19	My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.) 72	Somedays Are (Tree — BMI) 59
Arthur's Theme (Irving/Woolnough/Unichappell/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP) 2	Heavy Metal (Fingers — ASCAP) 50	Never Too Much (Uncle Ronnie's — ASCAP) 86	Square Biz (Jobete — ASCAP) 66
Atlanta Lady (Mercury Shoes/Great Pyramid — BMI) 41	Here I Am (Al Gallico/Turtle — BMI) 40	Nicole (Hamstein — BMI) 74	Start Me Up (Colgems-EMI — ASCAP) 10
Back In My Life (Duchess (MCA)/Home Sweet Home — ASCAP) 95	He's A Liar (Gibb Bros. Music (Unichappell Music Admin.) — BMI) 45	No Gettin' Over Me (Rick Hall — ASCAP) 14	Stay Awake (Sweetbeat Music — ASCAP) 69
Backfired (Chic — BMI) 53	Hold On Tight (April Music — BMI) 8	No Reply At All (Hit & Run Ltd./Admin. by Pun Music — ASCAP) 71	Step By Step (Briarpatch/DebDave — BMI) 87
Beach Boys-Medley (BMI) 9	I Could Never (Abesongs, Ltd. — BMI) 16	No Time To Lose (ATV Music — BMI) 77	S'illi (Jobete/Commodores Entertainment — ASCAP) 6
Boy From New York (Trio — BMI) 92	I Don't Need You (Boothcote — BMI) 97	Oh No (Jobete + Commodores Entertainment — ASCAP) 48	Stop Draggin' (Gone Gator/Wild Gator — ASCAP) 5
Breaking Away (Daksel — BMI) 23	I Want You (Marvin Gardens/Home Sweet Home/Bug And Bear — ASCAP/John Charles Crowley — BMI) 83	Our Lips (Gotown/Plagent Visions — ASCAP) 51	Straight From The (The Pangola/Careers/Milene — BMI) 56
Burnin' For You (B.O 'Cult — ASCAP) 39	I'm In Love (Duchess — BMI) 61	Physical (Stepher. A. Kipner/April/Terry Shaddick — ASCAP/BMI) 67	Super Freak (Jobete & Stone City — ASCAP) 24
Chloe (Intersong — ASCAP) 60	In The Dark (Songs Of The Knight — BMI) 57	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI) 12	Tempted (Illegal Song — BMI) 98
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) 33	In Your Letter (Slam Dunk — ASCAP) 28	Promises In The Dark (Rare Blue/Big Tooth/Neil Gerardo — ASCAP) 73	That Old Song (Raydiola — ASCAP) 63
Don't Give It Up (British Rocket/Adel — ASCAP) 84	It's All I Can Do (United Artists/Chess — ASCAP) 90	Queen Of Hearts (Drunk Monkey — ASCAP) 3	The Breakup Song (Rye-Boy — ASCAP) 55
Double Dutch (Wimot/Frason/Supermarket BMI) 99	It's Over (Kat Family/Unichappell — BMI) 91	Really Wanna (Rondor, Adm. By Almo/High Wave — ASCAP) 30	The Night Owls (Colgems-EMI — ASCAP) 18
Draw Of The Cards (Appian/Almo/Pants Down/Black Mountain — ASCAP/BMI) 25	i've Done Everything (Warner-Tamarlane-BMI) 27	Sausalito Summernight (Southern — ASCAP) 49	The Stroke (Songs Of The Knight — BMI) 93
Easy To Love Again (Unichappell/Begonia Melodies — BMI/Hidden Valley — ASCAP) 100	Jessie's Girl (Robbie Porter — BMI) 35	Say Goodbye To Hollywood (Blackwood — BMI) 32	Theme: "Greatest American Hero" (April/Blackwood/Darla/Darjen/ SJC & Cannell — BMI/ASCAP) 37
Elvira (Acuff-Rose — BMI) 54	Just Once (ATV/Mann & Weil — BMI) 22	Shake It Up Tonight (April — ASCAP) 94	Theme: Hill St. Blues (MGM Music — ASCAP) 36
Endless Love (PGP/Brockman/Intersong — ASCAP Administered) 1	Lady (Jobete & Commodores — ASCAP) 17	Share Your Love (Duchess Music Corp. (MCA) — BMI) 21	The Voice (WB — ASCAP) 15
Every Little Thing (Virgin Music — Admin. in U.S. by Chappell — ASCAP) 43	Let's Groove (Sagfire/Youngouie — ASCAP pending) 79		Tryin' To Live (Happy Hooker — BMI) 29
Fancy Free (Goldline/Silverline — ASCAP — BMI) 96	Let's Put The Fun (Greyhound — ASCAP) 82		Urgent (Somerset/Evansongs — ASCAP) 13
Feels So Right (Maypop — BMI) 38	Let's Ali The (Irving/Ljesrika Music — BMI) 46		We're In This Love (Blackwood/Magic Castle — BMI) 20
			When She Was My (MCA — ASCAP) 26
			Who's Crying (Week High Nightmare — BMI) 4
			Working In The Coal (Marsaint Music — BMI) 47
			You Could Take (Grey Hare — ASCAP) 44
			You Don't Know Me (Rightsong — BMI) 68
			You Saved My Soul (Shillelagh — BMI) 52



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

CASH BOX NEWS

PolyGram Testing New B-Side Medley Concept

LOS ANGELES — In an effort designed to improve the chances of success for a new recording artist, PolyGram Records has begun to test the concept of placing a medley of songs culled from an artist's debut album on the B-side of the first commercial 45 single issued.

The artist with whom this special concept is being tried is Martin Briley, former bassist for Ian Hunter and a songwriter whose work has been recorded by such artists as Pat Benatar and Karla DeVito. Briley's single, "Slipping Away," has been backed with a 5½ minute medley of four numbers from his debut Mercury/PolyGram album, "Fear Of The Unknown."

Elaborating on the B-side concept, PolyGram executive vice president and

(continued on page 12)



CAPITOL INKS ASHFORD & SIMPSON — Capitol Records has signed internationally acclaimed recording duo Nickolas Ashford and Valerie Simpson to an exclusive worldwide recording agreement. Pictured standing at the signing are (l-r): George Schiffer, the duo's manager; Don Zimmermann, president, Capitol/EMIA/Liberty; Bob Young, vice president, business affairs, Capitol; Rupert Perry, vice president, A&R, Capitol; and Varnell Johnson, vice president, A&R, black music division, Capitol. Pictured seated are (l-r): Simpson and Ashford.

MCA Distributing Expands National Field Sales Staff

by Michael Glynn

LOS ANGELES — In a move geared to increase product awareness and visibility, in addition to boosting client contact, 24 account representatives have been added to MCA Distributing Corp.'s national staff. At a press conference here Sept. 22, MCA Distributing president Al Bergamo indicated that the new account reps will be concentrating primarily on chains of 10 or more stores.

"There's been a real change in the record business within the past two years," said Bergamo, explaining the reason for the move. "(The industry) has lost approximately 930 accounts, partly due to bankruptcies, like Korvettes, while many accounts went to one-stops. By most industry estimations, there are now between 23,000 and 25,000 accounts in the U.S. that stock records, from shoeshine stands to department stores. While the rack jobber is still an important part of our business, we think the future is in multiple-store record chains, and that's why we've done this."

Bergamo added that the primary purpose in enlarging MCA's sales force was to establish and maintain personal contact with chain accounts, and to this end, it will be the representatives' responsibility to visit 10 accounts per day within a 125-mile radius. Although the decision to add the 24 reps was made only three months ago, Bergamo noted that they've already received response from the field.

"We thought it would take until January or February, at least, to see the results from this," stated Bergamo, "but we've already gotten positive reactions from accounts that had never seen reps before."

Not only will these key account reps be responsible for making dealers aware of MCA product, via such tools as new release lists, they will also supply in-store merchandising materials for display, such as mobiles, posters, counter stand-ups and cutouts, in addition to in-store play copies of new releases. According to Bergamo, the reps will also keep track of inventory of MCA product in individual stores, regularly sending that information to the regional distribution branches for evaluation and assessment in reference to stocking.

"They will funnel information back into, say, Atlanta, where our branch people will take that information and go in to visit a particular chain's branch manager," said Bergamo.

Bergamo pointed out that while "the real thrust of this is aimed at the Musiclands,

(continued on page 14)

New Rock Importers Foresee Major Growth

by Dave Schulp

NEW YORK — In a year that marks the tenth anniversary of Jem Records, the first full-time importer of foreign-pressed rock records to the United States, the rock import business has reached a high point in terms of the number of companies devoted primarily to import trade and public interest in and acceptance of imports.

Although the last decade has seen a number of operations enter, then drop out of, the business, the nine firms represented at the recent National Music, Sound and Video Show at the New York Hilton indicate that the field is currently more active than at any previous time. In addition, a number of one-stop operations and cut-out suppliers dealing with imports as a sideline are also at a peak of activity.

A Cash Box survey of importers has revealed a good deal of optimism about the future of imports, due to a combination of the current overseas strength of the dollar and the rising prices of domestic discs, which have made the generally expensive import prices more competitive than ever before. Most importers also felt that their businesses would be strong enough to weather a turnaround in the value of the dollar similar to the one in 1979, which eliminated the profitability from imports and bankrupted a number of weaker firms.

In addition, most import dealers felt that there is a growing and still vastly untapped nationwide market for the new music, quality pressings and uniqueness that imports offer, although it was generally admitted that an import glut currently exists in the market that centers around New York.

"We recently made a study of the marketplace that suggests to us that the market for imports in this country is not even close to being saturated," said Neil Smilowitz, president of Skydisc, an impor-

ter based in Long Island. "Imports currently make up 1.2% of the U.S. market, according to the National Assn. of Recording Merchandisers (NARM) report on the record business, but import departments in most retail outlets are either non-existent or underdeveloped. We feel that out of the 20-25,000 record sellers out there, at least 5,000 could handle imports profitably if they merchandised them properly, and there are nowhere near that many now. We feel the import market has a 500% growth potential in the near future without making even a major dent in sales of domestic records. And I don't think this projection is bold or unreasonable."

Filling In The Gap

"We feel that as importers we're stepping into a gap in the record market," added David Stoltenberg of Greenworld, which operates out of Torrance, Calif., a suburb of Los Angeles. "Although we're probably catering to maybe 5% of the record buying population, their economic weight and purchasing power is much greater than the average record buyer. We're aiming at people who spend between 1/3 and 1/2 of their income on records. Most of these people are totally alienated from the American-music business and radio as it currently stands."

Guy Melhuish of New York-based Bonaparte, one of the few foreign-owned importers (being the U.S. branch of an English exporter), sees America as being on what he termed "the brink of a total invasion of English music: a third wave, with the first being the Beatles and Merseybeat, the second the progressive rock of the Woodstock era."

Jim Kozlowski of Important Records, also in New York, sees the current popularity and growth of the import market as "coming off the street," and feels it is rooted in the punk and new wave explosion that started in England in the late '70s and the "renewed interest in collectables" engendered by the British independent labels.

Despite what appears to be a rampant optimism about the market by many of the newer companies, principals of the older import operations are less inclined to wax enthusiastic. Marty Scott, president of Jem, disagreed that the import market has widened. "The pie hasn't gotten any bigger," he said. "Our competitors' share of it has just been redistributed."

"I would question whether import releases are selling any more than they ever did," Scott stated. "Because of the higher domestic prices, many record stores have had to cut back on their inventories. Stores doing X percent of imports three or four years ago are probably doing fewer now because they have to be more careful about what they buy."

Jim Enright of Disc Trading Co. in Carrboro, N.C., which has been operating since 1976, said that the major change he has seen recently is that "people on the street and accounts are getting wary of buying everything that comes out. There's a trend toward selectivity."

As the import business has gotten more sophisticated, the competition to be first to get a particular single or LP title has become more and more heated, especially in the New York area.

Major accounts buy from many or all of the importers and, according to Bob Marin of Los Angeles-based Sounds Good, "The difference between making a really large sale and making a much smaller sale often boils down to a matter of hours, or in some cases minutes."

Because of this factor, many of the companies talk about finding a special niche within the import field for which they can gain a reputation among both street and store buyers.

Stoltenberg said, "Greenworld, because of the extra time needed to ship to and from the West Coast, doesn't bother to compete heavily in the New York market on new releases, but leans heavily on its regular flow of Japanese releases and large international catalog of releases from 40 countries. Jem's Scott felt his company offered the largest catalog and inventory, deepest penetration into chains and, due to the scale of its operation, can offer stores advertising dollars, merchandising aids and returns in what is elsewhere a one-way business. Because of its Southern location, Disc Trading's Enright said his company is

(continued on page 16)

ASCAP Receipts For The First Eight Months Of 1981 Exceed \$100 Million

LOS ANGELES — ASCAP domestic receipts for the first eight months of 1981 were \$96.3 million, an increase of \$9.9 million over 1980's eight-month total of \$86.4 million.

Domestic receipts were derived as follows: licensees including symphonic and concert, \$93.2 million; interest on investments, \$2.7 million, and membership dues, \$400,000.

For the first eight months of 1981, monies derived from foreign societies were \$8.6 million. This represents a decrease of \$2.7 million from last year's total for the similar period of \$11.3 million.

Record Sum Expected

The totals were contained in ASCAP's financial report for the first eight months of 1981, presented Sept. 22 at its West Coast Membership Meeting at the Beverly Hilton Hotel here. During the meeting, ASCAP

projected that its year-end receipts will exceed \$165 million, the highest annual income in the society's 67-year history.

After deducting salaries and expenses of \$20.2 million, \$55.7 million was available for distribution to membership — \$41.6 million from domestic sources and \$14.1 million from foreign sources. This compares with \$59.7 million distributed in the first eight months of 1980. In the first quarter of this year, ASCAP made a domestic distribution of \$19.4 million and \$22.2 million in the second quarter.

On July 27, \$14.1 million was distributed to members from the following countries: England, \$6.4 million; France, \$3.7 million; Germany, \$2.8 million; Sweden, \$700,000; South Africa, \$200,000; and others, \$300,000. All were 1979 payments.

ASCAP will make a December foreign distribution of approximately \$13 million.



BACKSTAGE FRIENDS — Chrysalis recording artist Ian Hunter recently performed at New York's Pier 84, where he was greeted backstage after the show by Epic artist Karla DeVito and his former bassist, Martin Briley, who now records for Mercury Records. Pictured are (l-r): DeVito, Briley and Hunter.

Big Band Show Pulls Large Audience For Radio Syndicator

by Larry Riggs

NEW YORK — During the 1950s, rock 'n' roll began to replace ballads and swing music as the dominant form of American pop music and radio stations began to phase out the older forms, creating what one man has termed a "giant hole in the market." So in 1978, Al Ham, a former bassist with the Glenn Miller band and composer, arranger and producer of commercials and Broadway show and movie scores, decided to launch his own radio syndication service, "Music Of Your Life" (MOYL), featuring big band sounds and non-rock hits from the 1940s until the present.

Backed with research hinting that the advertising dollars existed for a radio format appealing to the more affluent 35+ audience, Ham launched his format, which he claims is not simply based on an ephemeral nostalgia craze but on the lifestyle of people over 35. In addition to programming music of such artists as Glenn Miller, Tommy Dorsey, Patti Page and Johnny Mathis, Ham's format also consists of contemporary MOR artists like Frank Sinatra, Perry Como, Barbra Strei-

sand and Tony Bennett. "We're doing our darnedest to downplay the nostalgia label," said Ham.

Ham currently has 87 stations nationwide using MOYL, and the quarter-hour shares of most of his stations have increased over the last three years. For example, WMAS/Springfield, Mass., the first station to go MOYL, cornered a 10.5 share in the Spring 1981 ARB book in contrast to a 1.0 share it held with its previous A/C format. In addition, WXKS-AM/Medford, Mass., Ham's first major market station, jumped from no rating in 1979 with its disco format to 3.7 share of the greater Boston market last Spring.

According to Ham, the MOYL format has fared so well in the ratings because "we're picking up listeners who had tuned out AM radio. A great majority of older people had just written it off."

Most of the MOYL stations are on the AM BAND. "AM seems to need the most help," said Jim West, national sales director of MOYL. "We've seen a desertion of formats from the AM dial, and until recently, radio was weighted in favor of AM." West added

(continued on page 20)

Jovan To Sponsor Stones' 1981 Tour

by Marc Cetner

LOS ANGELES — In one of the largest and most fragrant tie-ins between a recording group and national manufacturer ever undertaken, Jovan, Inc., the Chicago-based perfume and cosmetics company, has pacted with the Rolling Stones to be the exclusive sponsor of the acclaimed British band's 1981 American tour.

According to Jovan president Richard B. Meyer, the company will spend \$2 million to support the group and for promotional materials, which will include a Stones poster that will be sold with the purchase of Jovan products. The remaining \$1 million will be used for magazine and radio advertising to promote the group's 31-city tour.

"We have grown to a \$150 million company in a short time (13 years) by being unique, provocative and irreverent, qualities that parallel the Stones and their music," said Jovan's director of advertising David M. Miller. "We jumped at the chance of tying in with the Stones on this tour, not only because of the obvious sales opportunity, but because of the chance to associate with a group that is in the penultimate position in their field."

At the core of Jovan's pact with the Stones are plans to sell an exclusive official Jovan 1981 Rolling Stones American Tour poster, which will be sold for one dollar with any five dollar purchase of Jovan products at retail. The posters, which were designed by nationally known artist Doug Johnson, feature five of the famous Rolling Stones

tongue and lips logos symbolically flying over America to denote the national tour. Colorfully reproduced, the poster carries the slogan, "The Rolling Stones American Tour, presented by Jovan."

Along with the poster, Jovan will advertise the tour in major national magazines, such as *People*, *Playboy* and *Rolling Stone*, in major college newspapers, through radio announcements and via ticket and T-shirt give aways in connection with local rock radio stations.

Jovan president Richard E. Meyer emphasized that the company's sponsorship of the tour did not denote endorsement of its products by the group. And Miller was quick to add that "we're not going to hang any Jovan banners in the concert halls. We are going about this project in a tasteful manner. We are not out to exploit the Stones but to keep ticket prices down and promote the concerts."

Still, Miller did say that the Stones tour (Sept. 23-Dec. 8) was perfectly timed because it leads into the Christmas sales season, a period when Jovan does 50% of its annual business.

Meyer said that Jovan's growth and staying power in the fragrance market is matched, in a sense, by the continuing popularity of the Rolling Stones in an industry where groups tend to come and go. "The fact that they've never missed a concert date in 18 years is evidence of how well they serve their fans," Meyer pointed out. "That's the way we do business, too."



E/A TURNS ON THE LIGHT — Elektra/Asylum Records and Light Records have signed a long-term label distribution agreement, effective Feb. 1, 1982. The deal calls for the gospel label to deliver 18 albums a year to E/A. Pictured at the signing ceremony are (l-r): Joe Smith, E/A chairman; Ralph Carmichael, Light chairman; and Vic Faraci, E/A executive vice president/director of marketing.

Light Label Enters Pact With E/A For Distribution

LOS ANGELES — Light Records recently entered a long-term label distribution pact, effective Feb. 1, 1982, with Elektra/Asylum Records.

The agreement calls for E/A to distribute Light product to all accounts throughout the U.S. except to Christian bookstores, which will remain the responsibility of Lexicon Music, Inc., Light's parent company.

During each year of the agreement, E/A will distribute about 15 new releases delivered to the label by Light, including product by Walter Hawkins, Jessy Dixon, Reba Rambo, Danniebelle and the Resurrection.

Initially, however, E/A will distribute about 25 records from the label's existing catalog, with 20 additional catalog titles planned for release early next year as part of a gospel midline to be introduced.

Commenting on how the pact marks a major commitment by E/A to the gospel market, Joe Smith, E/A chairman said, "The rapid growth of gospel music has been one of the most exciting developments of the past few years. Light Records has been in the forefront of that growth and we are very excited about the potential in the new distribution agreement."

Smith added that it didn't appear as though the normal avenues of distribution could fully exploit the music's potential and that WEA's distribution network would offer a tremendous advantage.

Ralph Carmichael, chairman of Lexicon Music, Inc., commenting on the new association, said, "Joe Smith and Vic Faraci (E/A vice president/director of marketing) and all their people are real pros and know exactly what they're doing. The organization is tight, and the members highly motivated."

Word Distribution will continue to handle Light product through Dec. 11 and will accept returns until Jan. 31, 1982.



Meat Loaf, that rotund rocker who sold seven million copies of his debut LP of Cleveland International/Epic, "Bat Out Of Hell," is back with his follow-up effort, "Dead Ringer." The sophomore effort again features the operatic vocals, theatrical delivery and passionate content that fueled the sales of his first LP and helped him sellout shows across the country.

Already #41 bullet on the **Cash Box** Top 100 Albums chart, "Dead Ringer" was eight months in the making, a meticulous effort that Meat Loaf monitored the entire time. His close concern was not unwarranted, as the singer's career was shrouded in doubt following the 10 month "Bat Out Of Hell" tour, which devastated his voice.

During a period when he was under doctor's orders to let his voice recover, Meat Loaf was offered and accepted the part of a roadie in UA's film *Roadie* and also took a part in the Lorimar film *Americathon*.

Drama is nothing new to Meat Loaf, though, as he first met his songwriter Jim Steinman during his participation in a Joe Papp Production of Steinman's *More Than You Deserve*. Prior to that the Loaf was a member of the L.A. company of *Hair*, later going on with the road company. He has also had a part in Shakespeare's *As You Like It*. He later created the character of the lobotomized rock star Eddie in the *Rocky Horror Picture Show* and was part of the *National Lampoon Road Show*. At about the same time he was with the *Rocky Horror* outfit, Meat Loaf did vocals on Ted Nugent's "Free For All" LP.

Steinman and Loaf began to collaborate on a series of songs for an LP. Impressed with the material, Todd Rundgren agreed to produce the LP for Loaf, which led to the creation of "Bat Out Of Hell," an LP that was not immediately received with open arms by the recording industry.

That obstacle was overcome when Cleveland International's Steve Popovich and Stan Snyder decided that the album had a future. Meat Loaf's future now rests upon the success of "Dead Ringer."



NEW HOME FOR DESTINY — Destiny Records recently hosted a party to christen its new headquarters in Beverly Hills and to celebrate its first releases. Pictured at the party are (l-r): Stan Sheppard, Fred Brown and Chauncey Matthews of Destiny recording group Skool Boyz; Bunky Sheppard (seated), vice presi-



dent, promotion, Destiny; Billy Sheppard, Skool Boyz; A.J. Cervantes, vice president, international, Destiny; Arnie Orleans, president, Destiny; Myrna Smith, recording group Sweet Inspiration; Ron Altbach, vice president, artist development, Destiny; Cervantes; and Orleans.

Index	
Album Reviews	13
Black Contemporary	33
Classified	39
Coln Machine	36
Country Album Chart	26
Country	25
Country Radio	30
Country Singles Chart	28
East Coastings	12
International	24
Jazz	18
Merchandising	16
Points West	14
Pop Album Chart	42
Pop Singles Chart	4
Radio	20
Radio Chart	22
Rock Album Radio Report	21
Singles Reviews	11
Talent	15

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NEW FACES TO WATCH

The Elektrics

Capitol recording group the Elektrics is not only a band but the source of an evolving concept that has grown up with the five individuals who comprise this youthful outfit.

Formed in New York City at the dawn of the new decade after singer Carl Worner, who had an acting background but had never been in a band, placed an ad in a local paper asking for "creative, brilliant, totally devoted and dedicated" rock 'n' roll musicians, the group has developed the idea of the "positive" and "negative" aspects of life into a theme that runs through all its work.

"It's the idea that, in life, one day everything can go your way and the next day it's totally against you," says bassist Chris James. "In our songs and in the way we behave onstage there's a struggle between the two, and one side usually wins." Worner says the positive/negative concept was not something he'd planned when he began putting the group together, but a natural development that arose as the five Elektrics got to know each other.

The group actually started out in late 1979 under the name The '80s, a moniker they kept until after a New Year's Eve show at the turn of the decade. By April 1980, they had finalized their current lineup, adding guitarist Marco Delmar to Worner, James, keyboard player Bobby Drew and drummer Andrew Papa. Almost immediately, they were signed by Capitol and began recording their first album. While in the studio, they chose the name the Elektrics, using the altered spelling for uniqueness.

In all, says Worner, it only took the group five months from its first gig to start to negotiate a recording deal. He credits this rather meteoric success to Capitol's belief in the potential of the group's material. "Although we didn't have our concept together at that time," he adds, "we had the intentions behind it together. As the '80s, we were a positive band at a time when the negativity of a lot of the punk bands was still around. As the Elektrics, we've balanced out the positive with the negative."

The group looks back at its first album "Current Events," released in summer 1981, as a learning experience. "It happened very fast," explains Worner. "It seemed like we were in school and it was a Friday and we were working on a project that was due on Monday. Everything had to



be done in a couple of days. We were trying to learn how to be professionals in a short period of time."

For the band's just-released second LP "State of Shock," however, bassist James says "everything jelled. There was so much more of a collaboration than on the first record and the concept we'd been working towards really started to fall into place." Worner claims the Elektrics have gone through the opposite of what new groups often experience. Usually performers wait a long time to make their first record and take their time on it, then find themselves rushed to turn out a second, but the Elektrics "were actually able to slow down a little bit, look at what we were doing and work together more," he says.

The new record is one the group is justifiably proud of. They're currently in the process of choosing a single from the album. "We waited a while in order for radio stations to decide which tracks they liked best," says James. "We're letting them make the decision as to which track should be the single."

The band plans to continue touring extensively in the Northeast in order to build their following. In concert, James says, the Elektrics don't tie themselves down to what's on the album, but use the record as a point of departure. "We've got a kill, kill, kill attitude when we go onstage," he says, "we want to involve an audience in what we're doing."

"We feel we've made a very large jump from the first to the second album in many ways," concludes Worner. "We've added a rougher edge because the environment seems to have gotten rougher. There are always a certain amount of escapist tendencies, but you have to deal with reality sometimes too."

E/A, Planet Bow Jukebox Promotion

LOS ANGELES — Elektra/Asylum and Planet Records are launching a unique marketing and promotion campaign geared toward jukebox operators and one-stops in support of the Richard Perry-produced "Swing" project.

The label is releasing a package containing 10 Swing tunes, which comprise the entire big band revival-oriented album, on five



STILL SOUPY — TV personality Soupy Sales recently signed a recording deal with MCA Records. His first LP under the agreement, due in November, is entitled "Still Soupy After All These Years" and includes segments recorded at a recent performance at New York's Other End and before a live studio audience, as well as the original versions of his '60s hits "The Mouse" and "Pachalafaka" (above).

7" singles to one-stop and jukebox operators on Sept. 28. Fifty thousand of these five-single sets complete with their own identifiable title strips inside will be made available to music operators in a special low-priced price.

The package — featuring the singles "Big Bucks" b/w "Caravan/Mirage"; "Seranade In Blue" b/w "Crazy He Calls Me"; "Dancing In The Dark/The Closer I Get To You" b/w "The Right Idea"; "Tweedle Dee" b/w "Make Love To Me Baby"; and "Let The Good Times Roll" b/w "Trocadero Ballroom" — will be released to music operators three weeks in advance of the normal shipping date as part of E/A's drive to break a record outside of the tight-listed radio market.

'Miniature Radio Station'

"We're going into this campaign with the philosophy that each jukebox is like its own miniature radio station," said Tom Zutaut, national singles sales director for Elektra/Asylum. "And when you take into

(continued on page 36)

Grammy Entries Due

LOS ANGELES — The National Academy of Recording Arts & Sciences (NARAS) is reminding record companies that the deadline for entry forms for the 24th annual Grammy Awards is Oct. 5. Member's entry forms are due Oct. 8.

PRODUCER PROFILE

John Ryan: Radio Knowledge Key To Continuing Success

by Michael Glynn

LOS ANGELES — More often than not, it seems, successful producers fall into two distinct categories. First there are the "superstars," a small, elite group of seasoned veterans who command top dollar for bringing their signature sound to a record. In many cases, these board men develop mentor-protege relationships with their acts and exercise, if not demand, full creative control in the studio.

Then, there are the "journeymen" who, over the years, have established solid track records and reputations for themselves with little or no popular recognition. They've worked from the ground up in a number of different styles and, therefore, are chosen, generally, for their experience and flexibility rather than technique. No less professional than the "superstars," the "journeyman" are as keenly aware of the business of producing records as they are of the art.

John Ryan is just such a producer. You might not immediately recognize his name, but he's worked with such big name acts as Styx, the Allman Brothers Band and Pure Prairie League, to name a few. As a former radio disc jockey, working at progressive AOR station WGLD in Chicago in the early '70s, Ryan developed an understanding and appreciation for the needs of radio that has carried over into his work as a producer today. Admittedly, he takes a singularly business-minded approach to his job.

"I don't know any other way to survive," said Ryan during a break while completing overdubs for the new Climax Blues Band LP, entitled "Lucky For Some," due out this month. "You can't work in a vacuum. If you put yourself in the position of a DJ who gets 200 records a week and will throw out 199, then you damn well better give them something to play. Some bands have the attitude that 'this is our music, so screw 'em.' Well, that's a bit short-sighted, I think."

Lucky Break

In fact, Ryan pointed out that he himself "backed into" the production end of the business in 1972 when he made "some suggestions on changing the sound" of Chicago-based Styx when the band was still a regional act on the RCA-distributed Wooden Nickel label. As a result of those suggestions, Ryan ended up producing the "Styx II" LP, which included the group's national Top 10 breakthrough single, "Lady," and eventually went gold. "Man of Miracles" followed and a "Best of Styx" package went gold in Canada.

Five years ago, Ryan, who had played guitar in various local Chicago rock outfits as a teenager, left the Windy City for Los Angeles to seek out more rock 'n' roll production gigs.

"Chicago has a great history of music," stated Ryan, noting the city's famed blues and folk heritage, "but the rock thing has always been limited."

However, Ryan's production experience was by no means limited simply to rock. At the height of the disco era, he produced Taka Boom's self-titled debut for Ariola, which spawned a dance club and R&B chart hit, "Night Dancin'," in addition to Rare Earth's Prodigal/Motown album, "Band Together," and the Top 40 single "Warm Ride."

Rock was still in Ryan's blood, though, and he cut his teeth, production-wise, on albums by a mixture of both veteran and novice acts. Projects, under his Chicago Kid Productions, during this formative period for Ryan included a broad spectrum of talent, from such hard rock mainstays as Black Oak Arkansas (the "Ten Year Over-



John Ryan

nite Success" LP on MCA) to such relative unknowns as A&M's Target. He even had the opportunity to venture back to Chicago to produce local rock unit Tantrum's "Rather Be Rockin'" album, while farther north, his production for Canadian rocker Doucette, "The Douce Is Loose," captured CRIA gold.

Various Skills

During the late '70s, Ryan made a point of learning, and becoming involved in, other aspects of the record business at the label level, particularly promotion and marketing.

"Those are now my special areas of expertise," he pointed out. "You have to get both the record company and radio jacked up about what you're doing. I've had the advantage of working with some great promotion people in the course of my production experience, people who went to the wall for records of mine."

While Ryan believes that proper promotion and marketing are crucial in selling a record, he is quick to point out that good songs are essential in making great records. He points out that two of his most recent production successes, the Top 10 singles "I Love You" by Climax Blues Band and "Let Me Love You Tonight" by Pure Prairie League, are examples of top flight songs from re-emerging veteran outfits with experience and depth of compositional talent.

"Songwriting is the most essential part of any band's survival," stresses Ryan. "Whether its Cole Porter, Elton John or the Eagles, the good acts have always had a good body of songs. Radio is very song-oriented, and that is the key."

Ryan indicated that he personally listens to 100 or so songs a week for potential material to bring to his acts.

Pipeline To Publishers

"I try to keep a real strong connection with publishers," noted Ryan. "It's very important to what I do. In performance, I look for power and intensity, whether it's a ballad or a rocker, so there the arrangements are a key ingredient. I like to do pre-production and work on songs and arrangements before we go into the studio."

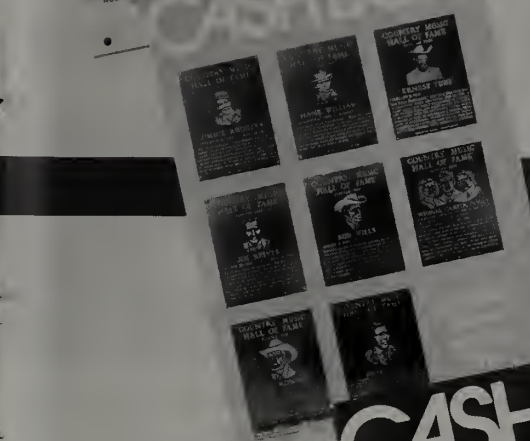
Ryan added that the changing face of pop and album radio also had an effect on the way the Allman Brothers Band's current LP, "Brothers Of The Road," was produced. With the first single, "Straight From The Heart," hitting the Top 40, the results from the radio hand have once again been satisfying for Ryan.

"It may sound self-serving, but in some ways I don't feel a record is alive until I hear it on the radio," Ryan stated bluntly. "I like to take the broad view in my job, and that means getting results."

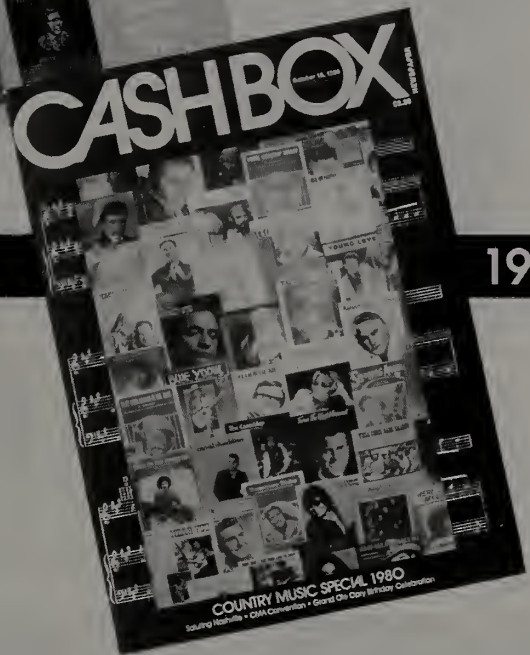
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Hammond Bows Zoo York Label For New Artists

NEW YORK — Zoo York Recordz has been formed as a subsidiary of Hammond Music Enterprises. The label's first release, "Shoot the Pump" by J. Walter Negro and the Loose Jointz, has been issued as a 12" dance single.

According to Chuck Gregory, executive vice president of Hammond Music Enterprises, the subsidiary was formed as a vehicle for new and developing dance and rock acts, and as a way to get product on the market while the company organizes its John Hammond Records label.

"Part of it was impatience," said Gregory. "There was product coming in, and we weren't really ready to present John Hammond Records until Jan. 1. We felt, 'well, we really can't wait that long — let's get in the record business.'"

The company will deal exclusively in 12" dance records and \$5.98 EP's with a release schedule of one to two titles a month. "We're not going to do more than what we can handle promotion-wise," said Gregory.

With John Hammond Records set as an \$8.98 list label focusing on established artists, Zoo York Recordz will afford Hammond Music Enterprises an entry into another market.

Best Product

"The character of John Hammond Records will really be to represent the best of its category rather than what we think will be the best in sales," said Gregory. "We didn't want to introduce John Hammond Records with dance records, but we didn't want to ignore the fact that there's a hell of a lot of business out there and a lot of new groups to be discovered if you're willing to give them a shot."

Gregory added that "99%" of Zoo York's releases are going to be new groups. All rock releases will be EPs, partially as a deterrent to home taping. "We're finding that kids are taping albums, but are willing to buy the record if it has all good cuts on it," said Gregory. "The more we thought about it, the more we felt that most new rock groups only have three or four good cuts out of 10. Now if you put those three or four good cuts on a \$5.98 EP, that's a good buy. As a consumer, I don't know if I'd go to all the trouble of taping for just a few tracks."

Alexenburg, Killen Sign Production Pact

NASHVILLE — Ron Alexenburg and Buddy Killen have signed a production agreement between their respective companies, Handshake Records and Tree International. The announcement was made at a press conference/reception for Alexenburg at Tree's office last week.

According to Alexenburg, the production deal will not be limited to country, but rather open to all types of music, adding that his label "does not categorize music." He explained that the arrangement will give birth to a "creative workshop" for the label in Nashville, whereby "creative young people have the opportunity to have their work listened to" and possibly secure a record deal.

Through the agreement, June Roberts and Joe Tex have been signed to the label. Roberts' first single is scheduled for release in the fall. Killen produces these two artists, although production will be open on future artists.

Kirshner Moves Office

NEW YORK — The Don Kirshner Entertainment Corp. has relocated its offices to 8961 Sunset Boulevard, Suite A, Los Angeles, Calif. 90069. The telephone number is (213) 278-4160.

UPC Council Approves RIAA Code Guidelines

NEW YORK — The Universal Product Code Council has officially approved the voluntary guidelines for use of a video bar code and placement of the UPC symbol on prerecorded videocassettes and videodiscs previously adopted by RIAA/VIDEO, the video division of the Recording Industry Assn. of America.

The guidelines, developed by an RIAA and ad hoc committee, incorporate a basic 10-digit numerical UPC code with the familiar vertical bars of varying thickness. The first five digits represent the manufacturing number, assigned by the UPC Council, and the second five digits note the product selection number.

Suggested placement of the UPC symbol on prerecorded videocassettes is on the long edge or spine, with an approved 80% reduced-size version fitting on both Beta and VHS tapes. Suggested videodisc placement is for the back side of the album or caddy, in the upper left corner.

RCA has already adopted the UPC symbol for all SelectaVision VideoDiscs. A number of other major video marketers expect to incorporate the UPC symbol on their products within the coming year.

Heartland Mgmt. Bows

NEW YORK — Heartland Management Corp. has been formed to provide personal management services for musical entertainment personalities. The company, headed by Richard M. Bell, is headquartered in South Orange, N.J.

While working with established musical performers and groups, the company will specialize in the development of new talents and acts in the popular music field. "The primary thrust of our work," said Bell, "will be in the development of new acts and talent that have the potential for setting trends in music both on the recording and performing fronts."

Heartland Management Corp. is located at 315 Self Place, South Orange, N.J. 07079. The telephone number is (201) 763-6215.

CSP Pacts With ATC

NEW YORK — Columbia Special Products (CSP), a service of CBS Records, has entered into an exclusive agreement with the American Tape Corp. of Ridgefield, N.J., giving CSP worldwide use of ATC-owned material.

In announcing the agreement, Al Shulman, vice president of CSP, stated, "We are particularly pleased to be associated with ATC because of the uniqueness of their operation. ATC is one of the few companies in the tape duplicating business to have successfully integrated their audio operations with video capabilities."

DRG, Pathe Marconi Sign Distribution Pact

NEW YORK — DRG has signed an exclusive distribution agreement with Pathe Marconi EMI for France. Pathe becomes the label's sixth foreign distributor, following Conifer in the U.K., IMS/PolyGram in West Germany, IRD in Italy, Trutone/PolyGram in South Africa and Hollywood House in Australia.

Holschneider Named VP, Classical, Polydor Int'l

NEW YORK — Dr. Andreas Holschneider was recently named vice president for classical repertoire for Polydor International. He will retain charge of the Archiv Produktion label. At the same time, Dr. Hans Hirsch will retain his post as head of Deutsche Grammophon production. Pali Meller Marcovicz will remain the head of classical product management.



Catania

Holland

Puvogel

Cohen

Dorfman Returns To WMOT — WMOT Records has announced the reappointment of Marv Dorfman as senior vice president of marketing and sales for the CBS distributed label. He had recently exited his post with the company to pursue some outside projects.

Jeffries Named — Jim Jeffries has been named vice president of marketing for New Vinyl Times. He was most recently music/video marketing director for Rolling Stone Magazine after spending ten years as a national promotion director.

Prism Records Names Sellers — Prism Records has announced the appointment of Earl Sellers to vice president. Sellers, who was formerly with MCA Records and RCA Records, has been with Prism since June.

Lourie Joins Lourie — Michael Lourie has joined Miles Lourie Inc. as vice president. Previously with ATI, he served as an agent for two years. Miles Lourie Inc. is a New York based management firm with a client roster that boasts Barry Manilow, "Catch", a rock and roll band in Los Angeles as well as "Papa", a local New York rock and roll group. Michael Lourie's appointment with the firm is effective immediately.

RCA Names Catania — The appointment of Bob Catania as manager, national album promotion, RCA Records has been announced. He had been a field promotion representative for RCA Records in Philadelphia since 1977, having joined RCA after having spent a year with Universal Record Distributors in Philadelphia.

Holland Named At RCA — The appointment of Arnold J. Holland as a director of business affairs for RCA SelectaVision VideoDiscs has been announced. Prior to joining RCA, he was director of business affairs for Capitol Records in Hollywood, California.

Changes At WB — Warner Bros. Records announced the appointment of Ken Puvogel as national AOR promotion coordinator. Replacing Puvogel as northeast regional AOR promotion manager is Stuart Cohen. Prior to his appointment, Puvogel had been northeast regional promotion manager since the spring of 1978. For three years previously he had been Warner Bros. New York promotion manager and, in 1974 and '75, New York Singles Specialist for WEA in New York. Before his recent appointment, Cohen had been Warner Bros. New York promotion manager for a four year period.

O'Sullivan Appointed — Cliff O'Sullivan has been appointed to product manager, west coast, Epic/Portrait/CBS Associated Labels. Most recently he was associate product manager, west coast, E/P/A.

RCA Names Ron Fair — The appointment of Ron Fair as A&R talent manager, contemporary music, west coast, has been announced by RCA Records. He most recently was a staff engineer with United Artists Music, prior to which he was a song writer for UA Music, Casablanca Music.

Miller Named At Chappell — Sandy Miller has been named manager of Chappell International — New York. She joined Chappell International as international repertoire coordinator in June, 1978.

Weinstein Named At Boardwalk — Boardwalk Entertainment Company has announced the appointment of Beverly Weinstein as director of production and sales administration for the label. She previously held executive positions in sales, production and creative services for Polygram, London, Arista, Private Stock and Bell Records.

Parham Leaves CBS — Peggy Parham has left CBS Records. She can be reached at (201) 837-2014.

Brown Promoted — Mark Brown has been named director of promotion for Inner City Records. He joined the label as a member of the promotion department in 1980.

Vanguard Names Smith — Vanguard Records has announced the appointment of Ray Smith as its new dance music promotion manager. In this position he'll coordinate the label's club and radio promotions nationwide.

Changes At WEA — Warner/Elektra/Atlantic Corp. has announced the appointment of Vanessa Walker as a sales representative in the Los Angeles market. She joined WEA in 1980 as an administrative coordinator. Also named was Mike Stone as the Elektra/Asylum promotion person in the Detroit market. Prior to his joining WEA, he had retail sales experience in Detroit with Ross Music and Disc Shop. Harold Burnside has been named as the Warner Bros. black music promotion person for the Philadelphia market. He joined the WEA Philadelphia Branch Market team effective September 21, 1981.

Taylor Appointed — Judy Taylor has been appointed to merchandising manager, west coast, Epic/Portrait/CBS Associated Labels. In her new role, she will be responsible for coordinating all aspects of the E/P/A west coast merchandising department.

RCA Names Grunblatt — The appointment of Alan Grunblatt as manager, marketing research was announced by RCA Records. He joined RCA Records in 1976 as senior marketing research analyst. In 1980, he was promoted to administrator, marketing research, at which time he became head of RCA records' marketing research department.

WEA Appoints Beaumont — WEA Cleveland Branch has announced the appointment of Jim Beaumont as special projects coordinator for the sales territory covered by the Cleveland Branch. Prior to joining WEA, he had been a regional representative for Inner City Jazz/Music Minus One in New York. He had previously spent three years with Peaches in Cleveland as head buyer.

LeBeau Appointed — Musico, Inc. has announced the appointment of Brad Mason LeBeau to director, national promotion for the company. He is the former head of national rock and roll promotion for Polish Records. Prior to his position at Polish Records, he held the post of director of dance music promotion for ZE Records.

Pastor Named — Mona Schrader Pastor has been named marketing coordinator for VHD Programs, Inc., Los Angeles, Calif. Most recently, she was director of research for An Lac Productions at Warner Brothers.

Jeter Appointed — The Warner/Elektra/Atlantic Corp. has announced the appointment of Ray Jeter as branch marketing coordinator. He joined WEA's staff in 1978. After a short span in the warehouse, he was promoted to field merchandiser.

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

JOEY SCARBURY (Elektra E-47201)
When She Dances (3:21) (Over The Rainbow Music Co.-ASCAP) (B. Blugerman) (Producer: M. Post)
 He may not wear a cape like *The Greatest American Hero* he sang about on the chart-topping TV Theme, but Joey Scarbury could well establish himself as the new superartist of mass appeal radio with this country-tinged tune.



STREEK (Columbia/Badland 18-02529)
One More Night (3:50) (publisher pending) (B. DeMartines) (Producers: F. Ruppert, B. Stringer)
 Rookie rock unit Streek, the first signing for the Columbia-distributed Badland label, makes an auspicious debut with an ultra-melodic power ballad. Composer/keyboardist Billy DeMartines' lead vocal here is earnest and nicely supported by the band's top notch harmonies and a fine sax break.



JIM STEINMAN with KARLA DeVITO (Cleveland Int'l./Epic 14-02539)
Dance In My Pants (5:58) (Neverland Music/Lost Boys Music-BMI) (J. Steinman) (Producers: T. Rundgren, J. Jansen, J. Steinman)
 He ain't Meat, but the man who writes the songs for Mr. Loaf captures all the rock showtune energy of songs like "Paradise By The Dashboard Light" on this duet with another cohort from "Bat Out Of Hell," Karla DeVito. Revved up boogie woogie, this is high octane pop/rock, tested on AOR.



RENE & ANGELA (Capitol A-5052)
Wall To Wall (3:50) (A la Mode Music/Arista Music, Inc.-ASCAP) (R. Moore, A. Winbush) (Producers: B. Watson, Rene & Angela)
 It's hard not to think of the Jacksons listening to the second single from this talented duo's second L.P. Aside from the title's obvious similarity to a certain song by Michael J., this dancer displays the type of sophisticated arrangements (particularly horns and keyboards) and polished rhythm work of that group's best numbers.

STEPHANIE WINSLOW (Warner Bros./Curb WBS 49831)
When You Walk In The Room (2:27) (Unart Music Corp.-BMI) (J. DeShannon) (Producer: R. Ruff)
 The pedal steel guitar and the slightest twang in Winslow's voice are the only tip-offs here that this Jackie DeShannon cover is country-oriented. The fact is, though, that this great but little known song (also covered by The Searchers) has pop written all over it. Winslow is in the mass appeal pocket here.



RHYZE (20th Century-Fox TC-2509)
Rhyze To The Top (3:55) (Wanderick/Sil-Es Music-BMI) (Taylor, Anderson, Jackson, Holmes, McKnight, Barbee, Menter, Hick) (Producer: P.L. Kyser)
 Dancers will surely Rhyze to the occasion on hearing the title (and signature) tune from this big band funk conglomeration. The brass shots are right on target behind the crack rhythm section in this all out jarn, augmented by handclaps.



SKOOL BOYZ (Destiny D-2001)
Your Love (3:47) (De Note Music/Skool Boyz Publishing/Easley Music Pub.-BMI) (C. Matthews) (Producers: Skool Boyz, G. Williams)
 The gracefully gliding vocals of Skool Boyz immediately reminds one of the sleek Philly sound of old. No slouches in the instrumental department either, there's some beautiful jazz guitar picking here that would make George Benson envious. Lush synthesized strings and a soft bottom fill it out.



CHARLES SHERRILL (Muscle MS 5007)
If I Only Had A Minute (3:30) (Chappell Co., Inc./Sailmaker Music/Buzz Cason Publications/Filmways Music Publishing Inc./Let There Be Music-ASCAP) (R. Goodrum, B. Cason, A. Roberts) (Producers: W. Conklin, M. Daniel)
 Having toured extensively with such acts as Aretha Franklin and recorded with James Brown, Sherrill is a seasoned vet with a mature vocal style that can move easily to a falsetto, as it does here. They don't call him "sweet Charles" for nothing.

FEATURE PICKS

HITS OUT OF THE BOX

JOHN BUCCHINO (Horn HR-12)
Something As Simple (3:47) (Hollywood Boulevard Music-ASCAP) (J. Bucchino) (Producer: J. Haskell)
 Young Bucchino's after-hours tenor fills this MOR ballad from beginning to end with a soothing and sincere style. Suitable for most A/C and pop adult formats.

SQUEEZE (A&M 2377)
Messed Around (2:40) (Illegal Songs Inc.-BMI) (G. Tilbrook, C. Difford) (Producers: R. Bechirian, E. Costello)

Pop rockabilly, complete with slap-echo, is served up by Squeeze on the second single from the "East Side Story" LP. Touches such as Glenn Carrick's honky tonk piano, and Glenn Tilbrook's vintage guitar sound could make this a sleeper.

HAROLD MELVIN AND THE BLUE NOTES (MCA MCA-51190)

Hang On In There (4:07) (Hal-Mel Music/Danjoy Music/Ensign Music Corp.-BMI) (R. Tyson, J. Batton) (Producer: H. Melvin)

Things ain't what they used to be, says Melvin and Co., but we got to "hang on in there." The positive message on this track from the "All Things Happen In Time" LP is underscored by the horn-stoked, harmony-filled backing for B/C.

FOGHAT (Bearsville BSS 49779)
Wide Boy (2:43) (Pewrite Music-ASCAP) (D. Peverett) (Producer: N. Jameson)

Foghat breaks character, showing more of a high-energy mod English rock sound here than the usual pop ("Three Times Lucky") or blues rock boogie normally associated with the band. Already an AOR fave, it's a killer track with a taut, racing beat.

GARY WRIGHT (Warner Bros. WBS 49836)
Heartbeat (3:59) (Marto Music, Inc./High Wave Music, Inc.-ASCAP) (M. Walsh, G. Wright) (Producers: G. Wright, D. Parks)

Don't let the eerily synthesized opening throw you; Wright weaves yet another keyboard-laden pop dream here that is as catchy, in its own way, as "Really Wanna Know You."

DOBIE GRAY (Robox RBX-1804)
Autumn (3:34) (Simonton Music-Emeryville Music-BMI/Think Music-ASCAP) (D. Gray, B. Reneau, W. Chafin) (Producers: D. Gray, B. Reneau, W. Chafin)

As we enter the fall season, southern music staple Gray's dramatic tune is a timely entry. The smokey Gray voice is framed by a thick midtempo beat, smoldering sax and misty strings.

TWENNYNINE with LENNY WHITE (Elektra E-47208)
All I Want (3:44) (Mei-Yel Music/Spazmo Music-ASCAP) (C. Vaughn) (Producer: L. White)

White's Twennynine slides into something comfortable for B/C and Pop Adult as Carla Vaughn provides the silky vocal dressing on her own composition. Backed by a resounding keyboard-guitar riff, Vaughn lets loose with the sexiest of leads and harmony.

K.C. & THE SUNSHINE BAND (Epic/Sunshine Sound 14-02545)

Love Me (3:24) (Harrick Music, Inc.-BMI) (H.W. Casey, R. Finch) (Producers: H.W. Casey, R. Finch)

The familiar falsetto of Harry (K.C.) Casey is back on this grooving slab of southern soul with gospel organ and choir-like backing vocal. The Sunshine Band's rousing brass section augments the bass heavy backbeat.

SAVOY BROWN (TownHouse A-1055)
Run To Me (3:08) (Smokie Pub./Rak Pub.-PRS) (C. Norman, P. Spencer) (Producer: R. Wise)

Following "Lay Back In The Arms Of Someone," Savoy Brown continues to go for the mainstream with this cover of a tune from Brit pop group Smokie. Ralph Mormon's rough-hewn vocals, a la Rod Stewart, are supported by an angelic choir of backing singers.

THE EMOTIONS (ARC/Columbia 18-02535)
Now That I Know (4:06) (Dwarf-Village Music/Blue Eyed Soul/Stephen London Music-ASCAP) (J. Hull, G. Poirot, S. Londo) (Producer: B. Meyers)

Those dreamy-voiced Emotions go for the big crossover with a memorable mid-tempo love song that neatly balances a Michael McDonald-styled piano melody with light but precise rhythms.

OLIVIA NEWTON-JOHN (MCA MCA-51182)
Physical (3:43) (Stephen A. Kipner Music/April Music, Inc./Terry Shaddick Music-ASCAP/BMI) (S. Kipner, T. Shaddick) (Producer: J. Farrar)

PAT BENATAR (Chrysalis CHS-2555)
Promises In The Dark (4:07) (Rare Blue Music, Inc./Big Tooth Music Co./Neil Geraldo Music Co.-ASCAP) (Geraldo, Benatar) (Producers: K. Olsen, N. Geraldo)

CLIFF RICHARD (EMI America A-8095)
Wired For Sound (3:38) (ATV Music Corp./BAR Music, adm. by Steve Morris Music-BMI) (A. Tarney, B.A. Robertson) (Producer: A. Tarney)

THE POINTER SISTERS (Planet P-47937)
What A Surprise (3:46) (Braintree Music/Tira Music Co.-BMI) (A. Pointer, J. Pointer, T. Lawrence) (Producer: R. Perry)

EARTH, WIND & FIRE (ARC/Columbia 18-02536)
Let's Groove (3:55) (Saggifire Music/Yougoulei Music (ASCAP)/pending) (M. White, W. Vaughn, W. Vaughn) (Producer: M. White)

Handleman Execs Blast Wall Street Stock Brokers

NEW YORK — Officers of the Handleman Co. held a meeting Sept. 24 at the City Mid-day Club here to give a presentation on its activities for representatives of some of the nation's leading brokerage firms. The second largest record rack jobber in the U.S., Handleman has been a public corporation since 1963.

Outlining the company's future plans and answering questions were company executives David Handleman, chairman and chief executive officer; Frank M. Hen-

Boardwalk Label Shifts Business Offices To N.Y.C.

LOS ANGELES — The administrative headquarters for the Boardwalk Entertainment Company will now be located in New York City, a move that coincides with the recent appointment of Irv Biegel as label president and Scott Kranzberg as senior vice president.

Kranzberg and David Shein, vice president of business affairs for Boardwalk, will join Biegel in the company's New York offices, which Biegel has headed since Boardwalk's inception. Also in the New York office are Ruben Rodriguez, vice president of R&B promotion and marketing, and Beverly Weinstein, director of production and sales administration.

Boardwalk chairman Neil Bogart will continue to run the west coast office in Beverly Hills. Commenting on the new structure, Bogart said, "The success of a tightly-knit company like ours depends on organizing our skills effectively. I feel that Boardwalk is best served when I concentrate my efforts on developing creative projects."

Bogart further said that his close relationship with Gary LeMel, vice president of A&R/publishing, and Ellen Wolff, vice president of creative services, would permit him to pursue many of his creative ideas.

"It's equally important for Irv Biegel, our chief operating officer, to work closely with the executives who direct daily business operations," he continued.

The company's west coast offices will continue to be staffed by Steve Brack, national singles promotion director; Andi Santavasci, A&R production director; Kathy Gerrity, creative services manager; Barry Freeman, west coast regional promotion director; Diana Liebert, A&R/publishing coordinator; and Phyllis Palmetto, promotion coordinator.

The New York office is expected to undergo expansion, with new appointments to be announced in the very near future.

PolyGram Singles

(continued from page 5)

general manager Bob Sherwood, said, "This is one way we believe we may help establish a new artist by offering record buyers an extra value while also exposing them to the fact that there is much more great music to be had by the artist. Hopefully many of those who buy Briley's single and hear its B-side will realize that Briley's album is worth purchasing as well."

The new single configuration was designed by PolyGram vice president, marketing and product development Rick Bleiweiss and implemented by PolyGram director of A&R East Coast Peter Lubin after the staff had researched industry buyers.

Sherwood also said that PolyGram harbors plans for more sampler B-sides. "We're sending up a trial balloon," he said. "Should we see results, we'll try it with others when it makes sense."

nessey, president and chief operating officer; and Stuart R. Schaefer, vice president and chief operating officer; and Stuart R. Schaefer, vice president and treasurer. Among the issues addressed by the three were expansion predictions, benefits of the company's computerized Retail Inventory Management System, Handleman's present share of the rack jobber business and plans for future diversification.

During fiscal 1981, the company acquired 800 new record accounts, bringing its combined book and record department total to 8,000. Handleman reported that the majority of the new accounts were takeovers from other rack jobbers.

In presenting the company's Retail Inventory Management System (RIMS), Hennessey credited the system with much of the outfit's success. "We like to view ourselves as professional merchandisers," he said. "We provide certain sophisticated controls that retailers can't, because we feel our success is dependent upon the success of our customers. We're pleased with what we've done with the RIMS, and we're going to be doing more."

In discussing Handleman's share of the market, the company's representatives agreed that rack jobbers at present account for "slightly less than 50%" of all record sales. Handleman's share of the rack jobber business was reported to be "over 16%," or eight percent of the entire record industry.

As a spur to the pre-recorded tape business, the company reported that it is presently manufacturing a new individual tape display package that customers can pick up and examine without the aid of a store clerk. The case is considered too bulky for shoplifters. Manufacturing of this item is progressing at the rate of 100,000 units a week. It will be offered to the company's accounts at a price of 15 cents a piece. While conceding that this was more than the manufacturing cost, Hennessey said that the container was "not a profit item."

For the future, Handleman said that takeovers would continue to play a major role in the company's expansion. In addition, an "accelerated growth" is expected in the company's book business, with Hennessey predicting that the company will "eventually have as many book departments as record departments." Diversification to other product lines is also being considered by the company, and although Hennessey would not elaborate on when or what these diversifications might be, he reported that "in a small sense, we could be fairly close."

Clark, Bandstand Ready Country Music Salute

LOS ANGELES — Dick Clark's *American Bandstand* television show will launch its second consecutive salute to country music during Country Music Month. The special will air Oct. 17 on ABC-TV.

The entire show will be devoted to current music by country performers for the "in-studio" dancers and home viewing audience. Artists like Crystal Gayle, Eddie Rabbitt, Rosanne Cash, Lacy J. Dalton, Alabama and Conway Twitty will participate.

Guest performers on the show include Ronnie Milsap and David Frizzell & Shelly West, who are all making their debut appearance on *American Bandstand*.

20th Releases LPs

LOS ANGELES — "Barry White's Greatest Hits, Vol. 2," "Ear Candy, Vol. 2," The Dells' "Whatever Turns You On" and the Ch-Lites' "Me And You" highlight LP releases from 20th Century-Fox Records during late September.

HEARTS OF NEW YORK — By now everyone probably knows that half a million New Yorkers were in Central Park the evening of Sept. 19 to hear the reunion concert by native sons **Paul Simon** and **Art Garfunkel**. The duo and their group ran through 20 songs that brought back wistful memories of their '60s heyday to those old enough to remember. Playing a fairly predictable roster of their most popular duo and solo numbers (heavier on Simon's solo tunes than Garfunkel's), the two also surprised with a rendition of the **Everly Brothers'** "Wake Up Little Susie" (their roots, they said), a convincing "Maybelline" segued from "Kodachrome" and a new Simon opus "Late Great Johnny Ace," dedicated by Simon, who performed it alone, to John Lennon. The show raised \$75,000 for New York's Parks through the sale of T-shirts and posters, but it probably could have at least tripled that figure. The 15,000 available T-shirts were sold out by three in the afternoon (the show didn't start 'til almost seven) and the 1,500 posters were sold in an hour. A second printing of commemorative T-shirts are currently being sold through WNEW-FM at \$7 per shirt, with proceeds continuing to benefit the parks.



IMMACULATE RECEPTION — *Bill Wyman and Todd Rundgren recently acted as best men at the wedding of their manager Eric Gardner to Janis Lundy at Rundgren's home in Lake Hill, N.Y. Pictured are (l-r): Todd and Karen Rundgren; Janis Lundy and Eric Gardner; attorney Howard Siegel; and Bill and Astrid Wyman.*

54's Modern Classix series, was on hand to do the honors for Stiff's new digs as well. The new address, by the way, is 5 Crosby Street, NYC 10013. New phone is (212) 431-1600 . . . The setting was slightly more urbane on Wednesday night as CBS honored local promotion manager **Ray Free's** 30th anniversary in the music business with a soiree at the Copacabana. Free, who got his start playing jazz sessions, was entertained by a jazz combo made up primarily of past and present CBS execs, including **Bruce Lundvall**, **Pat Rustici**, **Stan Schneider**, **Ralph Edler** and **Bert DeCoteaux**.

A HIGH SCHOOL LOOK AT THE BIZ — Former *Rolling Stone* contributor **Cameron Crowe** took a year off to go back to high school a year ago — even though he'd graduated long ago. The 22-year-old Crowe became an undercover student and turned his experiences into a true novel. "*Fast Times At Ridgemont High*" has just been published by Simon & Schuster and is in the process of being turned into a film by Universal. Crowe's perspective on the music business has changed quite a bit, he says, since going back to high school. Crowe told **Cash Box** the sobering story of how he saw a lot of kids being systematically turned off to music during the course of his year there. "All the kids were waiting patiently for the second Boston album, 'Don't Look Back,' to come out," he recalled. "When it arrived, it was the first \$8.98 list record, but they all went out and bought it anyway. All of them were disappointed because it sounded just like their first album but not as good. The next big album that came out hardly anyone ran out and bought. They'd all grown a bit skeptical; they wanted to tape it. When Rod Stewart came to town nobody wanted to go because tickets were too expensive. By the end of the year, a lot of these kids who'd started out as rock fanatics were spending their money on something else. I felt they were driven away by the business."

BIG JOE LIVES — Although he now walks on crutches and must sit down while performing since being seriously ill earlier this year, the man who brought us "Shake, Rattle And Roll," "Flip, Flop And Fly" and other great R&B hits during the '40s and '50s is still shouting the blues as well as ever. **Big Joe Turner's** appearance at Tramps last week, the second stint he's done there this summer, was a reminder of the great importance Turner played in creating the sound that would in later years become known as rock 'n' roll. Despite the years and his infirmity, Turner's voice is the most powerful instrument in his band and the power he generated with it shook the little club and its patrons with it. Long may he rock.

FILM AT 11 — After a scant single appearance in this country over the summer, **The Police** have announced that they'll be back for a more complete junket in January. The fast-rising **Go-Go's** are slated to open the entire tour . . . **The Vapors** are reportedly about to call it quits . . . How's this for a pairing? **Dan Hartman** is about to enter the studio with the **Plasmatics** to produce an EP for October consumption . . . Kudos to Solid Smoke, which is about to release a collection of **James Brown's** King sides that have been domestically unavailable for far, far too long. **dave schulps**

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

Top Fifteen

1. **Walking In The Sunshine (remix)** — Central Line — Mercury MDS 4013
2. **Zulu** — Quick — Pavilion 4Z9 02433
3. **First True Love Affair** — Jimmy Ross — Quality RFC QRFC 002
4. **Can You Move** — Modern Romance — Atlantic 4819
5. **Let's Start II Dance Again** — Bohannon — Phase II 4W9 02449
6. **Let's Dance** — West Street Mob — Sugar Hill 115
7. **It's Hot/Hupendi Musiki Wangu** — K.I.D. — Sam 118
8. **She's A Bad Mama (Jama)** — Carl Carlton — 20th Century-Fox 129
9. **Here I Am** — Dynasty — Solar 11504
10. **Aln't No Mountain High Enough** — Inner Life — Salsoul 354
11. **Walk Right Now** — Jacksons — Epic XSM 16897
12. **You're My Magician** — Lime — Prism PLP 1008
13. **Who's Been Kissing You** — Hot Cuisine — Prelude 110
14. **Disco Dream** — Mean Machine — Sugar Hill 504
15. **Love Has Come Around** — Donald Byrd — Elektra U.K. (import)

Breakouts

- Nobody Else** — Karen Silver — RFC/Quality QRFC 004
- Can You Feel It** — Funk Fusion Band — WMOT 4W9 02416
- This Must Be Heaven** — Jerry Carr — Cherie CR 2002
- Inch By Inch (remix)** — Strikers — Epic U.K. (import)
- We Want To Rock** — Crash Crew — Sugar Hill 565

THIS IS THE WAY — Rossington Collins Band — MCA MCA-5207 — Producers: Gary Rossington and Allen Collins — List: 8.98

The rightful heir to the legendary Lynyrd Skynyrd proved it could still cut the mustard with last year's stunning debut and songs like "Don't Misunderstand Me." Still a hard rocking, hot slide guitar unit, the band returns with another tasty package of loud and proud, hell raisin' tunes on "This Is The Way." Lead singer Dale Krantz has developed into one of the deep down and grittiest female singers in rock. And the hard bluesy guitar attack of Gary Rossington and Allen Collins illustrates that the "Free Bird" flag is still in good hands. Hot and juicy for AOR.



NEW TRADITIONALISTS — Devo — Warner Bros. BSK 3595 — Producers: Devo — List: 8.98 — Bar Coded

Leave it to Devo to pay homage to Ronald Reagan's conservative regime by donning presidential pompadours for the cover of "New Traditionalists." New rock's favorite nerds come forth with another passle of synthetic corporate anthems for young America here, and there's not a throwaway tune in the bunch. Quirky synthesizer-driven tracks like "Race Of Doom," "Through Being Cool" and "Going Under" are as infectious as last year's career galvanizing smash, "Whip It." Though it's true the band hasn't evolved too much musically since the first LP, it gets better each time at perfecting that engaging buzz and bop spud boy rock.



BET YOUR HEART ON ME — Johnny Lee — Full Moon/Asylum 5E-541 — Producer: Jim Ed Norman — List: 8.98

"Lookin' For Love" gave solid indications of a future superstar in Johnny Lee. Those expectations have come to fruition with this album, which features one of the best collections of songs and is one of the most cleanly produced efforts to shoot out of the assembly line this year. All those years of performing have honed Lee's studio voice to almost perfection. Many songs on the album possess the same crossover quality and sound as the aforementioned "Lookin' For Love" and should be seriously considered for pop radio airplay. These include "Highways Run On Forever."



STANDING TALL — Crusaders — MCA MCA-524 — Producers: Felder, Hooper and Sample — List: 8.98

R&B/jazz fusion's classiest trio goes for more of an eclectic sound on "Standing Tall" without ever losing sight of that patented urban sound. The group breaks out the blues and folk chops, respectively, for "I'm So Glad I'm Standing Here Today" and "This Whole World's Too Funky For Me," which feature special guest vocalist Joe Cocker. Sample's flowing piano melodies and figures, Felder's biting sax and Hooper's drum flourishes make it another top flight affair. This timeless act proves that its music is still fresh and exciting after 20 years.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

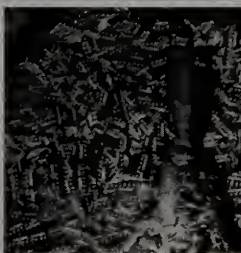
DREAMTIME — Tom Verlaine — Warner Bros. BSK 3539 — Producer: Tom Verlaine — List: 8.98 — Bar Coded

The former leader of pioneering rock modernists Television bounces back from last year's disappointing solo debut with an album that ranks right up there with "Marquee Moon." There's plenty of that mutated Byrds guitar twang on "Dreamtime," and Verlaine's lyrics are also up to snuff. His classic nasal drawl is especially winning on "Fragile" and "Down On The Farm." Verlaine has always had a reputation as a new wave leader, and this album verifies that moniker. For AOR.



JUJU — Siouxsie And The Banshees — PVC PVC 8903 — Producer: Nigel Gray — List: 8.98

When Siouxsie And The Banshees first came on the British punk scene a few years back, they were dismissed as talentless bunch of amateurs in a world that seemed to thrive on them. It was a cruel blow, but Siouxsie Sioux was undaunted and she continued to play and learn and observe. And in 1981 she has returned with a new set of Banshees, a sophisticated new rock sound and a brilliant new album, "Juju." The LP is full of energy, John McGeogh's stunning guitar and Sioux's neurotic haunting vocals. Top of the line new wave.



ALL OF THE ABOVE — The John Hall Band — EMI-America SW-17058 — Producers: Richard Orshoff and John Hall — List: 8.98 — Bar Coded

The former leader of Orleans and author of anti-nuke movement theme "Power" serves up his first LP for EMI and proves that folk rock can still be engaging. Backed by a fine three-piece unit, Hall infuses his finely crafted mid-tempo rockers with biting lyrics, superb harmonies and a lot of emotion. There's a lot of rock and R&B influences in this talented songwriter's folk-oriented style. For pop and AOR.

TURNING IT OVER — Meg Christian — Olivia Records LF925 — Producer: Betty Rowland — List: 7.98

Along with Chris Williamson and Holly Near, Meg Christian stands as one of the musical pioneers of the women's movement. On her third LP, she continues to move in a more folk/pop crossover direction. She has a light, mellow acoustic style that is gentle on the ear and soothing to soul. She receives help from the rest of the Olivia gang on harmonies and various instruments, and it's perhaps the most listenable and pleasant piece of vinyl to come from the feminist diskery in quite some time. Top tracks are the title, "Turning It Over" and "Old Friend."



STEP LIVELY — Jo Jo Zep and the Falcons — Columbia NFC 37047 — Producer: Peter Solley — List: None — Bar Coded

In the land Downunder, Jo Camilleri and his Falcons are akin to Southside Johnny and his Asbury Jukes or the Iron City Houserockers — quintessential pub rockers. But the group's R&B inflected reggae/rock sound makes it a true original. Bouncy guitar rhythms, high flying horns and the gritty vocals give a gutsy rock sound that AOR programmers can't afford to pass up. There's more accent on rock on this album, and it's a stunner.

CHRIS CHRISTIAN — Boardwalk NBI 33240 — Producer: Bob Guadlo — List: 8.98 — Bar Coded

This album represents the contemporary Christian artist's first segue into the mainstream pop market, and fans of Air Supply and Christopher Cross should jump right on his debut. He has a pleasant, unimposing adult pop sound that fits perfectly into today's upper demo market. Gentle, sweeping harmonies, Michael McDonald-style piano figures and cool, light whipped cream lead vocals should establish Christian as a major new star.



MIDNIGHT CRAZY — Mac Davis — Casablanca NBLP 7257 — Producer: Rick Hall — List: 8.98

The album art work gives you a good idea of what this album is like — it's probably the hottest waxing Davis has released in years. It gets brassy and bold with "(Tell Me Your) Fantasies" and the title track, soft and tender with "You Are So Lovely," and down right smokes on "Something's Burning." Expect all the smack and pizzazz found in an album recorded in Muscle Shoals and produced by Rick Hall.



DANCE — Gary Numan — ATCO SD 38-143 — Producer: Gary Numan — List: 8.98

This alien like Brit cops his image from Bowie, nicks his musical ideas from Eno and Ultravox and his lyrics from Burroughs and Phillip K. Dick — qualifying him as the new rock's greatest poseur. But gosh, he's good at what he does, evoking other worlds and future shock atmospheres with his state-of-the-art keyboards. Using such innovative players as Queen's Roger Taylor and Nash The Slash, Numan has come up with his most disturbing and adventurous album yet.

ABACAB — Genesis — Atlantic SD 19313 — Producers: Genesis — List: 8.98

After the top charting "Duke" and Phil Collins' solo album, the threesome returns with an album that stays in the mainstream, and remains inventive and right in step with the rest of modern rock. It was a tough transition from prog rock to contemporary pop for Genesis, but the trio of Banks, Rutherford and Collins has always been so adventurous and musically proficient that it seems it could adapt to anything.



COMATEENS — Cachalot Records CA 124 — Producers: Fabrice Nataf & Comateens — List: 7.98

New York's tiny Cachalot label proves it's really on the move with this release from this much talked about N.Y. modernist band. Led by pompadour crowned Lyn Byrd, the trio boasts a guitar strummed driven sci-fi sound that's as infectious as it is quirky. They overlay the rhythm with synthesizer lines and some of the cleverest teenage vocals around. This is trendy, trippy entrancing music permeated with the feel of '60s monster movies.





SKATE-O-THON WINNER — Alphonso Cano was the first prize winner of the recent Los Angeles Skate-O-Thon held to benefit the Institute for Advancement of Human Services (IAHS), a job training and placement service for Southland youths. The event was sponsored by Chitown Music Marketing and A&M recording artists the Brothers Johnson served as grand marshalls. Pictured are (l-r): actor Don Mitchell; Riclund Harvey, marketing director for Chitown Music; George Johnson; William T. Marshall, executive director, IAHS; and Cano.

MCA Distributing Expands Staff

(continued from page 6)

Record Bars and Camelots," MCA Distributing is also utilizing secretarial assistance to call its "D" accounts of 10,000 units or under to keep them abreast of new releases, airplay and other pertinent product information.

"The only way many of those dealers know whether we've released a record is through the trades," Bergamo maintained.

MCA Distributing recruited the 24-member rep force via ads in regional daily and college newspapers in an effort to get "housewives, students and others" for part-time positions.

"Not all of these account reps are full-time," added Bergamo. "For example, we have two people in the Portland/Seattle market; one spends 20 hours in Seattle per week, while the other spends 20 hours in Portland."

Bergamo expects that, due to the nature of the job and the personnel, MCA would have some turnover "initially," but he ad-

ded that "we'll stabilize as time goes by."

"We're hoping that we'll be able to pull all of our regular reps from these accounts in the future," summarized Bergamo.

By adding account reps and having secretaries call-out to smaller dealers, such as ma & pa operations, which normally buy product through one-stops, Bergamo concluded by saying "We want to give people the opportunity to buy our product, that's all."

"We're not out to put one-stops out of business, we just want to make sure these accounts are aware of our records."

Emergency Records Opens New Offices

NEW YORK — Emergency Records has moved its offices to 1220 Broadway, room 605, New York, N.Y. 10001. The telephone number is (212) 947-2791.

The label has just released "Pow, Pow, Pow," the new single by Capricorn.

1982: Make Or Break Year?

LOS ANGELES — In a rare, candid assessment of the current state of the record business from a major label executive, MCA Distributing Corp. president Al Bergamo told members of the trade press that he saw 1982 as a make or break year for the industry. Bergamo's comments followed his announcement of the addition of 24 account representatives to MCA Distributing's national staff (see separate story).

Citing a flat economic picture, the loss of major record accounts and the difficulties in breaking new acts as key problems plaguing the industry, Bergamo stated bluntly that "the fact is, none of the major labels are doing well." He added that solutions to, or perhaps alternative ways of dealing with, these and other problems facing the industry will have to be implemented to effect a turnaround in record sales.

Among the various topics Bergamo addressed were:

• **Account losses** — The industry has lost approximately 400 record retail and rack accounts from 1980 to the first quarter of 1981, according to Bergamo while only six new accounts were added. Bergamo felt that labels should explore and develop non-traditional areas to sell records, as well as paying closer attention to smaller accounts, if the industry is to survive.

• **Breaking new artists** — Bergamo stated, "Where it was once easy to ship 25,000 units on an album by a new act, today you're lucky to ship between 3,-

000 and 4,000 pieces. You can't break an artist shipping 3,000-4,000 copies of an album." His feeling was that by supplying product to a greater number of outlets, the labels would give consumers a greater opportunity to sample new acts.

• **Singles sales** — Singles, according to Bergamo, have exploded in sales within the past five to six months, "especially among women." He said that while this was almost certainly an outgrowth of the tight economy, it might also reflect the fact that consumers felt singles offered them a better value for their money than most LPs.

• **MCA's payment policies** — Bergamo stated that MCA Records and MCA Distributing Corp. "will make real dollars this year and we're a conservative company. Our hard line on getting paid has certainly proved to be invaluable."

• **Returns** — Bergamo defended MCA's position on the lack of returns ceiling. "You have to understand the dealers' problems. That's why we don't have a returns ceiling and never will."

• **MCA's entry into the audiophile market** — Bergamo said MCA will be entering the half-speed audiophile market in U.S. about the same time as the Crusaders series, "around January" with initial titles by The Who, Steely Dan and Tom Petty and the Heartbreakers, among others. MCA Canada has already put this product on sale under its Masterphile series. Bergamo said the titles will carry a suggested list of \$9.98.

Michael Glynn

WHAT'S A POLYBOMB? — At presstime, **Cash Box** learned that Bomp Records, L.A.'s leading mondo bizarro label, has pacted with PolyGram for a deal that is not unlike the one that I.R.S. has with A&M. It's about time the majors got involved with the innovative and important Glendale-based company.

HANGIN' WITH THE MEAT — If we were to tell most people that **Cash Box** was recently visited by one **Marvin Lee Aday**, the news would be met with great indifference. But if we were then to tell them that that is the real name for **Meat Loaf**, visions of the *Rocky Horror Picture Show* and the multi-platinum selling "Bat Out Of Hell" LP would dance in their heads. A rather heavy lunch prompted the girthful rock star to break out his stash of Roloids, but it wasn't enough to put him off from telling us about his new album, "Dead Ringer," or his much publicized loss of voice a while back. "The album came on at #1 on the English charts, and no one has done that since **Elvis**," said Meat with his usual nervous enthusiasm. It's also come on strong stateside, currently at #41 bullet on the **Cash Box** Pop LP chart. And while the appeal of his and **Jim Steinman's** Wagnerian theatre rock style is easy to make a case for, Meat feels the reason for the duo's success can be explained differently. "Our records are all about emotions," said Meat. "And the feelings of kids don't change. Steinman's lyrics and music and my vocals just seem to strike a youthful nerve." Meat is proud of the multi-million selling "Bat Out Of Hell" album, but he's even more enthused about the new album. "I think we were more intelligent with the production on 'Dead Ringer' than 'Bat' and didn't just do effects for the sake of doing them," elaborated Meat. "Also there's still a lot of the same boy/girl interplay on the new one, but it's more gut level and emotional than 'Bat,' which was more cerebral." And while "Dead Ringer" seems like the natural progression from "Bat Out Of Hell" and its mini rock operas, the follow-up didn't come that easy. "We went into the studio in November of '78 to prep for the new album, and my voice sounded like a duck," reflects Meat. Months of touring had taken its toll on the big man's sensitive operatic vocals. A doctor diagnosed Meat's problem as a simple swollen sore throat that would soon go away. But the problem persisted. "I really got scared to the point of going mental," he insists. "I started going to psychiatrists and hypnotists." When he finally consulted some new physicians, his condition was diagnosed as a paralyzed vocal chord, and he was told not to sing for six months. In the meantime, Meat went ahead and starred in a rock movie, *Roadie*, and slowly recovered while working with Biomatrix specialist **Walter Berrigan**. He finally regained his powerful voice. But when he met with partner Steinman, he found the new "Bad For Good" album material too high to sing. Steinman went ahead and used the tunes for his first solo album. Later the two went into the studio with producer **Jimmy Iovine**, and they didn't emerge until this July. Meat had regained his singing confidence, and it can be heard in all its glory on the grandiose "Dead Ringer" LP. Meat is also finishing up a *Dead Ringer* movie,



NO PRETENDING — During a recent series of sold-out concert dates in Southern California, the *Pretenders* were joined on-stage by a number of notable talents. Pictured at Perkins Palace with *Pretenders'* **Chrissie Hynde** (l) is **Bruce Springsteen**.

and he will embark on a national tour Oct. 10.

GEORGE TOURGOOD — Who's the hardest touring S.O.B. in rock 'n' roll? If your answer is anybody other than Delaware's notorious roots rocker and sandlot baseball player **George Thorogood**, you'll soon be proved wrong. Beginning Oct. 23, Thorogood and his ubiquitous **Destroyers** will embark on an unprecedented 50/50 tour, playing 50 consecutive nights in 50 different cities. That's right, the tour will begin in Hawaii and end in Pasadena 50 days later. Of course, they'll allow themselves air transport to Hawaii, then to Anchorage, and then to Portland, but the rest of the trek the boys will be travelling in a Checker Cab complete with light up taxi sign on the roof. The road crew and equipment will follow behind in a Chevy van. Thorogood and The Destroyers, who sound somewhat akin to Johnny B. Goode himself meeting up with **Elmore James** in an East Coast bar, have arranged their itinerary so the gigs are about 200 miles apart. And while the band is tearing through old favorites like "Movin' On Over" and "One Bourbon, One Scotch and One Beer," a roadie will be tending to chores like laundry and the next day's motel accommodations. Of course, the ambitious trek will be documented by a live album, "Wanted All Over The World."

NAKED ROXY — One of the most outrageous shows of the year so far had to be the triple bill of **William Burroughs**, **John Giorno** and **Laurie Anderson** at the Roxy recently. Normally a showcase club for musical acts, the Roxy outdid itself with this show. Burroughs, the legendary author and heir to the Burroughs adding machine fortune, led off with a reading from an upcoming novel. Painting images as vivid as those in *Naked Lunch*, his '50s classic portraying street life for a homosexual drug addict that was immediately "Banned in Boston," Burroughs' dramatic reading held an awe-struck audience in a state of rapt silence and attention. Telling the story of Kim Carson, a nihilistic youth in the service of the U.S. government, Burroughs alternately lashed out at the government, the British, police and a variety of other villains from his previous works. Now 67 years old, Burroughs is as gruff and irascible as ever, and it was appropriate that his set ended with the Johnsons coming to take over. (As he explained, "The Johnson Family" was a turn of the century phrase used to describe the hobos.) Giorno, a poet of modern America, followed with energetic and dramatic renderings of several of his works. He was able to create a scene reminiscent of the coffee house days of the '50s and early '60s, but his readings were definitely modern, and sometimes disturbing. Finally, unclassifiable **Laurie Anderson** came onstage to render her "songs." Using an electric violin and a synthesizer churning along on its own, Anderson cruised through her set, singing, talking, blurting out messages and thoroughly wrapping the audience in a trance-like spell with her unbelievable performance. One can only wish the three travellers — Burroughs the bombastic, biting author, Giorno the New York poet and Anderson the unbelievable singer — the best on their journey. . . Speaking of which, the three travellers (Johnsons?) also helped open the west coast's newest venue, San Francisco's Market Street Cinema, three days after their Roxy set. Built in 1912 in the art deco period, the Market Street Cinema has been both a movie theater and a burlesque house in the years since, and now, Groovy Music's **Ken Friedman** has converted the 1,150 seater into a prime venue for showcasing acts. Acts set for the future include the **Revillos**, **Mo-Dettes**, **Bow Wow Wow**, **Au Pairs** and the **Go-Go's**. Bravo, Ken, for having the spunk to open such a venue for showcasing young and up-and-coming acts, as well as the established ones.

marc cetner

TALENT

Frank Sinatra George Shearing

CARNEGIE HALL, New York — O! Blue Eyes still has the world on a string. As the next-to-last performance of his recent sold-out run here proved, Frank Sinatra is as solid as ever.

Running a little over an hour, Sinatra's show featured a full orchestra with horn arrangements by trumpeter Charles Turner and the solo guitar of Sinatra accompanist Tony Mottola. But the audience's adoration left no doubt as to what they had come to hear. The consummate entertainer, Sinatra's perfectly timed introductions served to set up each tune, making old standards into bright new revelations.

Among the evening's high points was the obligatory rendition of "New York, New York," greeted with a round of rousing applause by the native New York audience. But "Good Thing Goin'," from the soon-to-open Sondheim musical *Merrily We Roll Along*, proved to be Sinatra's finest offering of the evening. The song's story of a love taken for granted and gone awry is an old one — but when interpreted by the master, there was no room for doubt.

Musical director Vince Falcone worked smoothly and effectively as Sinatra's right hand man, putting the performer and the audience in a perfect mood for the evening.

The George Shearing Orchestra opened the show with a solid set of standards and originals, including a beautiful and haunting duet between Shearing and his bassist.

j.b. carmicle

Stephanie Mills

SAVOY, NEW YORK — She bounced, she bopped, she danced, she strutted, she played to her adoring crowd, she even thanked the academy for making her a grammy winner this year . . . mostly, though, Stephanie Mills just sang up a storm.

In fact, Mills' performance was nothing if not tempestuous, as she pulled out what seemed like all the stops from her considerable bag of vocal tricks.

Supported by a crack showband led by keyboard player John Johnson and visually aided by a screen onto which backdrops were projected, Mills' show combined the glamour of Broadway with the beat of the street in much the same way her records have done.

Moving effortlessly from Broadway show tunes (a high-stepping "Ease on Down the Road," of course) to standards ("New York, New York," "Stormy Weather") to hot slabs of funk ("Whatcha Gonna Do With My Loving," "You're At The Top of My List") to ballads such as the duet "Two Hearts," which featured Johnson in the role originated on record by Teddy Pen-dergrass, Mills exuded a seemingly boun-

dless stream of energy and enthusiasm.

But while she appeared more at home and less strained on the funkier numbers, it was on the numbers that lent themselves to more histrionic performances that Mills really captured the audience. Those numbers — particularly "New York, New York," "I Made It Through the Rain" and "I Want to Feel the Fire" — while acting as vehicles for Mills' acting and vocal technique, seemed to lack the depth of emotion that makes for great interpretive singing.

dave schulps

Shakin' Stevens The Jets

APOLLO VICTORIA, LONDON — This double bill demonstrated two ways of approaching traditional rock 'n' roll music 30 years on. The Jets are a three-piece outfit using instrumentation and performance that reflects the "state-of-the-art" in rock 'n' roll's heyday; while Shakin' Stevens uses a five-piece band, along with the lighting, sound and performance techniques of the last few years.

Neither of the bands are true revivalists — The Jets are close to the roots of the rock form, a trio of brothers on guitar, upright acoustic bass and drums. Through musical skills and endearing enthusiasm, they soon captured the attention of an audience that had come to see the star. The brothers shared lead vocals and sang pleasing, if not always absolutely accurate, three-part harmonies. Having won the audience, the high point of The Jets' set came when the brothers performed a brace of early Presley numbers "from the Sun Records days before he could afford a drummer." Indeed, brother-drummer left his kit for an acoustic guitar, though this was played and strung so tight that it was effectively a percussion instrument. They were only half way through the set with these Presley numbers when the performance lagged because of the mismatched band and venue.

Shakin' Stevens, or Shakey as he prefers to be known, has embraced the concert-style venue, and his performance is geared to it. With a recent crop of Top Three singles, his audience was ecstatic from the moment his band began to warm up. He makes no attempt to ape the rebellious feel of original rockers — his show is Show-Biz, and his audience, which spanned every age range, was more than happy to ham it up along with the singer. He was handed handkerchiefs to mop his brow (before it was moist) and numerous single roses. The audience was there to enjoy his jokey poses, even when he quite sternly tells them they are not hysterical enough. He quite neatly side steps any comments of being another would-be Elvis by having played The King on stage in the London show *Elvis*, which ran for a year-and-a-half. Perhaps the one great surprise of the show was how well the band played — tight and musical throughout, with startling virtuoso guitar breaks. With costume changes, hit songs and effective lighting, it was a thoroughly enjoyable show.

paul bridge



MONTEREY CARNIVAL Brazilian jazzists Airoto (r) and Flora Purim (c) provided the finale to a night of Brazilian paradise during the recent 24th annual Monterey Jazz Festival. The duo was joined onstage by a host of musician and dancer friends, including members of the Batucaje percussion and dance ensemble. Cash Box photo by Michael Martinez

Tradition Reigns Supreme At 24th Monterey Jazz Festival

by Michael Martinez

MONTEREY, Calif. — The 24th annual Monterey Jazz Festival, which was sold-out far in advance for the first time in its 24-year history, continued its evolution toward becoming a showcase for traditional jazz, largely forsaking new and experimental music and the artists who perform it.

But the success of the Monterey Fest must ultimately be measured at the box office, where the event this year registered a gross of \$315,000. All profits from the gate go toward scholarships and grants for young jazzists seeking to refine their craft through further education.

As festival promoter Jimmy Lyons noted during his welcoming remarks at the Friday show, the event is a display of jazz and its roots — the legacy the young jazzists who receive scholarships from the festival proceeds must carry on.

Artists performing during this year's Festival, which was held Sept. 18-20, played with enthusiasm, but with a noticeable lack of innovation. In the words of one 10-year veteran Monterey Jazz Festival supporter, "this is a showcase for the traditional."

Indeed, there are several other jazz festivals where the earmark is on innovation, but the Monterey Fest is about the legacy and the tradition.

Never was this more evident than during Friday night's show that featured four big band configurations, including the California High School All-Stars jazz band.

Friday's show started late and didn't end until after 2 a.m. Saturday morning. But that wasn't the only problem. The music failed to travel any peaks or valleys, offering few highlights. While the highschoolers, directed by festival vet Bill Berry and led by alto soloists Mark Markus of Studio City and Steve Rosenblum from Topanga Canyon, played with vigor and surprising skill for their youth, they were followed by a rather lackluster performance by an assembly of Monterey All-Stars.

Joining Festival regulars John Lewis on piano, Cal Tjader on vibes, and Richie Cole on alto were Festival veterans Clark Terry on trumpet, guitarist Mundell Lowe and drummer Connie Kay. Joe Kennedy, Jr. (violin), Bosko Petrovic (vibes) and Ray Pizzi (reeds) were newcomers to the Festival stage.

But the only notable moment during the group's set came from Vic Dickenson, who played his trombone and sang through "If I Could Be With You."

The group Bug Alley, with four of its members hailing from Canada, offered an interesting set, performing tunes like Miles

Davis' "Milestones" and other material showcasing the vocals of Karen Young. The singer was joined by trumpeter Terry for a scat battle that seemed to raise the audience's enthusiasm. But the group failed to sustain its hard-bop Manhattan Transfer-oriented sound throughout the set.

The legendary Hi Lo's brought in more of that mellow pop jazz from days gone by-bye, but only generated polite response from the audience.

A 10-piece group billed as the Phillipine All Stars seemed too overwhelmed at the realization they were performing on the world famous Monterey Festival stage to play with any vigor or adventure.

The most disappointing juncture of the evening came during the set delivered by Rob McConnell's Boss Brass Big Band from Canada, which got on stage so late during the show, there was hardly an audience to play for. While the band showed it had some hard bop chops and featured some fine players, after the long wait, there wasn't much energy left for the show. It was a rather dismal Festival debut for the much respected big band.

Saturday afternoon followed the tradition of previous years and was devoted to the blues. The house party atmosphere prevalent at previous blues matinee outings was also evident this year, yet there seemed to be less spontaneous verve. The James Cotton Band and Etta James, who was backed by a group of white rockers, were as low down and funky as the blues can get. However, John Lee Hooker's first Monterey appearance was more memorable, especially during his deep southern fried guitar ticklings. Esther Marrow's set, which she performed with pianist Fred Gripper, was like the eye of a hurricane, calm yet powerful.

If there was a high point during the festival, it had to have come during Saturday night's show, which featured a nearly all Latin set, based heavily on the music of Brazil.

Opening the show in true carnival style was Bay-area based group Batucaje, which featured 16 percussionists and seven wonderful dancers. The 16-piece pounded and tapped out a myriad of polyrhythms from samba to calypso. The beautiful bevy of colorful dancers, wearing feathers where there should have been bikini tops and bottoms, exhorted the audience with their Brazilian carnival dancing and charm. It was a winning way to start the evening.

It seemed most unusual to program

(continued on page 32)

ON STAGE

MERCHANDISING

New Rock Importers Foresee Major Growth Period Ahead

(continued from page 5)

"getting extremely strong in the South, although our initial thrust was in New England and the Midwest. Sound Good's Marin said his company hopes to expand into jazz, classical and soundtracks. Barry Tenenbaum of Dutch East India Trading Co. in Long Island talked about selling catalog, opening up the South, and avoiding the New York glut. Skydog's Smilowitz, who also exports, spoke about regionalizing his operation, calling it "more a new music distributor than an importer."

In fact, many of the importers are involved in the distribution of small domestic labels, a business that Smilowitz says is closely intertwined with importing, inasmuch as it sells in the same outlets, and because of his belief that "most importers are here because of the music we're involved in."

Because imports currently have little chance of receiving airplay on most commercial radio stations, importers rely heavily on the printed word to publicize the availability of new records. Consequently, nearly all the record importers surveyed distribute foreign music periodicals such as *NME*, *Melody Maker*, the *Face* and *Flexi-Pop*. The latter is a British magazine that offers a free "collectors' item" flexi-disc, often of rare material by popular groups, each month.

"We sell about 2,000 papers a week," said Skydisc's Smilowitz. "We don't make a lot of money from them, but they help in creating the kind of marketplace we're trying to develop." Dutch East India Trading's Tenenbaum claimed that "publications help us in two ways — they educate the store buyer and they educate the consumer."

"Information flow is the crux of things in import/export companies," reported

Warner Bros. Bows Major Promotion For Crouch Album

LOS ANGELES — An extensive advertising, merchandising and promotional campaign will be waged by Warner Bros. Records on behalf of Andrae Crouch's debut LP for the label, "Don't Give Up," which was released Sept. 23.

Spearheading the campaign is an advertising blitz aimed at trade and consumer print. In-store material in the promotion includes store streamers, 1X1 displays and full servicing for in-store play. There will also be a special emphasis on reaching black contemporary radio on a national basis.

Warner Bros. and WEA have also entered a special agreement with Light Records — the label for which Crouch will continue to record gospel-oriented material — to distribute "Don't Give Up" exclusively to Bible stores and other Christian music outlets. Light will also offer merchandising materials through Warner Bros.

Commenting on the campaign and crossover potential of the Crouch project, Tom Draper, vice president of black music marketing, Warner Bros., said, "We are confident that in working closely with Andrae and the entire Crouch organization, we can bring his music to a wholly new and potentially enormous audience."

AMP Moves Offices

NEW YORK — Adams Magnetic Products, Inc. (AMP), manufacturers of blank audio cassettes, has moved its corporate and manufacturing headquarters to 81 Ruckman Rd., Closter, N.J. 07624. The telephone number is (201) 767-6884.

Greenworld's Stoltenberg. "Not only in terms of publications, but in terms of the new release information we get from around the world. We probably get 100 pounds of new release information per week, out of which we have to distill it down to about a half of pound of stuff you can actually use."

The problem of selectivity — what to buy — is a central one to all importers. With the volume of independently released European product increasing tremendously over the last few years and more countries around the world now exporting records to the U.S., importers are faced with the problem of figuring out what consumers and record store import buyers want. In part, this great increase in available product has created the situation that has brought about the entry of so many new companies into the import market. Often these entrepreneurs started out as frustrated consumers or buyers who felt that nobody was making the product they wanted available. "Even with so many importers you can still make a find," said Dutch East India Trading's Tenenbaum. "The import supply is so crazy and based on so many different tastes that everybody's always got something that someone else doesn't."

Welcome Competition

Despite what can be an extremely competitive situation between the import operations, most said that they are regularly in touch with their competitors. Bonaparte's Melhuish said he "welcomes the competition because it creates a bigger awareness of English music. We all talk to each other and supply each other with stock," he said.

"The competition hasn't hurt us," said Disc Trading's Enright, "because everyone offers slightly different product and has slightly different prices. In fact, I think it's a good thing because it makes us look a little harder at what we're doing. It keeps us on our toes."

In fact, Dutch East India Trading's Tenenbaum said he felt the real competition for imports is with domestic prices. "A jump to \$9.98 here would make the import business even more lucrative," he stated.

Despite the high-spirited optimism and rosy predictions made by many of the importers, Jem's Scott cautions that few album imports ever achieve sales of over 10,000 records. Since those that do inevitably get picked up by domestic labels, imports may never be able to make the kind of dent in the U.S. market importers hope for.

Rosy Future

Nonetheless, should the dollar remain strong overseas, the fragmentation of the music buying public continue and musical tastes become more international, and album buyers become more interested in higher quality overseas pressings (as many of the importers have suggested is already happening), some of the optimism will inevitably be justified.

"The product is already in demand," claimed Bonaparte's Melhuish. "All we're doing is filling that demand."

Zepher Records Bowed

LOS ANGELES — Zepher Records was recently formed as an outgrowth of Zepher Prods., headed by Michael Stempel. The new label will be distributed nationwide by independents.

Staffing at the new company includes Stempel, president; Steven Grunberg, vice president of A&R; Gary Cooper, director of finance; and Lloyd Stempel, vice president of marketing. The label's first release will be by Nick Sloane.

SINGLE BREAKOUT OF THE WEEK

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

Breaking out of: Radio Doctors — Milwaukee, Waxie Maxie — Washington, Tower — Sacramento, Cavages — Buffalo, King Karol — New York, P.B. One Stop — St. Louis, Poplar Tunes — Memphis, Record Theatre — Cleveland, Alta — Phoenix, Wherehouse — Los Angeles.

SINGLES BREAKOUTS

SAY GOODBYE TO HOLLYWOOD • BILLY JOEL • COLUMBIA 18-02518

Breaking out of: Sam Goody — New York, Tower — San Francisco, Harmony House — Detroit, Turtles — Atlanta, Spec's — South Florida, Peaches — Memphis, Karma Records — Indianapolis, Radio Doctors — Milwaukee, Tower — Sacramento.

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

Breaking out of: Cavages — Buffalo, Waxie Maxie — Washington, National Record Mart — Pittsburgh, Peaches — Columbus, Charts — Phoenix, Port O' Call — Nashville, Pickwick — Midwest, Karma Records — Indianapolis, Turtles — Atlanta.

THE THEME FROM HILL STREET BLUES • MIKE POST featuring LARRY CARLTON • ELEKTRA E-47186

Breaking out of: Wherehouse — Los Angeles, Sounds Unlimited — Chicago, Camelot — National, Musicland — St. Louis, Harmony House — Detroit, Waxie Maxie — Washington.

WHEN SHE WAS MY GIRL • THE FOUR TOPS • CASABLANCA/POLYGRAM NB 2338

Breaking out of: Radio Doctors — Milwaukee, Peaches — Columbus, Harmony House — Detroit, Musicland — St. Louis, Tower — Campbell, Spec's — South Florida.

HERE I AM • AIR SUPPLY • ARISTA AS 0626

Breaking out of: Radio Doctors — Milwaukee, Pickwick — Midwest, Poplar Tunes — Memphis, P.B. One Stop — St. Louis, Record Theatre — Cleveland.

SHARE YOUR LOVE WITH ME • KENNY ROGERS • LIBERTY P-A-1430

Breaking out of: Lieberman — Dallas, Peaches — Kansas City, Sounds Unlimited — Chicago, National Record Mart — Pittsburgh, Peaches — Columbus.

HARD TO SAY • DAN FOGELBERG • FULL MOON/EPIC 14-02488

Breaking out of: Tower — San Francisco, Lieberman — Dallas, Sam Goody — New York, Lieberman — Kansas City, Tower — San Diego.

FASTEST MOVING MIDLINES

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

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

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

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

Tommy Bolln • Teaser • Nemperor/CBS PZ 37534

Karla Devito • Is This A Cool World Or What? • Epic NFE 37014

Devo • Live • Warner Bros. MINI 3548

Doors • The Doors • Elektra EKS 74007

Doors • The Soft Parade • Elektra EKS 75005

Exposed/A Cheap Peak At Today's Provocative New Rock • Various Artists • Columbia X2 37124

(S) Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185

(S) Billy Joel • Piano Man • Columbia PC 32544

Carole King • Tapestry • Columbia PE 34946

John Lennon • Mind Games • Capitol SN/16068

Pretenders • Extended Play • Sire MINI 3563

Psychedelic Furs • Talk Talk Talk • Columbia NFC 37339

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

Visage • Polydor/PolyGram PX-1-501

COMPILED FROM: Musicland Group — National • Sound Warehouse — San Antonio • Gary's — Virginia • Radio Doctors — Milwaukee • Tower — San Francisco • Peaches — Columbus • Cutler's — New Haven • Charts — Phoenix • Big Apple — Denver • Musicland — St. Louis.

TOP SELLING ACCESSORIES *

Audio Technica Sonic Broom AT6012

(S) Discwasher DW Record Care System

(S) Discwasher D-4 Fluid Re-Fill 1 1/4 oz.

Discwasher VRP Anti-Static LP Inner Sleeve

Le-Bo Cassette Carrying Case TA-133

Le-Bo Outer LP Protective Cover

(S) Maxell UDXL II C-90

Maxell UDXL II C-60

Maxell UDXL I C-60

Maxell UDXL C-90

Memorex MRX2 C-90 2/Bag

Memorex Cassette Cleaning Kit 0300

Savoy Cassette Carrying Case 2230

(S) TDK SA C-90

TDK SA C-60

(S) TDK DC-90 2/Bag

TDK DC-60 2/Bag

TDK Cassette Head De-Magnetizer HD-01

COMPILED FROM: Musicland Group — National • Sound Warehouse — San Antonio • Gary's — Virginia • Radio Doctors — Milwaukee • Tower — San Francisco • Peaches — Columbus • Cutler's — New Haven • Charts — Phoenix • Big Apple — Denver • Musicland — St. Louis.

* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



YOU ARE WHAT YOU IS • FRANK ZAPPA • BARKING PUMPKIN/CBS PW2 37537

Breaking out of: Record Bar — National, Sound Unlimited — National, Licorice Pizza — Los Angeles, Tower — Sacramento, Charts — Phoenix, Big Apple — Denver, Mile Hi — Denver, Streetside — St. Louis, Radio Doctors — Milwaukee, Peaches — Cleveland, Harvard Coop — Boston, Cutler's — New Haven, Record & Tape Collector — Baltimore, Turtles — Atlanta, Sound Warehouse — San Antonio, Wilcox — Oklahoma City.

MERCHANDISING AIDS: Album Flats, 24x36 Poster.

ALBUM BREAKOUTS

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

Breaking out of: Sound Unlimited — National, Soul Shack — Washington, Record & Tape Collector — Baltimore, Webb's — Philadelphia, Waxie Maxie — Washington, Turtles — Atlanta, Port O' Call — Nashville, Wilcox — Oklahoma City, Rose Records — Chicago, Streetside — St. Louis, Radio Doctors — Milwaukee, All Record Service — Oakland, Tower — Los Angeles/Sacramento, Mile Hi — Denver.

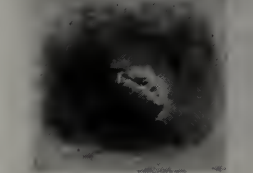
MERCHANDISING AIDS: 1x1 Flats, Album Cover Blowups.



LOVE BYRD • DONALD BYRD AND 125TH ST., N.Y.C. • ELEKTRA 5E-531

Breaking out of: Record Bar — National, Soul Shack — Washington, Waxie Maxie — Washington, Webb's — Philadelphia, Disc-O-Mat — New York, Win One Stop — New York, Cutler's — New Haven, Turtles — Atlanta, Wilcox — Oklahoma City, P.B. One Stop — St. Louis, All Record Service — Oakland, Tower — Sacramento.

MERCHANDISING AIDS: 1x1 Flats, 2x2 Poster.



RODNEY CROWELL • WARNER BROS. BSK 3587

Breaking out of: Sound Unlimited — National, Lieberman — Dallas/Kansas City, Streetside — St. Louis, Peaches — Cleveland, Turtles — Atlanta, Wilcox — Oklahoma City, Tower — San Francisco/Sacramento, Licorice Pizza — Los Angeles, Mile Hi — Denver, Charts — Phoenix.

MERCHANDISING AIDS: 1x1 Flats, Posters, Buttons.



SOLID GROUND • RONNIE LAWS • LIBERTY LO-51087

Breaking out of: Sound Unlimited — National, Strawberries — Boston, Webb's — Philadelphia, Record & Tape Collector — Baltimore, Cavages — Buffalo, Turtles — Atlanta, Port O' Call — Nashville, Radio Doctors — Milwaukee, Mile Hi — Denver, All Record Service — Oakland, Wherehouse — Los Angeles.

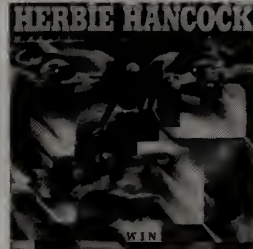
MERCHANDISING AIDS: 1x1 Flats, 20x34 Poster, Banner, Radio Spots.



NOT GUILTY • LARRY GATLIN AND THE GATLIN BROTHERS BAND • COLUMBIA FC 37464

Breaking out of: Lieberman — Dallas, Wilcox — Oklahoma City, Port O' Call — Nashville, Turtles — Atlanta, Flipside — Chicago, Peaches — Cleveland, Mile Hi — Denver.

MERCHANDISING AIDS: Album Cover Flats, Artist Poster, Die Cut Logo.



MAGIC WINDOWS • HERBIE HANCOCK • COLUMBIA FC 37387

Breaking out of: Sound Unlimited — National, Disc-O-Mat — New York, Record & Tape Collector — Baltimore — Waxie Maxie — Washington, Streetside — St. Louis, Radio Doctors — Milwaukee, Turtles — Atlanta, Wilcox — Oklahoma City, Mile Hi — Denver, Tower — Los Angeles, All Record Service — Oakland.

MERCHANDISING AIDS: Album Flats, Die Cut Logo, Artist Poster.

NOVO COMBO • POLYDOR/POLYGRAM PD-1-6331

Breaking out of: National Record Mart — Pittsburgh, Disc-O-Mat — New York, Harvard Coop — Boston, Strawberries — Boston, Licorice Pizza — Los Angeles, Charts — Phoenix.

MERCHANDISING AIDS: Trim Fronts, Poster.



LENA IN-STORE — The eternally youthful Lena Horne (l) made a rare in-store appearance recently at New York's Sam Goody outlet on 6th Avenue. More than 700 fans gathered at the store to meet the Tony Award winner and purchase autographed copies of her new Qwest Records album, "The Lady And Her Music," which features songs from the one-woman Broadway show of the same name.

WHAT'S IN-STORE

ATLANTA'S CUT-OUT MAVENS — Despite the increased diversity and higher profile of midlines, cutouts continue to generate quick cash for many retailers. One particularly noteworthy case is **Turtles** in Atlanta, which, for the last year or so, has operated a 4200-foot cutouts only sub-store in its super-store. The outfit's **Brian Poehner** told us that much of the impetus for the cutout commitment came from the chain's annual collector's show. "When 8,000 people come to hunt out-of-print records, it tells you something," Poehner puts a lot of time and effort into searching for oddball items to keep the full-line cutout section stocked and is constantly on the make for new suppliers and sources. "That's really my specialty," he said, adding that since so much time and effort is spent hunting for hard-to-find items, the chain has developed a special ordering system for collectors. "We have one system for ordering any item in the phonolog and another for special titles. The customer writes down any information he has on the album, and we try to take it from there." These searches frequently send Poehner to overseas sources, contributing to a brisk business in import items. But the big draw for **Turtles'** collectors is being able to spend hours pouring through the cutout bins in search of overlooked gems. As a special grabber, the Atlanta super-store will feature a giant three-week sidewalk sale in October. "We're going to be offering cutouts at three-for-\$5, seven-for-\$10 and a whole batch for 99 cents apiece. I've also been able to get ahold of some of those old singles grab-bags, which are going to be priced at 15-for-\$1. We're just gonna advertise it to the hilt and blow that stuff out of here." It wouldn't surprise us a bit to hear that this one drew out-of-state customers.

RCA'S COLLEGE CAMPAIGN — RCA Records has embarked on a blitz at the college level in support of some of its recently-signed artists. The campaign will run through Nov. 15 and focus on such acts as **Landscape**, **Shock**, **BOWWOWWOW**, **Robert Ellis Orrall**, **Sparks**, **Polyrock** and **Slow Children**. A sampler disc entitled "Blitz" will be made available to college radio through **Thirsty Ear**, an independent radio consultant, and will also be sold commercially at a low price.

A TRIUMPH-ANT PROMOTION — Guitarist **Rick Emmett** of RCA recording group **Triumph** will be giving away Dean "Flying-V" guitars in Minneapolis, Chicago, Detroit and St. Louis. With key-ins to local radio stations, contestants will be invited to fill out entry blanks at **Harmony House**, **Flip Side** and **Musicland** outlets. After the winner is announced in an on-the-air drawing in each participating city, each winner will be invited back stage after the group's show in their city to pick up an axe from Emmett.

OPTIMISM, THY NAME IS JAZZAMERICA — **Richard Spring**, head honcho at the Jazz-America Marketing label in Washington, D.C., wants to know where his platinum record is. He said that the two **Lelsure Landlog** outlets in Louisiana have gone through 40 copies of the **Akiyoski-Tabackin Blg Band**'s "Farewell to Mingus" album in less than three weeks, and that, taken as a random sampling of the country's 40,000 retail outlets, is 800,000 albums. Nice try, Richard. By the way, the band wants to know where the royalty checks for those 800,000 records are.

ATLANTIC ANTICS — Atlantic Records recently sponsored a combined consumer/retailer contest with the **Tower** chain. The promotion was in support of "Mecca For Moderns" by the **Manhattan Transfer** and "Stars On Long Play." Eight Nishiki 10-speed Custom Sport bicycles, donated by the manufacturer, were given away by the 28 Tower stores, with winners selected by random drawings. In addition, Atlantic purchased five more bicycles, which were presented to the managers of the five Tower stores doing the best displays for the two albums.

RECORD BAR NEWS — The latest releases from **ELO**, **Meatloaf**, **Journey**, **Dan Fogelberg**, **Mickey Gilley** and **Willie Nelson** are being featured in a month-long CBS promotion at all 129 **Record Bar** stores. As part of the promotion, an in-store display contest is being held, with a \$3,000 stereo system as first prize. The manager of the store with the best display in each of **Record Bar's** 14 districts will receive 10 half speed masters of his choice from CBS. The displays must feature at least four of the six artists. . . During a recent **Moody Blues** "Long Distance Voyager" promotion, customers at the Orem, Utah outlet were given the chance to win a \$50 **Record Bar** gift certificate. Contestants who correctly matched the nine planets with their distance from the sun were eligible for the drawing. That outlet also recently gave away two engraved pocket watches and 300 passes to ride the Heeber Creeper train in an **Ozzy Osborne** "Crazy Train" promotion. . . The lucky customer at the Norman, Okla. store who guessed the number of "gold doubloons" in a jar won a "treasure chest" full of LPs, T-shirts and posters in the **Rickie Lee Jones** "Pirates" treasure chest promotion. The album was on sale during the promotion. . . Pipes, faucets, doorknobs, nuts and bolts, and other metallic objects were on display as part of a recent **Heavy Metal** promotion at the Greenville, N.C. store. Giveaways included free movie passes, a film poster and copy of the soundtrack LP or tape.

fred goodman

ON JAZZ

BERGER'S BASH — For 10 years, the Creative Music Studio, now located in Woodstock, N.Y., has been offering an innovative, alternative approach to learning the art of improvisation. While placing special emphasis on the jazz tradition, the school, under the direction of vibraphonist **Karl Berger**, has also established itself as a focal point for the development of a "world music," and frequently features classes and recitals by musicians of diverse national and ethnic origin. The list of composers and performers who have taught at the studio during the last decade reads like a who's who of the avant-garde: **John Cage**, **Don Cherry**, **Carla Bley**, **Steve Lacy**, **Roscoe Mitchell**, **Steve Reich**, **Frederic Rzewski** and **Cecil Taylor** are just a few of the heavyweights to have lent their talents and insights to the school's clinics. Faced with the spectre of diminishing grants, Berger and company presented a special 10th Anniversary Benefit Concert on Sept. 19, with all proceeds earmarked for the school. We were among the more than 1,500 listeners treated to an afternoon and evening of music that featured the likes of **John Abercrombie**, **Jack DeJohnette**, **Howard Johnson**, **Bakida Carroll**, **Julius Hemphill**, **Anthony Braxton**, **Chick Corea**, **Lee Konitz**, **Pat Metheny**, **Ed Blackwell** and **Dewey Redman**. While hampered by intermittent rain and a late start, the program proved to be a festive day in the country, and the performers received an enthusiastic reception from their audience.



SERIOUS BOP — Trumpeter Clark Terry was among many jazz legends who joined the Monterey Jazz Festival All-Stars for a series of jams (see story page 15). *Cash Box photo by Michael Martinez.*

DUKE'S IN BED — That was the title of one of **Ben Webster's** later European albums, wherein the great tenor player payed homage to his former bandleader, **Duke Ellington**. It's too bad that the title has been used, because it might serve fitting for lyricist **Don George's** new biography of Ellington. *Sweet Man: The Real Duke Ellington*, is an insider's view of life with Duke, and where Duke's own autobiography, *Music Is My Mistress*, painted a hearts-and-flowers picture of the composer's world, George has opted for a kiss-and-tell chronicle of his days with the great man. While noting that Ellington had a strong aversion to making the particulars of his private life and his seemingly non-stop romantic involvements public, George exposes the playful Cassanova in Ellington. He attempts to justify what some might consider dirty laundry by claiming to be showing Ellington as a man who needed to feel and touch everything in order to create his art. Perhaps the reporting of the Duke's tete-a-tetes are justified, but in his reporting George seems amused by the alcoholism suffered by some of the members of the band, adding something of a distasteful feeling to segments. Although it's hard to doubt that the author felt a sincere kinship and admiration for Ellington and his men, the

(continued on page 32)

National Jazz Airplay

Heavy Rotation		
Miles Davis	The Man With the Horn	Columbia
Joseph Bonner	Impressions of Copenhagen	Theresa
Abbey Lincoln	Golden Lady	Inner City
Chick Corea	Three Quartets	Warner Bros.
Jaco Pastorius	Word of Mouth	Warner Bros.
Woody Shaw	United	Columbia
Al Jarreau	Breakin' Away	Warner Bros.
Manhattan Transfer	Mecca for Moderns	Atlantic
Moderate Rotation		
Sammy Nestico	Dark Orchid	Dark Orchid
Tom Scott	Apple Juice	Columbia
Pat Metheny-Lyle Mays	As Falls Wichita . . .	ECM
David Fathead Newman	Resurgence	Muse
Rob McConnell & Boss Brass	Tribute	PAUSA
Andy Narrell	Stickman	Hip Pocket
Dave Valentin	Pied Piper	Arista
Eiji Kitamura	Swing Eiji	Concord
Light Rotation		
Yellowjackets	Yellowjackets	Warner Bros.
Dave Sanborn	Voyeur	Warner Bros.
Carmen McRae	Live at Bubba's	Who's Who
Spyro Gyra	Freetime	MCA
Lorez Alexandria	Sings Johnny Mercer	Discovery
Pharoah Sanders	Rejoice	Theresa
Don Menza	Burnin'	Real Time
Oscar Peterson	Royal Wedding Suite	Pablo

Compiled from the following playlists:

KSBR/Orange County; KCRW/Santa Monica; KLCC/Eugene; KMCR/Phoenix; WUWM/Milwaukee; WBFO/Buffalo; WBUR/Boston; WBGO/Newark; WYRS/Stanford; KADX/Denver; WBBY/Columbus; KKGQ/Los Angeles; KJAZ/San Francisco; WTJZ/Tidewater; WHRO/Norfolk; WEMU/Detroit.

New adds:

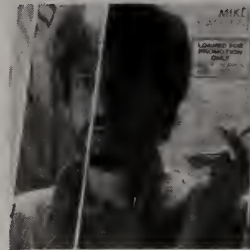
McCoy Tyner/La Leyenda de la Hora/Columbia; John Coates & Friends/Omnisound; Bill Goodwin/Solar Energy/Omnisound; Count Basie/High Voltage/PAUSA; Arthur Blythe/Blythe Spirit/Columbia; Paul Desmond/With M.J.Q./Finesse; Archie Shepp/Lookin' at Bird/Steeplechase; Mike Mainieri/Wanderlust/Warner Bros.; Andrew White/I Love Japan/Andrew's Music; Gerald Wilson/Lomelin/Discovery; Freddie Hubbard/Mistral/Liberty; Amiri Baraka/New Music-New Poetry/India Navigation.

National Coordinator: John H. Hunt

TOP 30 ALBUMS

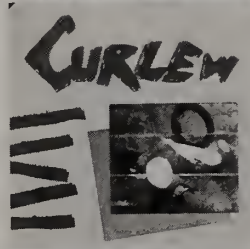
	Weeks On Chart	9/26	Chart		Weeks On Chart	9/26	Chart
1	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	1	7	16	MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526)	15	9
2	THE MAN WITH THE HORN MILES DAVIS (Columbia FC 3679C)	2	11	17	CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504)	17	8
3	FREETIME SPYRO GYRA (MCA 5238)	4	5	18	FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152)	18	18
4	SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495)	5	4	19	PIED PIPER DAVE VALENTIN (GRP/Arista 5505)	19	10
5	"RIT" LEE RITENOUR (Elektra 6E-331)	3	22	20	BLUE TATOO PASSPORT (Atlantic SD 19304)	20	6
6	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	6	23	21	MAGIC MAN HERB ALPERT (A&M SP-3728)	16	7
7	AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	7	16	22	CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327)	22	9
8	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	8	25	23	TENDER TOGETHERNESS STANLEY TURRENTINE (Elektra 5E-534)	—	1
9	HUSH JOHN KLEMMER (Elektra 5E-527)	10	17	24	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	23	47
10	LOVE BYRD DONALD BYRD & 125TH STREET, NYC (Elektra 5E-531)	25	2	25	ORANGE EXPRESS SADAO WATANABE (Columbia FC 37433)	27	2
11	THE DUDE QUINCY JONES (A&M SP 3721)	11	26	26	INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201)	26	8
12	APPLE JUICE TOM SCOTT (Columbia FC 37419)	9	13	27	SHOGUN JOHN KAIZAN NEPTUNE (Inner City IC 6078)	24	7
13	LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL- STARS (GRP/Arista 5506)	12	10	28	PIECES OF A DREAM (Elektra 6E-350)	—	1
14	FUSE 1 VARIOUS ARTISTS (CTI 9003)	14	8	29	WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	13	12
15	REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	21	3	30	THREE QUARTETS CHICK COREA (Warner Bros. BSK 3552)	28	11

JAZZ ALBUM PICKS



WANDERLUST — Mike Mainieri — Warner Bros. BSK 3586 — **Producer: Mike Mainieri** — List: 8.98

A giant step for vibraphonist Mainieri. The LP's opener, "Bullet Train," is a tip-of-the-hat to Weather Report, but on the rest of the album, Mainieri is his own man. An all-star band features Mike Brecker, Peter Erskine, Steve Khan, Marcus Miller, Warren Bernhardt and others working out on an interrupted string of solid compositions. Our favorites are "Crossed Wires" and "Bamboo."



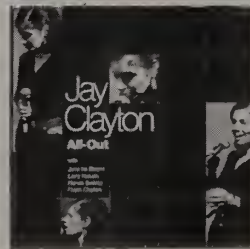
CURLEW — Curlew — Landslide LD-1004 — **Producers: Curlew** — List: 7.98

Fusion indeed. This is one of the finest punk/funk primitives outings we've heard in some time. Under the leadership of saxophonist George Cartwright, New York-based Curlew comes up with a healthy dose of foot-tapping, nerve-jangling music. The group's credentials read like a who's who of the Gotham underground, with the members' past associates including Ronald Shannon Jackson, Fred Frith, Eugene Chadborne and Material. Atlanta's independent Landslide Records is turning out to be hipper than most of the so-called heavies.



THE ARROW — David Eyges with Byard Lancaster — Music Unlimited Mu 7431 — **Producer: David Eyges** — List: 7.98

The cello is growing in leaps and bounds as a jazz instrument, and Eyges is one of those chiefly responsible for its current popularity. This duet outing with reedman Byard Lancaster is a fine showcase for Eyges, and he demonstrates his ability to coach a broad range of tones and effects from his instrument as the mood shifts with ease from the haunting and sentimental to the aggressive and joyous. Lancaster has been around for some time, but he again demonstrates that he is a stylist yet to be reckoned with by the critical establishment.



ALL OUT — Jay Clayton — Anlma 1J35 — **Producers: John Minglone and Helner Stadler** — List: 7.98

Clayton is a vocalist of no small prowess whose list of credits includes work with Steve Reich, John Cage and Muhai Richard Abrams. Her onomatopoeic style combines the thrust of the new with the traditions of scat, blending the best of two seemingly disparate worlds. "Two-Five-One," a cover of Ornette Coleman's "Lonely Woman," and the title track are the stand-outs here, and listeners are also advised to give this one a listen to hear the considerable talents of saxophonist Jane Ira.

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	9/19 Chart
1 THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661)	1	42
2 THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770)	2	40
3 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	3	34
4 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	4	22
5 BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046)	5	18
6 TRUE VICTORY MIN. KEITH PRINGLE (Savoy SGL 7053)	6	36
7 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	7	24
8 20TH ANNIVERSARY ALBUM JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7069)	8	30
9 RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227)	11	42
10 GOD'S WAY (IS THE BEST WAY) JAMES CLEVELAND & THE VOICES OF WATTS (Savoy SL 14631)	10	8
11 PRESENTING THE WINANS (Light 5792)	13	6
12 GOD IS OUR CREATOR ALBERTINA WALKER (Savoy SL 14583)	9	30
13 MIRACLES JACKSON SOUTHERNAIRES (Malaco M-4370)	19	42
14 SAINTS HOLD ON SENSATIONAL NIGHTINGALES (Malaco 4373)	14	6
15 SAID I WASN'T GONNA TELL NOBODY DONALD VAILS (Savoy 7052)	15	4
16 YOU'VE BEEN MIGHTY GOOD TO ME NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7070)	16	4
17 MORE OF THE BEST ANDRAE CROUCH (Light LS 5785)	—	2
18 WHERE IS YOUR FAITH JAMES CLEVELAND & THE SO. CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7066)	—	2
19 YOU DON'T KNOW HOW GOOD GOD'S BEEN TO ME CHARLES FOLD & THE FOLD SINGERS (Savoy 7061)	12	8
20 I WANT TO BE READY JAMES CLEVELAND & THE LOS ANGELES CHAPTER (Savoy 7071)	17	6

Inspirational

	Weeks On Chart	9/19 Chart
1 AMY GRANT IN CONCERT (Myrrh MSB 6668)	1	16
2 PRIORITY IMPERIALS (Dayspring DST 4017)	2	32
3 MUSIC MACHINE CANDLE (Birdwing BOWG 2004)	4	186
4 FORGIVEN DON FRANCISCO (New Pax NP 33042)	5	148
5 FAVORITES, VOL. 1 EVIE TOURNQUIST (Word WSD 8845)	3	38
6 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	8	42
7 NEVER ALONE AMY GRANT (Myrrh MSB 6645)	6	68
8 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	11	56
9 AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675)	15	6
10 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	10	58
11 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	7	48
12 PRAISE V VARIOUS ARTISTS (Maranatha MM 0076)	20	12
13 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	13	148
14 COMING HOME MIKE WARNKE (Myrrh MSB 6670)	14	8
15 SHOT OF LOVE BOB DYLAN (Columbia TC 37496)	—	2
16 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0064)	16	4
17 COLLECTIONS KEITH GREEN (Sparrow SPR 1055)	—	2
18 BENNY HESTER (Myrrh 6655)	18	4
19 REJOICE 2nd CHAPTER OF ACTS (Sparrow SPR 1050)	9	12
20 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST 4015)	17	6



CLAWSON EXPERIENCES 'FINEST HOUR' — A special listening party was held recently at ASCAP in Nashville for Cynthia Clawson's latest release on Triangle Records, "Finest Hour." Pictured at the reception are (l-r): Mike Blines, international director of marketing, Benson Co.; Bob MacKenzie, president, Benson Company; Clawson; Jerry Crutchfield, producer; Connie Bradley, Southern regional executive director, ASCAP; and Gary Littleton, international director of sales, Benson Company.

GOSPEL NEWS

BEAUTY QUEEN'S GOSPEL — Cheryl Prewitt, Miss America 1980 has recorded a gospel album on Impact Records entitled "I'm A Miracle." Prewitt will be joined by Terry Blackwood of Andrus Blackwood & Co. for a duet, "Me And My House." The album is scheduled to be released late in September and will coincide with an album premiere party on Sept. 25 at the Blair School of Music in Nashville. . . In other party news, the Hemphills will be premiering their new album, "Good Things," at an Oct. 1 party at the Cannery in Nashville. The Heartwarming release was produced by Jerry Crutchfield, who has produced country artists such as Tanya Tucker and Barbara Fairchild. Crutchfield is also working with Pittsburgh Steelers quarterback Terry Bradshaw on an album project, "Here In My Heart," scheduled for a fall release.

BIG SHOW IN NASHVILLE — Bobby Jones and the New Life Singers will present a program of inspirational music on Oct. 11 at the Country Music Assn. (CMA) Talent Buyer's Seminar at the Hyatt Regency Hotel in Nashville. Jones, a recent Dove award nominee, hosts *The Bobby Jones Gospel Show*, which is syndicated in more than 530 markets via the Black Entertainment network.

CONGRATULATIONS — Well, it's official. Lamb/Lion artist Gary Chapman and Word artist Amy Grant have announced their engagement. A definite date hasn't been set yet, but the couple has tentatively planned a June wedding.

NEW PLAN — Ray DeVries, Lexicon director of Special Services, has announced a new Lexicon Choral Review Plan for Choir directors and music ministers. A major marketing campaign will include direct mail and industry ads. For a \$35 annual subscription fee, subscribers will receive all new product published by Lexicon Music, including choral books, collections and octavos, along with cassettes of all published product.

NEW RELEASES — Light artist Jessy Dixon is putting the finishing touches on a third release that was recorded live before a capacity crowd at Calvary Chapel in Costa Mesa, Calif. The album, scheduled for fall release, will feature Danniebelle Hall, The Dixon Singers and the Jessy Dixon Band. . . Bee Gee recording artist Olda Sains has completed an all-Spanish album, "Coming Through" with Gerry Limpic producing. Following the success of an earlier Spanish release, "En Memoria de Mi," a campaign has been developed to focus on 412 stations with Latin programming for the Sains release. Distribution is planned throughout Mexico, Central and South America, along with U.S. distribution in key Spanish markets. . . Word releases scheduled for October include "Giving Him Thanks" by the Brooklyn Tabernacle Choir, and "Canaan Country Christmas," featuring The Goodman Family, the Mercy River Boys, the Lewis Family, Jimmie Davis, the Rex Nelson Singers, Wendy Bagwell, the Florida Boys, B.J. Thomas and the Inspirations.

NEW SIGNINGS — River Oaks staff writer, Greg Nelson has been chosen to produce the music for a prime time special starring Barbara Mandrell and Ben Vereen. In addition to songwriting, Nelson has produced albums for Benson, Word, Sparrow, Refuge and their affiliated labels. . . Michael W. Smith has signed as a staff writer to Meadowgreen Music Inc. Smith is best known for his songs recorded by the Bill Gaither Trio, Gary McSpadden, Farrell & Farrell, Pat Boone and Brown Bannister.

CONVENTION SET — The Gospel Quartet Convention has been set for Oct. 5-10 in Nashville. "Contemporary Christian Night," Oct. 5, will feature a performance by Triangle recording artist Cynthia Clawson. The remaining days will concentrate on Southern gospel, featuring The Hemphills, the Kingsmen and the Spears.

NEW BUSINESS — First Artists Management Enterprises Inc. (FAME) has signed the Cruse Family to its gospel artists division. The contemporary Christian act on Impact Records is a former recipient of the Dove Award for best contemporary album. Bookings will be handled by Mike Cavale in FAME's Tulsa office and by Haran Hunter in Nashville. . . Contemporary Christian group Master's Touch recently signed with Castle Music Inc., a move coinciding with the completion of its debut album on Castle Records. The group is comprised of vocalist Becky Schaefer and Guy Duininck, who plays piano and guitar. The album, recorded at Castle Studios, features all original material penned by Duininck.

angela ball

ALBUM REVIEWS

HOLM, SHEPPARD, JOHNSON — Greentree R3583 — Producers: Dallas Holm, Tim Sheppard and Phil Johnson — List 7.98

Holm, Sheppard and Johnson are three of the most respected names in the contemporary Christian music industry, both as songwriters and artists. With extensive songwriting credits separately, Dallas Holm, Tim Sheppard and Phil Johnson have combined their talents to produce some pretty impressive harmonies a la the Gatlins, a phenomenon especially prominent on "Still Livin'" and "It's Real."

SENT BY THE GREAT I AM — The Followers of Christ — Castle Music CR 1503 — Producers: Moose Smith and Ben Ferrell — List: 7.98

Traditional four-part harmony is the forte of this eight-member group, a talent that becomes readily apparent on tunes that range the spectrum from traditional to contemporary. "Fight The Good Fight of Faith" is an interesting cut with a capella voicing interspersed with cajoling by other group members, giving an improvisational effect.

IT MUST BE LOVE — The Latinos — Word WSB 8862 — Producer: Gary Whitlock — List: 7.98

These newcomers bring a Latin appeal to contemporary Christian music with Spanish verses mixed in with English lyrics. The five-member group utilizes a tight harmonic sound that lends itself to the overall pop appeal. Upbeat cuts like "It Must Be Love" and "How Long" offset the more traditional mellow cuts like "Santa," strengthening the crossover potential.



Big Band Show Pulls Large Audience For Radio Syndicator

(continued from page 6)

that, "we've had our greatest successes with AM." Currently, all but one MOYL station is on the AM dial.

The MOYL format also reportedly generates a good deal of listener loyalty. "The all-time classic hits appeal to an emotionally responsive audience," said West. "What really scares me is that people who listen to this format tend to leave their radios on all day, rather than switching from station to station. "Our stations receive virtual love letters from listeners." Ham said. "That is the most important edge we have over beautiful music stations."

Similar to beautiful music stations, MOYL programs are assembled by Ham and put on tape and sent to the stations, some of which are automated and some of which are live. On the live stations, Ham emphasized that he does not want announcers to act like their predecessors of the 1940s and 1950s. "Most of all, we want sincerity from them," he said. "They don't have to have a great knowledge of the music and they don't have to pontificate." West added that "the listeners want to hear their music and want to know if their world is all right. If they want news, they can turn to an all-news station. Overemphasis of news is an extreme mistake."

Personal Touch

A survey of individual stations found that most adhere strictly to Ham's format, but some add their own personal touches. WMAS, for example, sponsors tea dances with a big band led by Ed Cerveny, who worked with Glenn Miller, every Friday at a local motel. They are broadcast live over the station. In addition, WXKS-AM uses Alan Dary and George Fennell, announcers who worked during the '40s and '50s. The two work according to Ham's guidelines, however.

All the stations use Ham's "Music of Your Life Club" to promote themselves. Listeners join the club by sending a postcard with their three favorite songs to the station. In addition to helping maintain listener loyalty, Ham says he uses the club to update his programming decisions. It seems to work. WHLI/Hempstead, N.Y., for example, received 1,200 postcards the first week it used MOYL and now claims to have around 12,000 members, according to Bob Williams, the station's owner.

Ad Sales Up

Most of the stations surveyed said their advertising revenues have increased because of MOYL. "We're getting more department stores and more women's fashion stores," said John Warner, general manager of KRSI/Minneapolis. Other stations said they've gotten more advertising from good restaurants, banks, home improvement companies, automobiles and

airlines — in short, products used by upscale people.

Despite the format's older direction, Bob Berger, vice president and general manager of WMAS, said that younger people are beginning to listen, too. "Even though we're targeted for the older, more affluent audience, younger people are beginning to respond," Berger said. "A number of young adults are coming to our dances." The younger listeners, according to Ham, "have discovered the American pop ballad and the romantic ballad."

Ham is understandably optimistic about the future of this format. "It has real longevity," he said. It also seems to be catching on. According to West, two stations came into the MOYL camp recently, bringing the total to 87. KJLA/Kansas City signed on two weeks ago and WUBE/Cincinnati came in the previous week. A station in Albuquerque is expected to join MOYL soon.

In addition, Ham says he is currently negotiating with several large record labels to help promote their catalogs. "I don't even know yet what form it's going to take," he said. He declined to elaborate.

Abrams' Superstars II To Bow In October

NEW YORK — In an effort to attract the 25-34 year old market to AOR, Lee Abrams, partner in Burkhart, Abrams & Assoc. of Atlanta, plans to launch his "Superstars II" format in about a month. Abrams says he plays to appeal to "the more sophisticated AOR listener."

The difference between this new format and Abrams' Superstars format is that the former will focus on oldies from the 1960s as well as selected current acts. "We're going to play a lot of Hendrix and the Moody Blues," he said. "I can't handle Styx or REO Speedwagon." Among the new groups Superstars II plans to feature are Visage, FM, Ultravox, Jon & Vangelis and The Tear-drop Explodes. "It will be about 50/50 oldies versus new," Abrams said.

Despite Abrams' intention to launch the new format in a month, he says he has not actually presented it to the stations he consults. However, he wants to get into major markets. "In smaller and medium markets, there's no real competition," he said. "I want to take a really narrow target in a big city market and go for it."

Abrams said the idea for Superstars II "grew out of my casual observations. I've been listening less to the radio and I assume a lot of other people have been too." Adding that his new format "might end up being a little softer" than standard AOR, because of the older listenership, "we're not going to play Barry Manilow."

AIR PLAY

ARBITRON ARBITRATION — In his keynote speech before the National Assn. of Radio Broadcasters (NRBA) convention two weeks ago in Miami Beach, Rep. Cecil Heftel of Hawaii, the owner of Heftel Broadcasting, had a few choice words about radio ratings. "There's only one service, so you end up paying the price of two because it's a monopoly," he said. Calling on the conventioners to form an independent research institute to rate radio, he added, "That way, you'll have two forces competing against each other." If they do, will anything happen?

CBS BROADCASTING EXPECTS RECORD YEAR — In a recent presentation to security analysts in New York, Gene F. Jankowski, president of CBS/Broadcast Group, said he anticipates a banner year profitwise. He cited CBS' last television season as a major contributor. (A spokesman later declined to reveal any information about CBS Radio's performance.) Despite these gains, overall corporate profits were undercut somewhat by the strength of the dollar abroad. According to Thomas H. Wyman, CBS president, losses ran from 25-30 cents per share on overseas sales in the third quarter alone because foreign currencies recently lost some value against the dollar.

RADIO CONFAB — The Texas Assn. of Broadcasters holds its annual convention Sept. 28-30 in Dallas at the Loews Anatole Hotel. The key topic on the minds of the conventioners will be changing technologies in radio. The keynote address will be delivered by Vincent Waslewski, president of the National Assn. of Broadcasters (NAB). In addition to 50 exhibitors of new equipment, the convention features engineering and financial workshops and guests speakers from Hubbard Broadcasting, CBS Radio Networks and NBC. For more information, contact Bonner McLane at (512) 459-0656.

FORMAT CHANGES — United Broadcasting's WLPL/Baltimore is dropping its Top 40 format in favor of adult contemporary programming. The new PD will be Ralph Rhoades. The station will now promote itself as 92-Star and has applied to the Federal

Communications Commission (FCC) to change the call letters to WYST. "We felt this was a good market move, and we saw the opportunity to jump in right now," said station spokesman Jack Beach. . . . Meanwhile, WRKO/Boston changed its Top 40 format to all-talk beginning Monday Sept. 28. The apparent reason for the switch was the lack of AM music listenership.

FOR YOUR INFORMATION — CBS Radio has signed a letter of intent to begin using RCA's new Audio Digital Distribution Service for radio programming via satellite. CBS Radio plans to use this service for its two networks, CBS Radio and RadioRadio, which debuts next Spring. If agreement is reached, the satellite service could be available in 1983. . . . WBZ/Boston



DEAD RINGER MEAT — Epic recording artist Meat Loaf recently paid a visit to WPLJ/New York, where he was interviewed by DJ Carol Miller. Meat Loaf is on the promo trail in support of his "Dead Ringer" LP. Pictured are (l-r): Dorothy Vanturini, WPLJ music director; Meat Loaf; and Larry Berger, WPLJ program director.

recently celebrated its 60th anniversary. The station was granted its broadcast license in September 1921. Events included on-air documentaries on the station's history and free cruises in Boston Harbor for WBZ listeners with the station's on-air personalities.

SUMMERTIME RADIO — KHTZ/Los Angeles, in conjunction with Don Janklow Prods. and the Sunspot Patio restaurant, last week treated its listeners to the latest installment of its "Endless Summer Party." Held at the Sunspot Patio restaurant, located on the Pacific Coast Highway overlooking the ocean, the affair served the dual purpose of thanking KHTZ listeners and injecting a little life into L.A. radio. Over 600 listeners — who had obtained tickets to the affair via mail in contest — were treated to an afternoon buffet and some spirits. They also got the opportunity to meet and greet many of the station's on-air personalities, including Charlie Tuna, Joe Cipriano, Ken Nobel, Steve Scott, Stoney Richards, Maggie Ross and Boyd R. Britton. "It was a lot of fun," said publicist Don Janklow, who developed the concept for the event with Sunspot Patio owner Ed Andrews, and Bob Moore and Jim Conlee, KHTZ GM and PD, respectively. "In addition to thanking the KHTZ listeners, I feel we were able to add a little excitement to the local radio scene." Janklow also revealed that the next such event will be held on Halloween.

FOWLER REITERATES STAND ON FEDERAL REGULATIONS — Federal Communications Commission (FCC) chairman Mark Fowler last week left no doubt as to where he stands on the issue of deregulation of radio. Speaking at a meeting of the International Radio & Television Society in New York Sept. 23, Fowler said broadcasters should "consider the new world that lies beyond the old FCC fortress. No longer should the drawbridge be raised and lowered as in the past. We must allow marketplace forces to respond to consumer demand, not attempt to pick the winners for the ears and eyes of the people." Reiterating his oft-stated belief that the FCC (and government in general) should maintain a "hands off" policy in broadcasting, Fowler said the broadcasters should bear the main burden of programming and running their stations. He felt the recent moves by the FCC to eliminate the Fairness and Equal Time requirements, and review ownership and licensing regulations were in the proper direction. "Under the coming marketplace approach, the commission should, so far as possible, defer to a broadcaster's judgement as to how best compete for viewers and listeners, because this serves the public interest," he said. With the broadcasters responsible for the success or failure of their own stations, Fowler said it would alleviate any possibility of the FCC becoming "Federal program directors."

SYNDICATION INDICATIONS — Drake Chenault has named Tom Armstrong, Beverly Beard and Mike Kesser as staff writers for its country music special, which will be released next Spring. Armstrong, a multi-media free-lance writer since 1969, has worked on television scripts for the *Smothers Brothers Show* and *The Tomorrow Show*, in addition to publishing 100 songs. Beard has been involved with writing and publishing of over 50 songs and holds a journalism degree from the University of Missouri. Kesser brings his experience as associate editor of *Country Style* magazine and publishing director of Ovation Records to the company.

NEW KID IN TOWN — Beginning with this issue, *Air Play* will be compiled and written in the Cash Box New York office. For immediate coverage, address all correspondence to: *Air Play*, Cash Box, 1775 Broadway, New York, NY 10019. Larry Riggs

GOSPEL PROGRAMMING

ALBUM

- * BULLFROGS AND BUTTERFLIES • CANDLE • BIRDWING (BWR 2010)
"Title Cut"
- * FAVORITES VOL. I • EVIE TOURNQUIST • WORD (WSD 8845)
"The Name of Jesus"
- * DALLAS HOLM LIVE • DALLAS HOLM • GREENTREE (R 3441)
"Rise Again" • "Hey, I'm A Believer"
- * ONE MORE SONG FOR YOU • IMPERIALS • DAYS SPRING (OST 4015)
"Forgiven" • "Title Cut"
- * MIRACLES • JACKSON SOUTHERNAIRES • MALACO (M-4370)
"Please Be Patient With Me" • "Title Cut"
- * I WANT TO BE READY • JAMES CLEVELAND AND THE LOS ANGELES CHAPTER • SAVOY (7071)
"I Want To Be Ready When He Comes"
- * GOLDEN HITS • SLIM AND THE SUPREME ANGELS • NASHBORO (7324)
"Shame On You" • "Lord Bring Me Down" • "By And By"

*INSPIRATIONAL *SPIRITUAL

PREFERRED CUTS

CASH BOX ROCK ALBUM RADIO REPORT

LP Chart
Position

- 71 THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA**
ADDS: None. HOTS: WLIR, WRNW, KZAM, WNEW. MEDIUMS: WBLM, WKLS, KZEL, WPLR, WQUR, KEZY, WMMS, KQME, WBCN, KMG, WWWW. PREFERRED TRACKS: Straight, Judgement. SALES: Weak in East; fair in others.
- 106 ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA**
ADDS: WBLM. HOTS: WRNW, KNCN, KEZY, KZAM, KNX, KBPI, WWWW. MEDIUMS: WKLS, KZEL, WCOZ, WSHE, KQME, KZEW, KMG. PREFERRED TRACKS: Alien. SALES: Moderate in West and South; weak in others.
- 7 PAT BENATAR • PRECIOUS TIME • CHRYSALIS**
ADDS: None. HOTS: KROQ, WWWW, KBPI, WNEW, KMG, WBLM, WKLS, WLIR, KMEL, WCCQ, WCCC, WPLR, WRNW, KNCN, WMMS, KZAM, KQME, WBCN, KZEW. MEDIUMS: WLQ, WABX, KSJQ, KEZY, KSHE, WROQ. PREFERRED TRACKS: Fire, Promises, Just. SALES: Good in all regions.
- 29 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**
ADDS: KROQ. HOTS: WWWW, WLIR, KZEL, WRNW, KNCN, WSHE, KOME, WBCN, KMG, KBPI. MEDIUMS: WBLM, KMEL, WCOZ, WCCC, WPLR, WOUR, WMMS, KSJO, WABX. PREFERRED TRACKS: Burnin', Joan. SALES: Moderate in all regions.
- 44 DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**
ADDS: None. HOTS: WMMS, KOME, KMG, KSJQ. MEDIUMS: WBLM, WKLS, WLIR, WPLR, KNCN, WSHE, KSHE, KBPI, WLQ, KROQ. PREFERRED TRACKS: Heartbreak, Let. SALES: Moderate in all regions; weakest in South.
- **DEVO • NEW TRADITIONALISTS • WARNER BROS.**
ADDS: KNAC, KROQ, WHFS, WNEW, KMG, KZEW, WRNW, WBLM. HOTS: KNAC. MEDIUMS: WNEW, KZEW. PREFERRED TRACKS: Open. SALES: Just shipped.
- 172 DIESEL • WATTS IN A TANK • REGENCY/ATLANTIC**
ADDS: None. HOTS: WPLR, KZEW, KMG, WGRQ, WWWW. MEDIUMS: WBLM, WKLS, WLIR, KZEL, WCCC, WSHE, WOUR, KZAM, KOME, WROQ, KSJQ. PREFERRED TRACKS: Sausalito, China, Woman. SALES: Fair in Midwest and South; weak in others.
- 12 ELO • TIME • JET/CBS**
ADDS: None. HOTS: WWWW, WLIR, KMEL, WPLR, WRNW, KNCN, WSHE, KEZY, WMMS, KSHE, KZAM, KOME, KNX, WBCN, WNEW, KBPI. MEDIUMS: KROQ, WLQ, WCOZ, WQUR, WABX. PREFERRED TRACKS: Hold, Twilight, End. SALES: Good to moderate in all regions.
- **JOHN ENTWISTLE • TOO LATE THE HERO • ATCO**
ADDS: WKLS, WLIR, KZEL, WCCC, WRNW, KNCN, WQUR, KEZY, WMMS, KSHE, WROQ, KMG, WNEW, KBPI, WHFS, WWWW, KROQ. HOTS: WNEW. MEDIUMS: WLIR, KEZY. PREFERRED TRACKS: Open. SALES: Just shipped.
- 5 DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC**
ADDS: KMG. HOTS: WWWW, WLQ, WKLS, WLIR, WRNW, KNCN, KEZY, WMMS, KSHE, KZAM, KOME, KNX. MEDIUMS: KZEL, WPLR, WROQ, KZEW, WNEW, KBPI. PREFERRED TRACKS: Open. SALES: Good in all regions.
- 3 FOREIGNER • 4 • ATLANTIC**
ADDS: None. HOTS: KROQ, WWWW, WLQ, WABX, KSJQ, WGRQ, WNEW, KMG, KZEW, WROQ, WBCN, WBLM, WKLS, WLIR, KMEL, KZEL, WCOZ, WCCC, WPLR, WRNW, KNCN, WSHE, WOUR, KEZY, WMMS, KSHE, KZAM, KMEL. MEDIUMS: KBPI. PREFERRED TRACKS: Urgent, Juke Box, Night. SALES: Good in all regions.
- 34 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: KNCN. HOTS: WLIR, WRNW, WBCN, KMG, WNEW, WHFS, KROQ, KNAC. MEDIUMS: WPLR, KZEW, WWWW. PREFERRED TRACKS: Lips, Beat, This Town. SALES: Moderate to fair in all regions; strongest in West.
- 46 GRATEFUL DEAD • DEAD SET • ARISTA**
ADDS: WGRQ. HOTS: WLIR, WRNW, WBCN, WHFS. MEDIUMS: KZEL, WPLR, KNCN, WQUR, KOME, WNEW, WWWW. PREFERRED TRACKS: Open. SALES: Moderate in East and West; fair in others.
- 21 DARYL HALL & JOHN OATES • PRIVATE EYES • RCA**
ADDS: None. HOTS: WLIR, WRNW, KNCN, KEZY, WMMS, KNX, WBCN, WNEW, WWWW. MEDIUMS: WPLR, WQUR, KZAM, KOME, KBPI. PREFERRED TRACKS: Title. SALES: Good to moderate in all regions.

LP Chart
Position

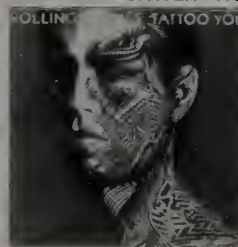
- **JOHN HALL • ALL OF THE ABOVE • EMI-AMERICA**
ADDS: WNEW, KNX, WRNW, WLIR, WKLS. HOTS: None. MEDIUMS: WOUR, WHFS, WLQ. PREFERRED TRACKS: Open. SALES: Just shipped.
- 14 HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM**
ADDS: None. HOTS: KROQ, WLQ, KSJQ, KBPI, KMG, KZEW, WKLS, WLIR, KZEL, KNCN, WSHE, WMMS, KSHE, KOME, WROQ. MEDIUMS: WWWW, WNEW, KMEL, WCCC, WPLR, WOUR, KZAM, WBCN. PREFERRED TRACKS: Open. SALES: Good to moderate in all regions.
- 126 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA**
ADDS: WGRQ, WKLS, WBLM. HOTS: WRNW, WMMS, KZAM, WBCN, WWWW. MEDIUMS: WLIR, KZEL, WCOZ, KNCN, WSHE, KSHE, KMG, KBPI, WABX, WLQ. PREFERRED TRACKS: Merilee, Promise, My Girl. SALES: Moderate in Midwest and East; weak in others.
- 19 BILLY JOEL • SONGS IN THE ATTIC • COLUMBIA**
ADDS: KOME. HOTS: WLIR, WCCC, WPLR, WRNW, KNCN, KEZY, KZAM, KNX, WNEW, WGRQ, WWWW. MEDIUMS: KOME, WKLS, WQUR, WMMS, KSHE, WBCN. PREFERRED TRACKS: Hollywood. SALES: Major breakouts in all regions.
- 8 RICKIE LEE JONES • PIRATES • WARNER BROS.**
ADDS: None. HOTS: WRNW, KEZY, WMMS, KNX, WNEW, WHFS, WWWW. MEDIUMS: WLIR, WQUR, WBCN, WABX. PREFERRED TRACKS: Guy, Woody, Title. SALES: Good to moderate in all regions.
- 2 JOURNEY • ESCAPE • COLUMBIA**
ADDS: None. HOTS: WWWW, WLQ, KSJO, WGRQ, KBPI, KMG, KZEW, WBCN, KOME, WBLM, WKLS, WLIR, KMEL, KZEL, WCOZ, WCCC, WRNW, KNCN, WSHE, WQUR, KEZY, WMMS, KSHE. MEDIUMS: KROQ, WROQ, WPLR, KZAM. PREFERRED TRACKS: Crying, Stone, Tide. SALES: Good to moderate in all regions.
- 28 THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**
ADDS: WABX. HOTS: KNAC, KROQ, WHFS, WNEW, KMG, WLIR, KZEL, WPLR, WRNW, KNCN, WSHE, WOUR, WMMS, KOME, WBCN. MEDIUMS: WWWW, WLQ, KSJO, KBPI, WBLM, WCOZ, KEZY, KZAM, KZEW. PREFERRED TRACKS: Better, Destroyer, Yo-Yo, Dial. SALES: Good to moderate in all regions; weakest in South.
- 38 LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL**
ADDS: None. HOTS: WWWW, WLQ, KBPI, KMG, WROQ, KNCN, KEZY, KSHE, KZAM, KNX. MEDIUMS: WABX, WNEW, WBLM, WKLS, WLIR, KMEL, KZEL, WCOZ, WCCC, WPLR, WSHE, WOUR, KOME. PREFERRED TRACKS: Owls. SALES: Good to moderate in all regions; strongest in Midwest.
- 141 NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA**
ADDS: KZEW, KSHE, WCOZ. HOTS: WPLR, WRNW, WMMS, WBCN, WNEW. MEDIUMS: WLIR, KZEL, KNCN, WQUR, KEZY, KOME, WHFS. PREFERRED TRACKS: Pieces, Anytime, Title. SALES: Weak in West; fair in others.
- **MAYDAY • A&M**
ADDS: KBPI, WNEW, KSHE. HOTS: None. MEDIUMS: WBLM, WCOZ, KZEW, KSJQ. PREFERRED TRACKS: Open. SALES: Weak initial response in all regions.
- 41 MEATLOAF • DEAD RINGER • CLEVELAND INT'L/EPIC**
ADDS: None. HOTS: WRNW, WMMS, WNEW. MEDIUMS: WKLS, WLIR, KNCN, WSHE, WQUR, KEZY, KSHE. PREFERRED TRACKS: I'm Gonna, Read 'Em. SALES: Moderate in all regions.
- 9 MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM**
ADDS: None. HOTS: WKLS, WLIR, WRNW, KNCN, WSHE, KEZY, KOME, WBCN, KBPI, WABX, WWWW. MEDIUMS: WBLM, WPLR, KZAM, WNEW, KSJO. PREFERRED TRACKS: Voice, 22,000, Gemini. SALES: Good to moderate in all regions.
- 4 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**
ADDS: None. HOTS: KROQ, WWWW, WABX, WGRQ, WNEW, KMG, KZEW, WROQ, WBCN, KNX, KOME, WKLS, WLIR, KMEL, KZEL, WCCC, WPLR, WRNW, KNCN, WSHE, WOUR, KEZY, WMMS, KZAM. MEDIUMS: WLQ, WHFS, KSJQ, KBPI, WBLM, WCOZ, KSHE. PREFERRED TRACKS: Draggin', Edge Of, Think, Leather. SALES: Good to moderate in all regions.

LP Chart
Position

- 165 NOVO COMBO • POLYDOR/POLYGRAM**
ADDS: WLQ. HOTS: WLIR, WPLR, WBCN. MEDIUMS: KNCN, WMMS, KZEW, WNEW, KBPI, WHFS, KROQ. PREFERRED TRACKS: Periscope. SALES: Fair in all regions; strongest in East.
- 27 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA**
ADDS: None. HOTS: WRNW, KQME, WBCN, KZEW, KMG, KROQ. MEDIUMS: WBLM, WCOZ, WPLR, KEZY, KZAM, KSJO. PREFERRED TRACKS: Woman, Nightwatchman, Waiting. SALES: Good to moderate in all regions; strongest in West.
- 16 PRETENDERS • PRETENDERS II • SIRE**
ADDS: KZAM. HOTS: WRNW, WOUR, WMMS, KOME, WBCN, KMG, WNEW, WHFS, WWWW, KROQ, KNAC. MEDIUMS: WPLR, WSHE, KEZY, WLQ. PREFERRED TRACKS: Day, Louie, Spanked, Jealous, Adulthood. SALES: Good to moderate in all regions; strongest in West.
- 152 RED RIDER • AS FAR AS SIAM • CAPITOL**
ADDS: None. HOTS: WBLM, WCOZ, KZEW, KMG, KSJO. MEDIUMS: WWWW, KZEL, WPLR, KNCN, WSHE, WMMS, KOME, WBCN, WRQ, KBPI, WLQ. PREFERRED TRACKS: Lunatic, Curtain, Ships. SALES: Fair in Midwest; weak in others.

#1 MOST ACTIVE

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



ADDS: None. HOTS: KNAC, KROQ, WWWW, WLQ, WHFS, WABX, KSJO, WGRQ, KBPI, WNEW, KMG, KZEW, WROQ, WBCN, KQME, KZAM, WBLM, WKLS, WLIR, KMEL, KZEL, WCOZ, WCCC, WPLR, WRNW, KNCN, WSHE, WOUR, KEZY, WMMS, KSHE. MEDIUMS: None. PREFERRED TRACKS: Start, Crying, Limousine. SALES: Good in all regions.

#1 MOST ADDED

— ROSSINGTON COLLINS BAND • THIS IS THE WAY • MCA



ADDS: WLQ, WGRQ, KBPI, WBLM, WKLS, WLIR, KZEL, WCCC, WPLR, WRNW, KNCN, WSHE, WQUR, WMMS, KSHE, WROQ, KZEW, WNEW. HOTS: WLQ, WCCC, WSHE. MEDIUMS: WLIR. PREFERRED TRACKS: Open. SALES: Just shipped.

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

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

11 BILLY SQUIER • DON'T SAY NO • CAPITOL

ADDS: None. HOTS: WBLM, WLIR, WCOZ, WRNW, KNCN, WSHE, WMMS, KOME, WBCN, KZEW, KMG, KSJQ, WWWW. MEDIUMS: KMEL, WNEW. PREFERRED TRACKS: Dark, Stroke, Daze. SALES: Moderate in all regions; strongest in Midwest.

54 THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA

ADDS: None. HOTS: WBLM, WMMS, KSHE, KMG, WLQ. MEDIUMS: WCOZ, WPLR, KEZY, KZAM, KOME, WBCN, WNEW, KBPI. PREFERRED TRACKS: Hearts, Falling, Heartland. SALES: Moderate in Midwest; weak in others.

68 TRIUMPH • ALLIED FORCES • RCA

ADDS: WCCC. HOTS: KNCN, KMG, KSJO. MEDIUMS: WBLM, WKLS, KZEL, WPLR, WSHE, WOUR, WMMS, KSHE, KZEW, WLQ. PREFERRED TRACKS: Magic. SALES: Moderate in South and Midwest; fair in others.

18 ZZ TOP • EL LOCO • WARNER BROS.

ADDS: None. HOTS: WLQ, WNEW, KZEL, KNCN, WSHE, WOUR, KEZY, WMMS, KSHE, KZEW, KMG. MEDIUMS: KROQ, WWWW, KBPI, WBLM, WKLS, WLIR, WCOZ, WCCC, WPLR, WBCN, WROQ. PREFERRED TRACKS: Tube, Leila, Pearl. SALES: Good to moderate in all regions; strongest in South.

October 3, 1981

LAST WEEK	THIS WEEK	WEEKS ON CHART
1	1	ENDLESS LOVE DIANA ROSS and LIONEL RICHIE 14
3	2	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS 8
2	3	QUEEN OF HEARTS JUICE NEWTON 19
5	4	WHO'S CRYING NOW JOURNEY 12
4	5	STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) 11
7	6	STEP BY STEP EDDIE RABBITT 11
10	7	FOR YOUR EYES ONLY SHEENA EASTON 11
9	8	HOLD ON TIGHT ELO 11
8	9	THE BEACH BOYS MEDLEY THE BEACH BOYS 11
11	10	START ME UP ROLLING STONES 7
6	11	SLOW HAND POINTER SISTERS 19
14	12	PRIVATE EYES DARYL HALL & JOHN OATES 6
12	13	URGENT FOREIGNER 14
13	14	(THERE'S) NO GETTIN' OVER ME RONNIE MILSAP 15
15	15	THE VOICE THE MOODY BLUES 9
18	16	I COULD NEVER MISS YOU (MORE THAN I DO) LULU 10
16	17	LADY (YOU BRING ME UP) COMMODORES 16
20	18	THE NIGHT OWLS LITTLE RIVER BAND 7
23	19	HARD TO SAY DAN FOGELBERG 6
27	20	WE'RE IN THIS LOVE TOGETHER AL JARREAU 10
29	21	SHARE YOUR LOVE WITH ME KENNY ROGERS 5
30	22	JUST ONCE QUINCY JONES featuring JAMES INGRAM 8
24	23	BREAKING AWAY BALANCE 13
26	24	SUPER FREAK (PART 1) RICK JAMES 9
25	25	DRAW OF THE CARDS KIM CARNES 9
33	26	WHEN SHE WAS MY GIRL THE FOUR TOPS 7
32	27	I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD 7
28	28	IN YOUR LETTER REO SPEEDWAGON 9
34	29	TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER 4
21	30	REALLY WANNA KNOW YOU GARY WRIGHT 14

LAST WEEK	THIS WEEK	WEEKS ON CHART
31	31	GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS 11

PRIME MOVER

40	32	SAY GOODBYE TO HOLLYWOOD BILLY JOEL 4 ADDs: WBBF, WNCI, KJRB, WZUU. JUMPS: 96KX 21 To 18, JB105 29 To 23, KZZP 25 To 21, WRVQ 24 To 13, WGCL Ex To 25, KERN 29 To 26, Q102 32 To 27, WKBW Ex To 24, Z93 29 To 25, WTRY Ex To 29, WLS Ex To 31, Y103 30 To 22, WSKZ 23 To 18, KYYX 26 To 22, WGH 19 To 9, WRFC 28 To 22, WKXX 27 To 24, WAXY 28 To 14, WBEN-FM 39 To 14, WTIC-FM 26 To 23, WTIX 29 To 25, KRAV 20 To 16, Z102 24 To 17, KC101 27 To 24, 94Q 28 To 23, KCPX Ex To 24, KEZB 27 To 24, KFMD 29 To 24, KEYN Ex To 27, KBEQ 23 To 19, WBCY 24 To 19, BJ105 30 To 26, WSPT 31 To 25, KRQ 26 To 23. SALES: Moderate in all regions.
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22	33	COOL LOVE PABLO CRUISE 14
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39	34	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON 7 ADDs: WABC-4, WBEN-FM-13, WPRO-FM, JB105-35, WNBC-29, Z93. JUMPS: WSEZ 11 To 7, WIF1 21 To 13, Y100 25 To 15, KRTH 27 To 21, WPGC 30 To 27, WTIX 27 To 11, Q105 22 To 15, WBBQ Ex To 27, WGCL 27 To 13, B97 10 To 8, WTIC-FM 25 To 19, BJ105 32 To 28, KFI 27 To 24, 13K 29 To 18, KJRB Ex To 26, KIQQ 8 To 5. SALES: Good in the South and East. Moderate in the West. Fair in the Midwest.
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19	35	JESSIE'S GIRL RICK SPRINGFIELD 28
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PRIME MOVER

44	36	THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON 7 ADDs: WSKZ, WWKX, WPGC, WKBW, KFRC, WHHY, KDWB-29, WBBQ, KEZR. JUMPS: WBBF Ex To 22, WKXX Ex To 28, WRFC Ex To 26, KXOK 20 To 13, WISM 26 To 23, BJ105 36 To 30, WZZR Ex To 26, WGSV 17 To 14, KRAV Ex To 17, WKXS 26 To 23, 94Q 16 To 9, KFI Ex To 29, WBCY 26 To 23, Z93 Ex To 28, WSGN Ex To 27, KIQQ 28 To 22, WAKY 20 To 16, WIF1 26 To 18, Q105 28 To 21, WROR Ex To 18, WRJZ Ex To 29, KRTH Ex To 28, KYYX Ex To 30, WTIX 25 To 22. SALES: Moderate in the Midwest and South. Fair in the West. Weak in the East.
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17	37	THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY 21
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35	38	FEELS SO RIGHT ALABAMA 17
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43	39	BURNIN' FOR YOU BLUE OYSTER CULT 8 Day-Part: KJRB. JUMPS: 96KX 16 To 12, KHFI 26 To 19, WBEN-FM 30 To 24, JB105 34 To 28, WIF1 25 To 22, KDWB 17 To 14, KBEQ 5 To 3. SALES: Moderate in the Midwest. Fair in all other regions.
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LAST WEEK	THIS WEEK	WEEKS ON CHART
55	40	HERE I AM AIR SUPPLY 47 ADDs: WMC-FM-25, B97, 92X-24, CKLW, KXOK-17, FM102-26, KOFM-27, BJ105-35, KRQ, 13K, WHBQ, WHB-20, KIMN-28, KHFI, WBBF, WZZP, WSKZ-22, WWKX, WSEZ, WZZR-30, WPGC, WNCI-29, WSPT, JB105-34, WKBW. JUMPS: WTRY 28 To 22, WSGN 30 To 25, Z93 30 To 26, WRFC 25 To 20, KEEL Ex To 30, Y103 39 To 24, Y100 29 To 20, WGCL Ex To 27, KIQQ Ex To 38, WAYS Ex To 17, WOKY Ex To 20, WGH 18 To 8, WISM 30 To 20, KYYX 28 To 24, WIF1 30 To 23, KTSA Ex To 27, WKXX 30 To 26, WROR 22 To 19, WBEN-FM 37 To 25, KNUS 37 To 27, WHHY Ex To 30, KRAV Ex To 19, Z102 27 To 23, WTIX 39 To 27, WMAK 27 To 20, KCPX 22 To 17, KC101 28 To 23, WPRO-FM Ex To 21, KEYN 28 To 22, WBBQ Ex To 28, 94Q 29 To 25, WGSV 28 To 21, WZUU Ex To 24, KFMD Ex To 28, KERN 33 To 24. SALES: Breakouts in the West, Midwest and South.

HIT BOUND

52	41	ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN 49 ADDs: WTIX, KEZR, KBEQ-27, WRVQ, WZZP, WBEN-FM-36, WKBW, FM102, KOFM-28, Z102-32, 13K, WVBF, WAXY, WHHY. JUMPS: WOW 19 To 16, WNCI 29 To 25, KC101 30 To 26, 96KX Ex To 30, WBCY Ex To 29, WBBQ Ex To 29, KHFI 24 To 21, WSGN 27 To 22, KJR Ex To 25, WTRY 30 To 27, KEEL 31 To 24, KIMN Ex To 30, WWKX Ex To 28, WGCL Ex To 26, KYYX Ex To 25, WRFC 29 To 25, KNUS 28 To 24, WISM 29 To 21, KCPX 30 To 23, KRAV Ex To 20, BJ105 34 To 29, WMAK Ex To 30, KRQ Ex To 26, WPRO-FM Ex To 19, KZZP 23 To 20, 94Q Ex To 30, Y103 38 To 31.
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HIT BOUND

47	42	ALIEN ATLANTA RHYTHM SECTION 50 ADDs: WSGN, BJ105-38, WHBQ, KOPA. Day-Part: WOW. JUMPS: WANS 29 To 25, WKXX Ex To 27, WSKZ Ex To 21, KNUS 24 To 18, WSEZ 31 To 27, Y103 35 To 27, WRFC 23 To 19, WIF1 Ex To 25, WZZR 24 To 20, KBEQ 16 To 13, WBEN-FM 38 To 31, KJR 22 To 19, 94Q 27 To 24, KFMD 26 To 23, WBCY 30 To 27, WSPT 30 To 27, WRJZ 29 To 26, KYYX Ex To 26. SALES: Fair in the West.
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HIT BOUND

64	43	EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE 51 ADDs: KEYN, BJ105, KRQ, 13K, KZZP-30, KFI, Y103-32, WTIX, KIMN-29, KRQX, WSEZ, WISM, WBEN-FM-37, WPGC, KFMD, JB105-33, B97, WNBC-30, CKLW, FM102-27, Z102-30. Day-Part: WMAK. JUMPS: WCAO Ex To 24, WKXX Ex To 29, KHFI Ex To 23, KCPX Ex To 34, WRVQ Ex To 21, KIQQ Ex To 40, WTRY 29 To 26, KFRC Ex To 32, WSKZ Ex To 23, KRTH Ex To 30, WRFC Ex To 29, WHHY Ex To 28, KINT Ex To 22, KEZR Ex To 18, 94Q Ex To 28, KBEQ 25 To 20, WNCI Ex To 28, WBCY 29 To 26, WSPT Ex To 32, WGCL Ex To 28. SALES: Just shipped.
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38	44	YOU COULD TAKE MY HEART AWAY SILVER CONDOR 52
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CASH SMASH

66	45	HE'S A LIAR BEE GEES 53 ADDs: WZUU, 96KX, WANS, WRFC, KINT-23, WPRO-FM, WGCL-29, WTIC-FM-28, KCPX, KERN-31, Y103-29, KDWB-27, WBBQ. Day-Part: KBEQ. JUMPS: WCAO Ex To 25, WTIX Ex To 33, WTRY Ex To 28, Y100 28 To 22, WBEN-FM 40 To 34, WSPT Ex To 33, JB105 35 To 29, Z102 31 To 27, BJ105 38 To 31, KZZP 27 To 24, KJRB Ex To 25, KIQQ Ex To 39, WIF1 Ex To 29. SALES: Breakouts in all regions.
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BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Dick Clark National"

PRESENTED BY MUT HEARD ON MORE T A WEEKLY REVIEW

DIO CHART

TOP 100 SINGLES

October 3, 1981

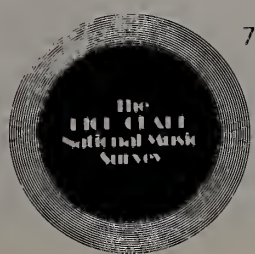
THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART	LAST WEEK	THIS WEEK	WEEKS ON CHART
16		37	60 CHLOE	ELTON JOHN	11	88	80 LEILA ZZ TOP 2
ARETHA FRANKLIN/GEOEGE BENSON JUMPS: WANS Ex To 30, Y100 33 To 28, WPRO-FM 17 To 13, WQXI Ex To 19, WGCL Ex To 24, CKLW 16 To 13, Z93 Ex To 30, WGH Ex To 21, WROR 18 To 13, WHBQ 14 To 11, WAXY Ex To 29. SALES: Fair in the Midwest and South. Weak in the West and East.		49	61 I'M IN LOVE	EVELYN KING	11	ADDS: WTIX. Day-Part: WMAK. JUMPS: KEZR Ex To 26.	
17		53	62 LOVE ON A TWO WAY STREET	STACY LATTISAW	16	86	81 MONY, MONY BILLY IDOL 3
DEVO ADDS: WANS, KINT-24, KFMD, KEEL, WRGX. JUMPS: KHFI 19 To 14, WTIX Ex To 37, Q102 35 To 31, KBEQ 26 To 22, WSKZ 18 To 15, WBCY 7 To 4, WSPT 18 To 15, WKXX 21 To 17, 92X 26 To 21, KEYN 30 To 26, BJ105 37 To 25, KRQ Ex To 30, KIQQ 25 To 17, WIFI Ex To 28. SALES: Breakouts in all regions.		50	63 THAT OLD SONG	RAY PARKER, JR. & RAYDIO	13	ADDS: KNUS, WXKS. JUMPS: KERN 40 To 35.	
48		61	64 SILLY	DENIECE WILLIAMS	8	89	82 LET'S PUT THE FUN BACK IN ROCK & ROLL FREDDY CANNON & THE BELMONTS 2
COMMODORES ADDS: WZUU 25, KOPA, KHFI, WSKZ-24, WSEZ, KEEL, WKXX, KOFM-26, 13K KJRB, KFI, Y103-33, KFRC, KRTH. JUMPS: WCAO Ex To 30, KCPX Ex To 29, WWKX Ex To 30, WGSV Ex To 30, WRFC Ex To 28, WKKS 29 To 24, WISM Ex To 26, WGH Ex To 19, WMAK Ex To 24, WIFI Ex To 30, 94Q Ex To 27, WAXY Ex To 29, WNCI 27 To 24, WHHY Ex To 26, WSGN Ex To 30, WTIX Ex To 38, KYXX Ex To 29, KC101 Ex To 29, KNUS 39 To 30, WBBQ Ex To 30, Z102 32 To 29, KEZR Ex To 22, BJ105 35 To 27.		58	65 A HEART IN NEW YORK	ART GARFUNKEL	9	JUMPS: WBEN-FM 35 To 30. SALES: Fair in the East.	
HIT BOUND		63	66 SQUARE BIZ	TEENA MARIE	12	— 83 I WANT YOU, I NEED YOU CHRIS CHRISTIAN 1	
49		HIT BOUND		— 87 PHYSICAL OLIVIA NEWTON JOHN 1		ADDS: WCAO, WTRY, WBEN-FM-40, KYXX, KNUS, KFI, Z93. JUMPS: KCPX Ex To 32, WGSV Ex To 32. ON: WGH, KINT, KC101, KIQQ.	
DIESEL ADDS: WZUU 25, KOPA, KHFI, WSKZ-24, WSEZ, KEEL, WKXX, KOFM-26, 13K KJRB, KFI, Y103-33, KFRC, KRTH. JUMPS: WCAO Ex To 30, KCPX Ex To 29, WWKX Ex To 30, WGSV Ex To 30, WRFC Ex To 28, WKKS 29 To 24, WISM Ex To 26, WGH Ex To 19, WMAK Ex To 24, WIFI Ex To 30, 94Q Ex To 27, WAXY Ex To 29, WNCI 27 To 24, WHHY Ex To 26, WSGN Ex To 30, WTIX Ex To 38, KYXX Ex To 29, KC101 Ex To 29, KNUS 39 To 30, WBBQ Ex To 30, Z102 32 To 29, KEZR Ex To 22, BJ105 35 To 27.		— 87		84 DON'T GIVE IT UP ROBBIE PATTON 13		ADDS: WCAO, WTRY, WBEN-FM-40, KYXX, KNUS, KFI, Z93. JUMPS: KCPX Ex To 32, WGSV Ex To 32. ON: WGH, KINT, KC101, KIQQ.	
HIT BOUND		— 87		85 ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL 8		ADDS: WCAO, WTRY, WBEN-FM-40, KYXX, KNUS, KFI, Z93. JUMPS: KCPX Ex To 32, WGSV Ex To 32. ON: WGH, KINT, KC101, KIQQ.	
50		67	68 YOU DON'T KNOW ME	MICKEY GILLEY	13	— 88 NEVER TOO MUCH LUTHER VANDROSS 1	
DON FELDER ADDS: WTRY, WRFC-60, WMAK, WPRO-FM, WKXX, BJ105-39, WIFI, WTIX. JUMPS: KHFI 21 To 16, KZZP 20 To 15, WRVQ Ex To 29, WBBQ Ex To 26, WANS Ex To 29, KBEQ 17 To 12, WWKX Ex To 29, WBEN-FM 28 To 23, KFMD Ex To 27, WBCY 25 To 20, WAKY 18 To 15, WSPT 27 To 18, WTIC-FM 28 To 24, Z102 28 To 24, KRQ Ex To 25.		76	69 STAW AWAKE	RONNIE LAWS	6	ADDS: WMO-FM. JUMPS: KIQQ Ex To 35, KRLY Ex To 24, WXKS 30 To 21. SALES: Fair in all regions.	
51		74	70 MORE STARS	STARS ON 45	3	— 87	
GO GO'S ADDS: KHFI. JUMPS: Y100 31 To 24, Q105 29 To 22, WXKS 6 To 4, KRQ 23 To 18, 13K 11 To 9, KZZP 10 To 7, KERN Ex To 27, KFI 26 To 16, WIFI Ex To 27, WAXY 29 To 26, KBEQ 27 To 21. SALES: Moderate in the West. Fair in the Midwest and South.		— 87		88 SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD 2		ADDS: Y100, Q105-28, KFI. ON: WIFI, WGCL.	
52		81	71 NO REPLY AT ALL	GENESIS	2	— 89	
WZZR, 94Q KOFM, WROR-22, WAXY, WHHY, KEZR. JUMPS: WRFC 30 To 27, WISM Ex To 27, WSGN Ex To 31, KEEL Ex To 34, JB105 32 To 26, KNUS Ex To 33, WXKS Ex To 29, WGH 20 To 17, WTIX 40 To 36, KC101 Ex To 30.		— 89		90		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
53		83	72 MY GIRL (GONE, GONE, GONE)	CHILLIWACK	2	91	
DEBBIE HARRY		— 89		92		ADDS: 94Q, KNUS.	
54		HIT BOUND		93		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
THE OAK RIDGE BOYS		— 89		94		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
55		— 89		95		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
GREG KIHN BAND		— 89		96		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
56		— 89		97		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
THE ALLMAN BROTHERS BAND		— 89		98		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
57		— 89		99		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
BILLY SQUIER		— 89		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
JUMPS: JB105 33 To 27, WLS 24 To 17, WKXX 28 To 25, Z102 33 To 29, BJ105 Ex To 40, KERN 32 To 29, KIQQ Ex To 36. SALES: Moderate in the Midwest.		— 89		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
58		HIT BOUND		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
PAT BENATAR		— 89		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
59		— 89		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	
JOHN DENVER		— 89		100		ADDS: WMAK, BJ105, KERN-40, WHB-20. ON: KCPX, WGH, WRJZ.	

LOOKING AHEAD

RUN TO ME	SAVOY BROWN
ADDS: KCPX, WIFI	
CONTROVERSY	PRINCE
ADDS: CKLW. JUMPS: KRLY Ex To 25.	
SLIP AWAY	PABLO CRUISE
ADDS: WGSV, WRFC.	

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

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 TOP HITS COMPILED BY CASH BOX

INTERNATIONAL



BUDOKAN JONES — In Japan to support his A&M album "The Dude," which contains the international hit "Ai No Corrida," Quincy Jones was introduced at a press gathering in conjunction with his shows at the Budokan for the Suntory Music Festival. He was introduced by film director Nagisa Oshima (c), who directed the Japanese film Ai No Corrida, and his actress wife, Akiko Koyama (r).

'82 MIDEM Keeps Pace With Change

PARIS — In order to adapt to today's time saving and economy conscious market, the 16th annual MIDEM Conference will be taking on a different look than years past. The meeting, scheduled to be held in Cannes, France, will be held to five days (Jan. 25-29), instead of the usual seven, and stand prices will remain the same as last year in spite of the high inflation rate.

In addition, MIDEM is offering special airline and hotel rates (20-40% reductions on normal prices) to participants in the 1982 event.

The MIDEM organization will also open its doors to manufacturers utilizing the new technologies, as well as the record companies and music publishers. Stands featuring video, digital and noise reduction equipment have been added to this year's international confab's look.

In addition, all stands will be equipped with video and TV screens, along with the stereo systems, loudspeakers and reel-to-reel tape players that are normally part of the display areas.

Another new technology feature will be computerized data banks of record and publishing catalogs, which would allow a publisher to see what rights and titles are available in Italy at the conference.

"It's all part of MIDEM's drive to move with the times," said John Nathan, MIDEM U.S. "We want to make these five days useful and facilitate business."

Another MIDEM first at the upcoming convention will be roundtable discussions with members of various labels, publishing houses and other economists and sociologists involved in discussions on the state of the music business today.

Parallel to the roundtable debates will be a meeting of the International Assn. of Lawyers. This year's theme will be "Video and Copyrights." Authors' societies will also attend.

Two other new services at the upcoming

meeting will be the International Information Center (commercial information, technical specifications, contacts, etc.) and the International Legal Center (counsel on issues of audio and video).

REO Tops August '81 CRIA Certifications

TORONTO — A quadruple platinum award for CBS recording group REO Speedwagon's "Hi Infidelity" LP, signifying sales of 400,000 units, highlighted the August certifications of the Canadian Recording Industry Assn. (CRIA).

Multi-platinum LP awards went to Neil Diamond's soundtrack to *The Jazz Singer* on Capitol (triple platinum, signifying sales of 300,000); and Kim Carnes, "Mistaken Identity" on Identity/Capitol, "Moving Pictures" by Rush on Anthem and "Highway To Hell" by AC/DC on WEA (all double platinum, signifying 200,000 sales).

Platinum awards, signifying 100,000 LP units sold, went to "Long Distance Voyager" by the Moody Blues, "The One That You Love" by Air Supply, "The Smurfs All Star Show" by the Smurfs and Diane Tell's "En Fleche" (all on PolyGram); and "Fly By Night" by Rush on Anthem.

Gold awards, signifying 50,000 LP units sold, went to "Long Distance Voyager," John Cougar's "Nothin' Matters And What If I Did" and Diane Tell's "Entre Nous" (all on PolyGram); Rick Springfield's "Working Class Dog" and Waylon & Jessie's "Leather And Lace" on RCA; "Ghost Riders" by The Outlaws on Capitol; "Passe-Partout, Vol. 2" featuring various artists on Poly-Sons, Inc.; and "Fair Warning" by Van Halen on WEA.

In addition, the single "The Tide Is High" by Blondie on Capitol was certified platinum (150,000 units), and "Angel Of The Morning" by Juice Newton on Capitol and "The One That You Love" by Air Supply on PolyGram were certified gold (75,000).

INTERNATIONAL DATELINE

Italy

MILAN — **Donatella Rettore**, with her song "Donatella," released on Ariston label, won the 18th edition of the Festivalbar. The song contest created by **Vittorio Salvetti**. The awards were given in Verona, on Sept. 5, during a show attended by many Italian and foreign artists.

The 15th edition of the International Music and High Fidelity Fair (SIM) took place in Milan from Sept. 3-7. Almost one thousand companies were present, representing a total of 30 countries.

Guldo Rignano, president of the Italian Record Manufacturers Assn. (AFI), announced that AFI will organize a meeting on the relations between culture and record business during the next Biennale della Musica, which will open in Venice in October. On the same occasion, the 1981 Critics Awards will be given.

The 8th Singers & Songwriters Review took place in Sanremo from Sept. 2-5. Awards were given this year to **Chico Buarque de Hollanda** (foreign artist), **Ornella Vanoni** (performer) and **Giorgio Calabrese** (operator).

Many new records are expected on the market in the next weeks. Among them are the new LPs by **Ornella Vanoni** (Vanilla/CGD label), **Enzo Jannacci** (Ricordi), **Angelo Branduardi** (Polydor) and **Banco** (CBS).

mario de luigi

Japan

TOKYO — Total sales for Seikodo Co., one of the largest record wholesalers in the country, jumped 25.5% during the fiscal year ended June 15, according to company president **Masanobu Ihara**. This year's sales totalled 47.1 billion yen (\$204.3 million). Breaking the figures down, the wholesale division accounted for 99.5% of the revenues, with the retail division responsible for the balance. Broken down by type of product, Seikodo's revenues were divided among records (32.2 billion yen, or 68.5% of the total), pre-recorded tapes (12.4 billion, or 26.4%) and phonograph needles and blank tapes (2.4 billion yen, or 5.1%). Record revenues were up 20.9% over the previous year; pre-recorded tapes were up 37.4%; and needles and blank tapes increased sales by 33%.

Teichiku Records will launch a major promotional campaign for its artists during the year end sales season. Entitled '81 Techiku Music/Tape Winter Sale, the campaign will run from Oct. 25-Jan. 20, 1982

kozo otsuka

United Kingdom

LONDON — After two-and-a-half years as MD of CBS U.K., **David Betteridge** is leaving to take a more active role in the control

of his own individual business affairs. Although he hasn't revealed the exact nature of his future plans, it seems likely that he will be staying within the music industry. At the CBS conference, tribute was paid to Betteridge by both chairman **Maurice Oberstein** and sales director **John Malr** for his contribution to the company's success.

New managing director for CBS U.K. is to be **Paul Russell**, who left the U.K. headquarters of CBS in Soho Square to join the parent company in New York and then become MD of CBS in Australia. In addition, **Annie Challs**, who joined Phonogram in 1979 as head of radio promotion, was appointed special projects manager within the company. She will be responsible for the development of Rocket Records artists in addition to select Phonogram signings.

Stewart Till has been appointed as marketing manager for WEA, reporting directly to **Mike Heap**. He will be responsible for the preparation of TV and advertising campaigns as well as all other aspects of marketing.

Virgin has a new press officer in **Mike Wall**, who formerly headed his own company, Heavy Publicity. Wall's appointment follows the promotion of **Keith Bourton** to head the department following "Big Al" **Clark's** departure to **Richard Branson's** new venture, *Event* magazine.

Sean Tyla, formerly of *The Tyla Gang*, and **Deke Leonard**, original founder of the *Welsh Band Man*, have now synchronized their talents to form a new band, *The Force*. The two are joined by **Mickey Groome** on bass and **Paul Simmons** on drums. The Force is signed with RCA Records.

Chrysalis Records announced at MIDEM in January that it would be supporting the British film industry with a number of full scale productions. The first two are to be a horror story created in-house and to be filmed on the Scottish Isle of Mull in January, and *Prick Up Your Ears*, based on the biography of playwright Joe Orton.

Island Records have officially announced they deplore the release of a new **Bob Marley** album by WEA, entitled "Chances Are." The tracks are a compilation of Marley's early work, and his demos which were recently overdubbed in New York. No members of *The Wailers*, Marley's band, were involved in the project, and it is released against the wishes of his widow and other family members. . . Island Records will also change the format of its "One Plus One" cassettes from the release of **Marlann Faithfull's** "Dangerous Acquaintances" on Sept. 28. From that release the cassettes will have a flip-top pack and will feature the same pre-recorded material on both sides; the erasure lug will be retained, allowing consumers to record over the B-side should they so wish.

paul bridge

INTERNATIONAL BESTSELLERS

Australia

TOP TEN 45s

- 1 **You Drive Me Crazy** — Shakin' Stevens — Epic
- 2 **Jessie's Girl** — Rick Springfield — Wizard
- 3 **Who Can It Be Now?** — Men At Work — CBS
- 4 **Dev-O Live (30cm EP)** — Devo — Warner Bros.
- 5 **Louise (We Get It Right)** — Jona Lewie — Stiff
- 6 **Say I Love You** — Renee Geyer — Mushroom
- 7 **If I Were A Carpenter** — Swanee — WEA
- 8 **Stars On 45** — Stars On 45 — Mercury
- 9 **Making Your Mind Up** — Bucks Fizz — RCA
- 10 **Slow Hand** — Pointer Sisters — Planet

TOP TEN LPs

- 1 **Hitwave '81** — various artists — Polystar
- 2 **Bella Donna** — Stevie Nicks — Modern/WEA
- 3 **Time** — Electric Light Orchestra — Jet
- 4 **Sirocco** — Australian Crawl — EMI
- 5 **All The Best** — Smokie — Rak
- 6 **Dev-O Live (EP)** — Devo — Warner Bros.
- 7 **Stars On Long Play** — Stars On 45 — Mercury
- 8 **1981 . . . Rocks On** — various artists — EMI
- 9 **Chemistry** — Mondo Rock — Avenue
- 10 **This Ole House** — Shakin' Stevens — Epic

— Kent Music Report

Italy

TOP TEN 45s

- 1 **(Out Here) On My Own** — Nikka Costa — CGD
- 2 **Galeotto Fu Il Canotto** — Renato Zero — Zerolandia/RCA
- 3 **Malinconia** — Riccardo Fogli — CGD/Paradiso
- 4 **Enola Gay** — Orchestral Manoeuvres In The Dark — Dindisc
- 5 **Donatella** — Rettore — Ariston
- 6 **Chi Fermera La Musica** — Pooh — CGD
- 7 **Hula Hoop** — Plastic Bertrand — Durium
- 8 **Canto Straniero** — Marcella Bella — CBS
- 9 **In The Air Tonight** — Phil Collins — Atlantic
- 10 **Canta Appress 'A' Nule** — Edoardo Bennato — Ricordi

TOP TEN LPs

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

— Musica E Dischi

Japan

TOP TEN 45s

- 1 **High School Rarabye** — Imokin Trio — For Life
- 2 **Mamotte Agetay!** — Yumi Matsutoya — Toshiba/EMI
- 3 **Iiyume Miroyo . . .** — Toshiyuki Nishida — CBS/Sony
- 4 **Shiroy! Parasolle** — Seyiko Matsuda — CBS/Sony
- 5 **Memory Glass** — Jun Horie — CBS/Sony
- 6 **Kanashimi 2 Young** — Toshihiko Tawara — Canyon
- 7 **Machibuse** — Hitomi Ishikawa — Canyon
- 8 **Michinoku Hitoritabi** — Joji Yamamoto — Canyon
- 9 **Shojo Ningyo** — Tsukasa Ito — Japan
- 10 **Moon Light Kiss** — Nahoko Kawai — Columbia

TOP TEN LPs

- 1 **Stereo Taylozoku** — Southern All Stars — Victor
- 2 **Of Course, 1978-81** — Toshiba/EMI
- 3 **A Long Vacation** — Eiichi Otaki — CBS/Sony
- 4 **Yazawa** — Eikichi Yazawa — Warner/Pioneer
- 5 **Billy's Verbeque** — Arabesque — Victor
- 6 **Sunglow** — Yasuko Agawa — Victor
- 7 **Omolde No Summer Song** — Hiroaki Igarashi — CBS/Sony
- 8 **Blue Jeans Memory** — RVC
- 9 **Diary** — Nahoko Kawai — Columbia
- 10 **Garasu Dori** — Jun Horie — CBS/Sony

— Cash Box of Japan

COUNTRY

Bullet Recording Bows Audio/Video Studio Complex For Nashville Sessions

by Jennifer Bohler

NASHVILLE — Recognizing the growing market here, Bullet Recording will open its audio/video recording studio for sessions Oct. 12. The \$1.5 million complex was designed specifically with the audio/video combination in mind, according to Bullet's president Randy Holland.

"We have spent a lot of time designing a facility that will allow record labels to shoot absolute broadcast quality video while simultaneously handling the most sophisticated audio requirements," Holland said. "To my knowledge, Bullet will be the first place in the United States where this can be accomplished without relying on a truck for either audio or video support."

Bullet will be the first U.S. facility to offer simultaneous 46-track state-of-the-art audio and three camera, one-inch video recording all in house. Additionally, the studio has two Studer computer controlled A800 24-track recorders and a 48-input Solid State Logic Master Studio System console equipped with full plasma metering and the Total Recall Computer. The studio also offers a wide range of recording services — from \$65 an hour for basic 24-track audio up to 46-track audio/video in the \$1,000 an hour bracket.

The focus of Bullet's activities will be in Studio A, the primary audio/video facility. The main studio room, with acoustic design by George Augspurger and architect Jack Edwards, measures 46' x 40', with a 26' ceiling. Over 175,000 watts of lighting will be available for video productions, with most of it controlled by a dimmer system. A smaller tracking room, about 20' x 20', may

be used for overdubs at the same time a separate video session is taping in the main room.

The primary audio control room is dominated by the Solid State Logic Console and the bank of Swiss-made Studer tape recorders. A Q-Lock SMPTE time code is used to synchronize the two A800 multi-tracks with each other and with the video recorders. For audio mastering, Bullet utilizes Studer A80 decks in both one-half inch and one-quarter inch formats.

In addition to twin live chambers located beneath the floor, Bullet offers reverberation from EMT 251 and Lexicon 224 digital systems to an EMT 240 gold foil unit. The complete stock of outboard signal processing gear includes product from AMS, UREI, Aphex, Eventide, Marshall, RCA and Roland. The control room fixed monitors are UREI Time-Aligned 815s.

The video production suite, located on a balcony above the audio control room and overlooking the studio, is equipped with a triple re-entry switcher, three Sony BVP 330 A Plumbicon cameras, three Sony BVH1100A one-inch VTR's and a three-quarter-inch off-line editing suite. For basic TV audio, a 12-input mixer feeds a stereo signal to the Sony VTRs. A three-camera remote system with road cases is also available.

Adjacent to Studio A is Studio B, which is equipped with an automated 28-input Harrison console and Studer 24-track and 2-track recorders. Bullet's Studio C, formerly known as Lower Level Recording, is located in a suburban residential district. The basic 24-track facility offers upstairs amenities, such as a full kitchen and hot tub.

Piers Plaskitt, formerly with Apple and Trident Studios in London and Celebration Studios in New York, is Bullet's studio manager. Plaskitt noted that although the studio will be available for audio-only and video-only projects, the ultimate goal is to do a good deal of combined audio and video. "It could be the straight three camera shoot with live audio or production for MTV (the all music cable network) or segments for videocassettes. We have the capability to serve all of these outlets," he said.

Technical operations at Bullet will be under the supervision of chief engineer Scott Hendricks. A graduate of Oklahoma State University with a degree in Architectural Acoustics, Hendricks has served as staff engineer at Glaser Sound Studio here and as an independent engineer with credits including albums by Bonnie Bramlett, Mel Tillis, Webb Pierce and Joe English.

"We've had a lot of interest in Studio A considering we haven't pursued anybody yet," Plaskitt said. According to Holland, the video inquiries have been more numerous than those for strictly audio record projects. Bullet has already bid on

(continued on page 31)

Rogers, West Tour Together Again

NASHVILLE — Kenny Rogers and Dottie West embarked on a major 26 city tour Sept. 24, with dates scheduled up to Nov. 8. Dubbed "Together Again 1981," the tour will take on more dates as it progresses and will place the duo in several major markets, with emphasis on the Southeast and Southwest.

Rogers and West haven't toured together in over a year. West, however, has been appearing with such acts as Eddie Rabbitt, Mel Tillis, Bob Newhart, Larry Gatlin & The Gatlin Brothers and T. G. Sheppard.

Featuring an entirely new show by West, this tour will also feature Rogers and West on several duets, including their recent #1 single, "What Are We Doin' In Love," from her current "Wild West" album on Liberty Records.

The tour will coincide with the release of West's new album, "High Times," set for an October release.

Rogers' current album release is "Share Your Love," produced by Lionel Richie, Jr., also on Liberty.

Cathcart Forms Artist Development Company

NASHVILLE — Kent Cathcart has formed an artist development firm, Cathcart and Company, to aid entertainers in acquiring the necessary confidence and skills in self-image, stage movement and media relations.

Marianne Leach, a dancer and choreographer, has been retained to assist artists and backup vocalists with stage movement for live performances and video. To date, Cathcart has signed Razy Bailey, Charly McClain, Ronnie McDowell, Ricky Skaggs, Helen Cornelius, Dickey Lee, Johnny Rodriguez, Jim Ed Brown, Lacy J. Dalton, Sue Powell and Jessi Colter.

Jamboree U.S.A. Sets Fall Concert Series

NASHVILLE — Capitol City Music Hall in Wheeling, W.V. will host Jamboree U.S.A.'s fall season lineup, with two shows by major country artists every Saturday through November.

Scheduled in October are Johnny Paycheck, Billy Jo Shaver, Ray Price, Mel McDanile, Johnny Duncan and John Conlee, with Terri Gibbs, Del Reeves, Joe Stampley, and David Frizzell and Shelly West set to appear in November.

In addition to the Saturday evening shows, Loretta Lynn has been scheduled for two shows Friday, Oct. 30, with Leon Douglas.



WRITER SIGNINGS AT TREE — Within the past six months, Tree International in Nashville has signed 15 writers to long-term contracts. Several veteran Tree staffers, including Bobby Braddock, Don Cook, Robert Nix, Kieran Kane, and Dennis Wilson were re-signed, along with several new writers. Pictured in the front row are (l-r): Richard Grossman; Ron Hellard; Jessica Boucher; Buddy Kilen, president of Tree; and Don Henry. Pictured in the back row are (l-r): Wilson; Alan Rhody; Kane; Tom Long; Nix; professional manager Dan Wilson; Cook; Braddock; Frank Knapp; P.R. Battle and Michael Garvin.

Scene Three Produces Country Videos

NASHVILLE — Scene Three, a full service state-of-the-art production and post-production facility, well known for music-related work, has just completed three video projects for RCA recording artists Sylvia, Razy Bailey and Alabama, in addition to a series of 30-second spots featuring Loretta Lynn for Allis-Chalmers, one of the country's leading manufacturers of tractors, combines and farm implements.

The projects for Sylvia and Bailey were shot on one-inch videotape on location and in the studio, and will be used as samples of their work for cable presentations and network talk show appearances, as well as

record promotions. Each act performed three cuts from its latest album, with one being an interpretive visual production of the song.

Scene Three's director/cinematographer Marc Bali and producer Kitty Moon were instrumental in the development of the song's video concepts. "The Matador," a dream sequence for Sylvia's prior single, was developed using strong backlight in heavy fog. Editing was completed in Scene Three's state of the art post-production facility, which includes a CMX 340X editing system, two-channel Squeezezoom and eight-channel Neve Audio Console, by Terry Climer, Scene Three's five-time Emmy-nominated editor.

The 30-second spot for Alabama will be used in promotion of its newest album, "Feels So Right," nominated for "Album of the Year" by the Country Music (CMA). Climer's use of the two-channel Squeezezoom accentuates the balance between the performers in concert and their recordings. The videos were produced by Jerry Flowers, RCA's manager of artist development in Nashville. The series of 12 custom spots for Allis-Chalmers were directed and produced by Scene Three's Mike Duncan. Each featured Lynn with a regional dealer and the Allis-Chalmers product line.

Bluegrass Lineup Set

NASHVILLE — The Bluegrass Club of New York is preparing to begin its 10th annual New York University (NYU) concert series, featuring three major bluegrass artists during the ensuing months in Greenwich Village.

The Seldom Scene — touted by the *New York Times* as "the best bluegrass band in the land" — and the Tony Trischka Band will open the series Oct. 10 with two shows. On Nov. 7, the Bluegrass Club will sponsor the 2nd annual Big Apple String Band Festival, with the John Herald Band, Lost In The Shuffle and other special guests. The Big Apple Festival will close with a square dance. The final date will feature Bill Monroe (the "Father of Bluegrass") and the Bluegrass Boys with the Dry Branch Fire Squad in two performances Dec. 5.

Produced by Doug Tuchman in cooperation with the NYU Loeb Program Board, each show will be presented at the university's Loeb Student Center in Greenwich Village. Tickets, ranging from \$6.50 - 7.50, can be purchased at the NYU box office, all Ticketron outlets and King Karol Records on West 42nd Street. Tickets can also be ordered by mail from the Bluegrass Club of New York, 380 Lexington Avenue, Suite 1119, New York, N.Y. 10017, or by telephone at (212) 687-9000.

Acuff Roast Brings In \$40,000 For 'Buddies'

NASHVILLE — Approximately \$40,000 was raised for Buddies of Nashville when 675 people attended the Nashville Area Junior Chamber of Commerce annual roast Sept. 19 to honor Roy Acuff's 50 years as a country entertainer.

John Jay Hooker served as honorary chairman for the roast with co-chairpersons Wesley H. Rose and Dolores Watson Seigenthaler. With Vice President George Bush in attendance, the \$100-a-plate celebration was hosted by masters of ceremonies Archie Campbell, Minnie Pearl and Tennessee governor Lamar Alexander.

The affair also featured a full panel of roasters including Chet Atkins, Gene Autry, Sen. Howard Baker (R-Tenn.), Pat Boone, Johnny Cash, June Carter Cash, Charlie Daniels, Nashville mayor Richard Fulton, John Jay Hooker, Red O'Donnell, Wesley Rose, Sen. Jim Sasser and Ernest Tubb.

CMA Sets Membership Meeting At Opryland

NASHVILLE — The Country Music Assn. (CMA) has scheduled its annual membership meeting Oct. 15 in the Knoxville Room at the Opryland Hotel here for the purpose of electing the board of directors for 1981-1982.

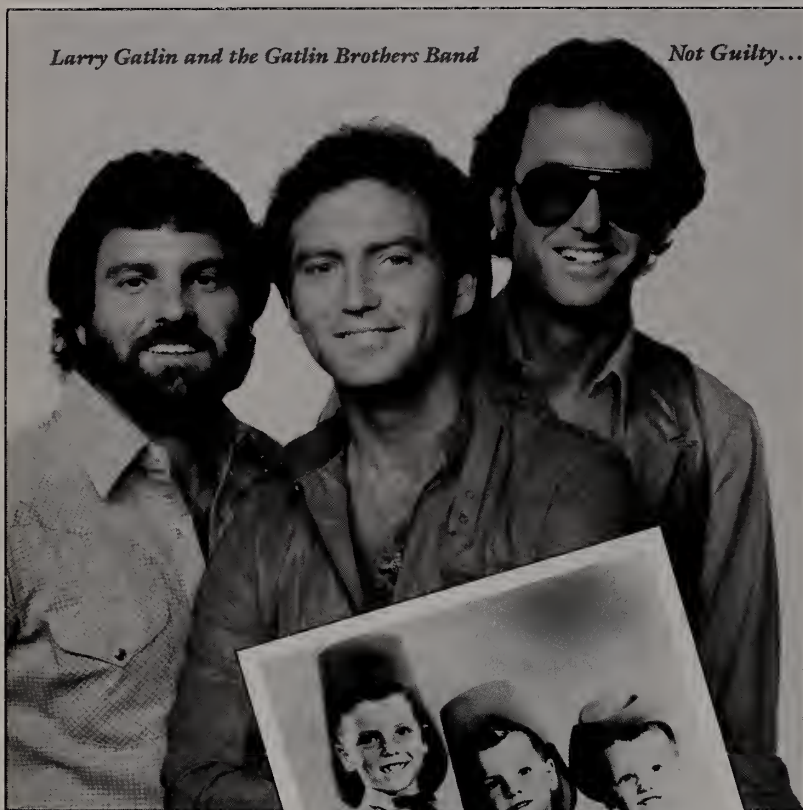
Proxies have been mailed out to all CMA members and must be returned to the certified public accounting firm Deloitte, Haskins and Sells by 5 p.m. on Oct. 5. In addition to the voting will be the annual President's Report (presented by Tandy Rice, 1980-81 CMA president), the presentation of the Founding President's Award by Connie B. Gay (CMA's first president) and an introduction of the current board members.

All CMA members are encouraged to attend or at least to cast their vote by returning the proxies to the accounting firm by the deadline date and time.

COUNTRY

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TOP 75 ALBUMS

		Weeks On 9/26 Chart	Weeks On 9/26 Chart
1	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	2	29
2	FANCY FREE OAK RIDGE BOYS (MCA-5209)	1	18
3	STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	3	7
4	SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	4	10
5	THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	7	6
6	THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	6	5
7	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	5	23
8	LIVE BARBARA MANDRELL (MCA-5243)	9	6
9	SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	12	20
10	ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	10	12
11	YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	11	16
12	JUICE JUICE NEWTON (Capitol ST-12136)	15	30
13	SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	13	29
14	MR. T CONWAY TWITTY (MCA-5204)	14	14
15	I AM WHAT I AM GEORGE JONES (Epic FE 36586)	8	54
16	YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	16	13
17	RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216)	17	12
18	CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	20	20
19	MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	19	21
20	I LOVE 'EM ALL T. G. SHEPPARD (Warner/Curb BSK-3528)	21	24
21	GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399)	22	8
22	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	29	3
23	KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	18	50
24	TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	26	10
25	HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	40	3
26	HORIZON EDDIE RABBITT (Elektra 6E-276)	27	64
27	I'M COUNTRYFIED MEL McDANIEL (Capitol ST-12116)	35	31
28	GREATEST HITS OAK RIDGE BOYS (MCA-5150)	28	48
29	ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	23	34
30	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027)	25	16
31	MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	31	66
32	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	32	49
33	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA SOUNDTRACK (Mirage WTG 16051)	33	4
34	ONE TO ONE ED BRUCE (MCA-5188)	41	23
35	NOW OR NEVER JOHN SCHNEIDER (Scotti Bros. ARZ 37400)	24	17
36	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	43	128
37	OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AHL 1-3932)	37	25
38	WILD WEST DOTTIE WEST (Liberty LT-1062)	36	31
39	LEATHER AND LACE WAYLON AND JESSIE (RCA AAL 1-3931)	38	30
40	LIVE HOYT AXTON (Jeremiah JH-5002)	39	21
41	SHOULD I DO IT TANYA TUCKER (MCA-5228)	42	12
42	LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	68	48
43	STARDUST WILLIE NELSON (Columbia JC 35305)	48	179
44	THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	44	41
45	WITH LOVE JOHN CONLEE (MCA-5213)	30	11
46	WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	46	23
47	MORE GOOD 'UNS JERRY CLOWER (MCA-5215)	47	77
48	PLEASURE DAVE ROWLAND AND SUGAR (Elektra 5E-525)	49	117
49	MR. SONGMAN SLIM WHITMAN (Epic/Cleveland Int'l FE 37403)	50	6
50	DRIFTER SYLVIA (RCA AHL 1-3986)	45	24
51	GREATEST HITS ANNE MURRAY (Capitol SO-12110)	52	53
52	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	55	57
53	LETTIN' YOU IN ON A FEELIN' THE KENDALLS (Mercury SRM 1-6005)	64	4
54	THE MINSTREL MAN WILLIE NELSON (RCA AHL 1-4045)	51	11
55	AS IS BOBBY BARE (Columbia FC-37157)	34	16
56	SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	53	32
57	URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	57	72
58	JOHN ANDERSON 2 JOHN ANDERSON (Warner Bros. BSK 3547)	—	1
59	OLD LOVERS NEVER DIE GENE WATSON (MCA-5241)	—	1
60	WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic 37193)	65	19
61	THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36492)	61	3
62	WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l JE-37107)	62	25
63	I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	56	59
64	HEY MOE/HEY JOE MOE BANDY & JOE STAMPLEY (Columbia FC-37003)	66	4
65	9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AAL 1-3852)	54	44
66	ENCORE MICKEY GILLEY (Epic JF-36851)	71	47
67	THE BARON JOHNNY CASH (Columbia FC-37179)	58	15
68	BLUE PEARL EARL THOMAS CONLEY (Sunbird ST-50105)	59	28
69	I HAVE A DREAM CRISTY LANE (Liberty LT-1083)	60	28
70	ENCORE GEORGE JONES (Epic FE 37346)	75	10
71	WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	73	117
72	DARLIN' TOM JONES (Mercury/PolyGram SRM-1-4010)	63	16
73	TENNESSEE WHISKEY DAVID ALLAN COE (Columbia FC 37454)	67	4
74	TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	69	4
75	THESE DAYS CRYSTAL GAYLE (Columbia JC 36512)	70	6

**The country music
the country hears most!**

BMI



CASH BOX TOP 100 COUNTRY

October 3, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761)	2	34 ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) HANK WILLIAMS, JR. (Elektra/Curb E-47191)	43	66 HE'S THE FIRE DIANA (Sunbird SBR-7564)	39
2 STEP BY STEP EDDIE RABBITT (Elektra E-47174)	4	35 CRYING IN THE RAIN TAMMY WYNETTE (Epic 14-02439)	45	67 STILL DOIN' TIME GEORGE JONES (Epic 14-02526)	1
3 TAKIN' IT EASY LACY J. DALTON (Columbia 18-02188)	5	36 HEART ON THE MEND SYLVIA (RCA PB-12302)	46	68 DREAMS CAN COME IN HANDY CINDY HURT (Churchill CR 7777)	73
4 MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)	6	37 TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414)	37	69 I WONDER IF I CARE AS MUCH DICKEY LEE (Mercury/PolyGram 57056)	81
5 HURRICANE LEON EVERETTE (RCA PB-12270)	7	38 SCRATCH MY BACK RAZZY BAILEY (RCA PB-12268)	40	70 PATCHES JERRY REED (RCA PB-12318)	84
6 TODAY ALL OVER AGAIN REBA McENTIRE (Mercury/PolyGram 57054)	8	39 SHE'S STEPPIN' OUT CON HUNLEY (Warner Bros. WBS 49800)	47	71 OLDER WOMEN RONNIE McDOWELL (Epic 19-02129)	56
7 I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) JANIE FRICKE (Columbia 18-02197)	9	40 MARRIED WOMEN SONNY CURTIS (Elektra E-47176)	42	72 EVERYONE GETS CRAZY NOW AND THEN ROGER MILLER (Elektra E-47192)	86
8 NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12294)	10	41 DOWN AND OUT GEORGE STRAIT (MCA-51170)	49	73 MIRACLES DON WILLIAMS (MCA-51134)	58
9 (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ ED BRUCE (MCA-51139)	11	42 MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504)	50	74 CHICKEN TRUCK JOHN ANDERSON (Warner Bros. WBS 49772)	74
10 I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)	13	43 IT'S ALL I CAN DO ANNE MURRAY (Capitol A5023)	51	75 I'D THROW IT ALL AWAY SWEETWATER (Falcet F.R. 1592)	85
11 RIGHT IN THE PALM OF YOUR HAND MEL McDANIEL (Capitol 5022)	12	44 THE PLEASURE'S ALL MINE DAVE ROWLAND & SUGAR (Elektra E-47177)	48	76 FOURTEEN CARAT MIND GENE WATSON (MCA-51183)	1
12 SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)	14	45 IF I NEEDED YOU EMMYLOU HARRIS & DON WILLIAMS (Warner Bros. WBS 49809)	54	77 COMMON MAN SAMMY JOHNS (Elektra E-47189)	87
13 FANCY FREE OAK RIDGE BOYS (MCA-51169)	18	46 YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499)	53	78 MOUNTAIN DEW WILLIE NELSON (RCA-PB-12328-A)	1
14 IT DON'T HURT ME HALF AS BAD RAY PRICE (Dimension DS-1021)	15	47 LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN) SUSIE ALLANSON (Liberty P-A-1425)	55	79 ONCE YOU WERE MINE DOTTIE WEST (RCA PB-12284)	79
15 I'M INTO LOVIN' YOU BILLY SWAN (Epic 14-02196)	16	48 WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury/PolyGram 76115)	21	80 MOCCASIN MAN DAVE KIRBY (Dimension DS-1022)	82
16 I RECALL A GYPSY WOMAN B.J. THOMAS (MCA-51151)	17	49 LEFTY DAVID FRIZZELL (Warner Bros./Viva WBS 49778)	52	81 THEM GOOD OL' BOYS ARE BAD JOHN SCHNEIDER (Scotti Bros. AE7 1289)	1
17 TEACH ME TO CHEAT THE KENDALLS (Mercury/PolyGram 57055)	20	50 TRY ME RANDY BARLOW (Paid PD 144)	57	82 THE WOMAN IN ME CRYSTAL GAYLE (Columbia 18-02523)	1
18 HONKY TONK QUEEN MOE BANDY & JOE STAMPLEY (Columbia 18-02198)	19	51 THE CLOSER YOU GET DON KING (Epic 14-02468)	60	83 BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277)	44
19 MY BABY THINKS HE'S A TRAIN ROSANNE CASH (Columbia 18-02463)	23	52 JUST ONE TIME TOMPALL & THE GLASER BROS. (Elektra E-47193)	62	84 WON'T YOU BE MY BABY KEITH STEGALL (Capitol A-5043)	89
20 SHE BELONGS TO EVERY ONE BUT ME BURRITO BROTHERS (Curb/CBS ZS5 02243)	22	53 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum E-47215)	1	85 SNEAKIN' AROUND KIN VASSY (Liberty P-1427)	59
21 GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49790)	24	54 I WANNA BE AROUND TERRI GIBBS (MCA-51180)	65	86 LIVIN' THE GOOD LIFE THE CORBIN/HANNER BAND (Alfa Alf-7007)	61
22 WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)	27	55 YOU WERE THERE FREDDIE HART (Sunbird SBR 7565)	64	87 WHERE DID OUR LOVE GO HELEN CORNELIUS (Elektra E-47190)	91
23 YOU DON'T KNOW ME MICKY GILLEY (Epic 14-02172)	1	56 I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER WILLIE NELSON (Columbia 18-02187)	25	88 I'M LEAVIN' ABILENE TONIGHT DEDE UPCHURCH (Little Giant LG 050)	88
24 MISS EMILY'S PICTURE JOHN CONLEE (MCA-51164)	29	57 ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)	76	89 YOU LIKE CHAMPAGNE, I LIKE BEER JOHN T. DOUGLAS (Meridian MR 1001)	92
25 I LOVE MY TRUCK GLEN CAMPBELL (Mirage WTG 3845)	28	58 WHAT ARE WE DOIN' LONESOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)	83	90 ALWAYS LATE LENNIE BOWMAN (King J.K.J-1004)	90
26 THE HOUSE OF THE RISING SUN DOLLY PARTON (RCA PB-12282)	31	59 TRYING NOT TO LOVE YOU JOHNNY RODRIGUEZ (Epic 14-02411)	26	91 THE HARD WAY JOHNNY CASH (Columbia 18-02189)	93
27 ONE-NIGHT FEVER MEL TILLIS (Elektra E-47178)	35	60 SLOWLY KIPPI BRANNON (MCA-51166)	70	92 KISS AND SAY GOODBYE JOHN WESLEY RYLES (MCA-51174)	1
28 TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)	3	61 SHOT FULL OF LOVE RANDY PARTON (RCA PB-12271)	30	93 THE LAST WORD IN JESUS IS US ROY CLARK (MCA/Scngbird MCA-51167)	1
29 MEMPHIS FRED KNOBLOCK (Scotti Bros. ZS5 02434)	34	62 SLOW HAND DEL REEVES (Koala KOS-336)	66	94 LOVE AIN'T NEVER HURT NOBODY BOBBY GOLDSBORO (Curb/CBS ZS6 02117)	63
30 YOU (MAKE ME WONDER WHY) DEBORAH ALLEN (Capitol P-5014)	32	63 LET THE LITTLE BIRD FLY DOTTSY (Tanglewood TGW 1910)	78	95 I'LL DRINK TO THAT BILLY PARKER (Soundwaves NSD/SW 4643)	67
31 SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)	41	64 SOMETIMES I CRY WHEN I'M ALONE SAMMI SMITH (Sound Factory S.F. 446)	33	96 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)	68
32 FEEDIN' THE FIRE ZELLA LEHR (Columbia 18-0243)	36	65 CINDERELLA TERRY GREGORY (Handshake WS9 02442)	69	97 CAN'T HELP FALLING IN LOVE WITH YOU SLIM WHITMAN (Epic/Cleveland Int'l. 14-02402)	71
33 JUST ENOUGH LOVE (FOR ONE WOMAN) BOBBY SMITH (Liberty P-1417)	38			98 ENOUGH FOR YOU BRENDA LEE (MCA 51154)	72
				99 SHE'S GOIN' HOME ALONE GAIL ZEILER (Equa S.P. 660)	76
				100 DON'T WAIT ON ME THE STATLER BROTHERS (Mercury/PolyGram 57051)	77

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All My Rowdy Friends (Bocephus — BMI)	34	I'd Throw It (D. Rodrick Holt/Borche Ha/Faucet — SESAC)	75	Moccasin Man (Millstone — ASCAP/Joe Allen — BMI)	80	Takin' It Easy (Algee — BMI)	3
All Roads Lead To You (Pi-Gem — BMI)	57	If I Needed You (United Artists/Columbine — ASCAP)	45	Mountain Dew (Tree/Tennen — BMI)	78	Teach Me To Cheat (Hall-Clement — BMI)	17
Always Late (Peer International — BMI)	90	I'll Drink To That (Window — BMI)	95	My Baby Thinks (Asleep at the Wheel — BMI)	19	The Closer (Chinnichap c/o Careers U.S. and Canada/Down 'N Dixie c/o Irving — BMI)	51
Bet Your Heart On Me (April/Wildmont — ASCAP)	53	I'll Need Someone (Hall-Clement — BMI/Bibo c/o Welk — ASCAP)	7	My Favorite Memory (Shade Tree — BMI)	42	The Hard Way (House of Cash — BMI)	91
Big Like A River (Prime Time/Goldsboro — ASCAP/Mastercraft/House Of Gold — BMI)	83	It's Ail I (United Artists/Chess — ASCAP)	43	Never Been So Loved (A. Gallico/Dusty Roads — BMI/Bibo. c/o Welk Music — ASCAP)	8	The House Of The Rising Sun (Velvet Apple — BMI/Darla — ASCAP)	26
Can't Help Falling (Gladdy — ASCAP)	97	Just Enough Love (House Of Gold/Cross Keys — BMI/ASCAP)	33	Older Women (Tree — BMI)	71	The Last Word (Combine/Music City — BMI/ASCAP)	93
Chicken Truck (Al Gallico — BMI)	74	Just One Time (Acuff-Rose — BMI)	52	Once You Were Mine (First Generation — BMI)	79	The Pleasure's All Mine (Tree — BMI/Cross Keys — ASCAP)	44
Cinderella (Easy Listening — ASCAP/Al Gallico — BMI)	65	Kiss And Say (Blackwood/Nattainam — BMI)	92	One-Night Fever (Southern Nights — ASCAP)	27	The Woman In Me (O.A.S. — ASCAP)	82
Common Man (Lowery — BMI)	77	Let The Little (Broken Lance/Bobby Flscher — ASCAP)	63	Party Time (Tree — BMI)	1	Them Good Ol' Boys (Flowering Stone — ASCAP)	81
Crying In The Rain (Screen Gems — EMI — BMI)	35	Love Ain't Never (House Of Gold — BMI)	94	Patches (Gold Forever — BMI)	70	(There's) No Gettin' Over Me (Rick Hall — ASCAP)	96
Don't Wait On Me (American Cowboy Music — BMI)	100	Love Is Knocking (Vogue/Gary S. Paxton c/o Welk Music — BMI)	47	Right In The Palm (Hall-Clement c/o Welk — BMI)	11	Scratch My Back (Fame — MCA)	38
Down And Out (Pi-Gem — BMI/Golden Opportunity — SESAC)	41	Married Women (Hall-Clement c/o Welk — BMI)	40	Share Your Love (Duchess (MCA) — BMI)	31	She Belongs To Everyone But Me (Atlantic — BMI)	20
Dreams Can Come In Handy (Ironside — ASCAP)	68	Memphis (Arc Music — BMI)	29	She's Steppin' Out (Rick Hall — ASCAP)	39	She's Goin' Home Alone (Equa/Gee Zee — ASCAP)	99
Enough For You (Resaca — BMI)	98	Midnight Hauler (House Of Gold — BMI)	4	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	61	She's Leppin' Out (Rick Hall — ASCAP)	39
Everyone Gets Crazy (Cross Keys — ASCAP)	72	Miracles (Dick James — BMI)	73	Sleepin' With The Radio On (Algee — BMI)	12	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	61
Fancy Free (Goldline/Silverline — ASCAP/BMI)	13	Miss Emily's Picture (Tree — BMI)	24	Slow Hand (Warner/Tamberlane/Flying Dutchman — ASCAP/Sweet Harmony — BMI)	62	Sneakin' Around (Hall-Clement c/o Welk Music — BMI)	85
Feedin' The Fire (Algee — BMI)	32			Slowly (Cedarwood — BMI)	60	Sometimes I Cry (Button Willow/Chablis — BMI)	64
Fourteen Carat Mind (Acuff-Rose — BMI)	76			Sneakin' Around (Hall-Clement c/o Welk Music — BMI)	85	Step By Step (Blarpatch/DebDave — BMI)	2
Grandma's Song (Vogue — BMI)	21			Still Doin' Time (Cedarwood — BMI)	67	Step By Step (Blarpatch/DebDave — BMI)	2
Heart On The Mend (Pi-Gem — BMI)	36			Take Me As I Am (Acuff-Rose — BMI)	37	Still Doin' Time (Cedarwood — BMI)	67
He's The Fire (House Of Gold — BMI)	66					Take Me As I Am (Acuff-Rose — BMI)	37
Honky Tonk Queen (Baray/Mullet — BMI)	18						
Hurricane (Blackwood — BMI/Rich Bin — ASCAP)	5						
I Love My Truck (Glentan — BMI)	25						
I Love You (Peer Int'l — BMI)	10						
I Love You A Thousand Ways (Peer Int'l — BMI)	10						
I Recall A Gypsy Woman (Jack — BMI)	16						
I Wanna Be Around (20th Century-Fox — ASCAP)	54						
I Wonder If (Acuff-Rose — BMI)	69						



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week

MEL TILLIS

is burning
the charts with

"ONE NIGHT FEVER"

Elektra 47147

Produced by: Jimmy Bowen

from Mel's
"SOUTHERN
RAINS" album



Elektra 6E-310

MEL TILLIS IS OPENING AT:
THE ALADDIN HOTEL
LAS VEGAS
OCTOBER 8th-21st, 1981



COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. **BET YOUR HEART ON ME** — JOHNNY LEE — FULL MOON/ASYLUM — 45 ADDS.
2. **WHAT ARE WE DOIN' LONESOME** — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 33 ADDS.
3. **STILL DOIN' TIME** — GEORGE JONES — EPIC — 28 ADDS.
4. **FOURTEEN CARAT MIND** — GENE WATSON — MCA — 23 ADDS.
5. **ALL ROADS LEAD TO YOU** — STEVE WARINER — 21 ADDS. — RCA
6. **MOUNTAIN DEW** — WILLIE NELSON — RCA — 20 ADDS.
7. **THEM GOOD OLE' BOYS ARE BAD** — JOHN SCHNEIDER — SCOTTI BROS. — 18 ADDS.
8. **THE WOMAN IN ME** — CRYSTAL GAYLE — COLUMBIA — 18 ADDS.
9. **IF I NEEDED YOU** — EMMYLOU HARRIS and DON WILLIAMS — WARNER BROS. — 15 ADDS.
10. **IT'S ALL I CAN DO** — ANNE MURRAY — CAPITOL — 13 ADDS.

MOST ACTIVE COUNTRY SINGLES

1. **FANCY FREE** — OAK RIDGE BOYS — MCA — 54 REPORTS.
2. **SHARE YOUR LOVE WITH ME** — KENNY ROGERS — LIBERTY — 54 REPORTS.
3. **WISH YOU WERE HERE** — BARBARA MANDRELL — MCA — 53 REPORTS.
4. **ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN)** — HANK WILLIAMS, JR. — ELEKTRA/CURB — 52 REPORTS
5. **MY BABY THINKS HE'S A TRAIN** — ROSANNE CASH — COLUMBIA — 49 REPORTS.
6. **SLEEPIN' WITH THE RADIO ON** — CHARLY McCLAIN — EPIC — 48 REPORTS.
7. **ONE-NIGHT FEVER** — MEL TILLIS — ELEKTRA — 44 REPORTS.
8. **MISS EMILY'S PICTURE** — JOHN CONLEE — MCA — 41 REPORTS.
9. **CRYING IN THE RAIN** — TAMMY WYNETTE — EPIC — 40 REPORTS.
10. **HEART ON THE MEND** — SYLVIA — RCA — 40 REPORTS.

FICAP Will Sponsor 'Workshop 1981,' DJ Awards During Country Music Week

NASHVILLE — The Federation of International Country Air Personalities (FICAP) will host a seminar entitled "A Country Air Personality, Workshop 1981," as well as the annual Country Music Disc Jockey Awards Presentation and Banquet during the weeklong WSM-sponsored Opry Birthday Celebration here, Oct. 12-17.

The seminar, which will take place from 10:30 a.m.-noon, Oct. 15, at the Opryland Hotel, will be moderated by Dale Turner of WSAI in Cincinnati (president of FICAP) and includes Bob Cole of KOKE in Austin; Len Ellis, owner of WLJE in Valparaiso, Ind. and CMA board member; and Jacqueline Strickland, music director at WMPS in Memphis, as panelists. The panelists will discuss air personalities in their respective markets (large, medium, small), and there will be an audio presentation on all markets.

Entertainment for the Awards Presentation and Banquet, slated for Oct. 16 at

Nashville's Hyatt Regency, will feature MCA Records' Oak Ridge Boys, Brenda Lee, Bill Monroe and George Strait.

Events during the FICAP Banquet include the introduction of the new FICAP Board of Directors, presentation of the new life-time members and induction of the new living and posthumous members of the Disc Jockey Hall of Fame. Finalists for the Hall of Fame include: Living Category — Smokey Smith, Charlie Walker and Bill Mack; and Posthumous Category — King Edward Smith IV, Happy Wilson and "Uncle Jim" Christy.

As in the past, FICAP banquet tickets are \$25 and may be ordered by sending a check or money order to FICAP, 1201 16th Ave. S., Nashville, Tenn. 37212. Reservations for tickets will close Oct. 6.

There will be a cash bar with cocktails beginning at 6 p.m. the night of the awards banquet. The dinner and awards will begin at 7 p.m.

THE COUNTRY MIKE

JACKSON, PRICE PLAY MUSICAL CHAIRS AT KLAC — Effective Sept. 28, KLAC/Los Angeles air personalities Gene Price and Sammy Jackson will switch air shifts. Jackson moves to the 6-10 a.m. drive time slot, while Price takes over Jackson's former 10 a.m.-1 p.m. shift. In making the announcement, vice president and general manager Don Kell stated, "We've found that the morning hours from 6 a.m. until noon have been most productive because of the Price-Jackson combination. What we're doing here in reversing positions is simply fine-tuning our programming for greater audience penetration."

Jackson, you may remember, was named the 1980 "Radio Personality of the Year" by the Academy of Country Music. His credits include a variety of television and motion picture appearances. Price hosts his own country music show which is broadcast around the globe via American Forces Radio Services. Price has numerous acting appearances to his credit as well, plus credits for written material for nationally syndicated programs.

PERSONALITY PROFILE — After graduating from Eastern Kentucky with a degree in Mass Communications and Political Science, Gerry House went to New York to do the mornings for adult contemporary station, WTKO. In 1972 House seized the opportunity to move to Jacksonville, where he spent the next two years doing the mornings for WMBR, staying with an A/C format. In 1975, however, House moved again, this time to Nashville and WSIX, where he has had a morning show ever since. In 1977 he was named program director of both WSIX-AM and FM, a position he holds today. In addition to his radio responsibilities, House hosted a television morning program with WNGE-TV in Nashville between 1975 and 1977, and is presently formulating a variety program to be broadcast via Global Satellite Network scheduled to air in November. Not only is House a talented jingle writer, having written approximately 40 that have been published, he occasionally teams up with prominent Nashville producer-songwriter Jerry Crutchfield to pen a few tunes. He has had songs recorded by the likes of the Oak Ridge Boys and Loretta Lynn, and also is an accomplished producer.



Gerry House

LERNER TABBED AT KHJ — Vice president and general manager of KHJ Radio/Los Angeles, Neil Rockoff, has announced the appointment of Lori Lerner as the news director for the California country station. Lerner joins the staff at KHJ following six years with KIIS-FM/L.A. as news director. In 1979 she was awarded the Golden Mike Award for radio documentary on insurance fraud; and in 1980 she was honored with an Award of Excellence from the Los Angeles Press Club for Best Newscast, plus an award from United Press International for the Best Newscast for California. In making the announcement, Rockoff stated, "We are delighted that Lori has decided to join the KHJ team. Not only is she an award winning newscaster, but as a Southern California native, she has a tremendous understanding of news as it relates to our listeners and how to report it."

K100 JOINS COUNTRY RANKS — On Sept. 3, K100/Toledo traded its R&B format in for country. According to music director and morning drive jock Gary Shores, K100 is the only full-time, FM country station in the Toledo market. Pending a November decision by the FCC, K100 hopes to boost its signal significantly. Mark Adams is the program director for the young country convert.

KTRN IN NEED OF PRODUCT — KTRN/Wichita Falls, Texas, another newcomer to the country field, is reporting difficulty in receiving product from a majority of the labels. Please send much needed records to KTRN, P.O. Box 5005, Wichita Falls, Texas 76307.

WDSD CELEBRATES ANNIVERSARY — In conjunction with country music month in October, WDSD/Dover, Del. will be celebrating its seventh anniversary throughout the month, beginning Oct. 5. Each weekday WDSD will be counting down the 20 most popular country stars as voted by the station's listeners. Each artist will be featured for a day, with three songs played per hour by that day's artist. The weekends will be reserved for requests to ensure that Dover area listeners will be hearing only their favorite music.

country mike

PROGRAMMERS PICKS

Johnny Steele	KVEG/Las Vegas	It's All I Can Do — Anne Murray — Capitol
Bobby Martln	WCOS/Columbia	All Roads Lead To You — Steve Wariner — RCA
Tom Edwards	KEED/Eugene	Everyone Gets Crazy Now And Then — Roger Miller — Elektra
Steve Gary	KOKE/Austin	Still Doin' Time — George Jones — Epic
Jay Phillips	WMAQ/Chicago	Bet Your Heart On Me — Johnny Lee — Asylum
Addle McKay	KMPS/Seattle	Still Doin' Time — George Jones — Epic
Robyn Lee	KGEM/Boise	If I Needed You — Emmylou Harris and Don Williams — Warner Bros.
Charlie White	WQIK/Jacksonville	Slippin' Out Slippin' In — Bill Nash — Liberty
Dave Beadles	KSSS/Colorado Springs	Still Doin' Time — George Jones — Epic
Coyote Calhoun	WAMZ/Louisville	Stars On The Water — Rodney Crowell — Warner Bros.
John Brejot	WKHK/New York	The Woman In Me — Crystal Gayle — Columbia
Becky Joseph	WSLR/Akron	What Are We Doin' Lonesome — Larry Gatlin and the Gatlin Brothers — Columbia
Steve Wilmes	WIRE/Indianapolis	The Woman In Me — Crystal Gayle — Columbia



BRUCES VISIT COUNTRY JOE'S — Ed and Patsy Bruce, co-writers of "Mamas Don't Let Your Babies Grow Up To Be Cowboys," recently made an in-store appearance at Country Joe's in Salt Lake City, signing autographs for 60 minutes. The retail outlet has been hailed by its namesake, Country Joe Flint, as "the only full country record and tape store in the intermountain west." Flint is the program director at country station KSOP/Salt Lake City. Pictured in front of the store are (l-r): Patsy, Ed, and Flint.

COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

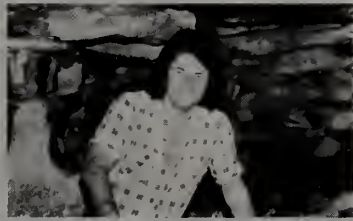


SAMI JO COLE (Elektra E-47211)
I Can't Help Myself (Here Comes The Feeling)
 (2:54) (DebDave Music Inc., Briarpatch Music — BMI) (E. Rabbitt, E. Stevens) (Producers: D. Gamble-Bowen, J. Bowen)

Cole's powerful, deep vocals are layered over an upbeat country/rock arrangement, and the combination makes for a prime release from the vocalist. The steel gives it a traditional feel, while the driving drum smacks of a fresh approach. Cole does a good job on this Eddie Rabbitt-Even Stevens collaboration.

TOM CARLILE (Door Knob DK 81-167)
Catch Me If You Can (3:40) (Milene Music — ASCAP) (T. Carlile) (Producer: G. Kennedy)

Story songs have always been popular in the country market, and this tune has a hook that captures the listener's attention to the end. Carlile paces his vocals through the intro, but picks up the tempo a bit on the bridge. This should be a popular item with jukebox listeners.



HITS OUT OF THE BOX

EARL THOMAS CONLEY (RCA PB-12344)
Tell Me Why (3:18) (Blue Moon Music/Easy Listening Music/April Music — ASCAP) (E.T. Conley, J.B. Acklen) (Producers: N. Larkin, E.T. Conley)

MOE BANDY (Columbia 18-02532)
Rodeo Romeo (2:52) (Baray Music, Inc. — BMI) (D. Mitchell) (Producer: R. Baker)

BILLY "CRASH" CRADDOCK (Capitol P-A-5051)
Now That The Feeling's Gone (3:22) (Muscle Shoals Sound Publ. Co., Inc. — BMI) (M. Buckins, R. McCormick) (Producer: J. Johnson)

FEATURE PICKS

EDDY RAVEN (Elektra E-47216)
Who Do You Know In California (2:48) (Milene Music, Inc. — ASCAP) (E. Raven) (Producer: J. Bowen)

SLIM WHITMAN (Epic/Cleveland Internat'l. 14-02544)
If I Had My Life To Live Over (3:02) (September Music Corp. — ASCAP) (P. Parns, P. Evans) (Producer: P. Drake)

MUNDO EARWOOD (Excelsior SIS-1019P)
I'll Still Be Loving You (3:06) (Music West of The Pecos — BMI) (M. Earwood) (Producers: J. Collier, J. Darrell)

SUE POWELL (RCA PB-12287)
(There's No Me) Without You (Pi-Gem Music, Inc. — BMI) (D. Morgan, K. Fleming) (Producer: J. Bradley)

BRENDA LEE (MCA-51195)
Only When I Laugh (2:28) (Golden Torch Music Corp./Gold Horizon Music Corp. (Adm. by Screen Gems-EMI Music Inc./Colgems-EMI Music Inc. — ASCAP/BMI) (R. Maltby, D. Shire) (Producer: R. Chancey)

GARY MORRIS (Warner Bros. WBS49829)
Headed For A Heartache (3:11) (New Albany Music - BMI/Hoosier Music - ASCAP) (J. Dowell, K. Blazy) (Producers: M. Morgan, P. Worley)

JIM CHESNUT (Liberty P-A-1434)
The Rose Is For Today (3:27) (Chess Music — ASCAP) (J. Schweers) (Producers: J. Gillespie, M. Chesnut)

LANNY BROWNING (Mercury 57058)
King Of The Boozers (3:04) (House of Gold Music, Inc. — BMI) (T. DuBois/W. Newton, L. Parton) (Producer: B. Moore)

STEPHANIE WINSLOW (Warner/Curb WBS49831)
When You Walk In The Room (2:27) (Unart Music Corp. — BMI) (J. DeShannon) (Producer: R. Ruff)

Bullet Bows Audio/Video Complex

(continued from page 25)

video production for 45 half-hour game shows, a project that would take up most of the studio's first month of operation.

One of the primary reasons for locating in Nashville was expense, according to Plaskitt. "If we had decided to build in what people usually consider the main recording centers, it would have been prohibitively expensive. The equipment costs would not change of course, but here the overhead is lower and the construction costs more reasonable. By staying in Nashville, we know we can meet our overhead and keep the rates down to where record companies

and video production people can easily afford us," he said.

According to Plaskitt, client service will be top on the list with Bullet. "The one phrase that describes what we'll be doing here is total professionalism. There will never be a situation where a client has to wait when he has booked studio time. Everybody here is going to be on the ball, so if a session doesn't start as scheduled, it won't be because of us. I think that's very important, and it's right in line with what record companies want to get these days — value for their money. That's what they'll get here."

THE COUNTRY COLUMN

CIMARRON LISTENING PARTY — It was a big night at the Magnolia Sound Studio in North Hollywood when more than 300 guests showed up for an **Emmylou Harris** listening party, which previewed her November-release album, "Cimarron." Such listeners as **Linda Ronstadt, Rodney Crowell, Marla Muldaur, Karen Brooks, Duane Eddy** and members of **Pure Pralrle League** were seen mingling about, enjoying the sounds of Harris' latest.

LONDON CALLING — Producer **Tom Collins** recently returned from London, where he firmed up an agreement with classical flutist **James Galway** to produce his next album. The project, which will feature a selection of top country tunes, will be recorded in Nashville the second week of November. Galway, you may recall, had a top hit in Europe with his rendition of "Annie's Song."



Emmylou Harris

PRO MEDIA PARTY — Pro Media, a two-year-old music business public relations firm in Nashville, recently hosted an open house to debut its new Music Row offices. Headed by **Elaine Nash**, the party attracted a wide cross section of music business people, including Pro Media clients **Helen Cornellus** and **Valentino**, as well as **Happy Shahan** and 50 or so other members of the Nashville music community.

CALAMITY JANE, BURRITOS A SUCCESS — The recent benefit for the National Entertainment Journalists Assn. (NEJA), which featured **Calamity Jane** and the **Burrito Brothers**, was a huge success, attracting in excess of 600 people and grossing well over \$2,500, which will be used in part to set up a scholarship fund for journalism students and to back an awards program for journalists that the organization is sponsoring.

HOT PRODUCER — Check out the Top 12 singles on the **Cash Box** Country Singles chart this week. Producer **Norro Wilson** is responsible for three of them — **Charley Pride's** "Never Been So Loved (In All My Life)," **John Anderson's** "I Love You A Thousand Ways" and **Charly McClain's** "Sleepin' With The Radio On." Not bad for a man with a frog fetish.

HIGH TIDE AT TREE — Excellent singer/songwriter **Chris Waters** has signed with Tree International. His writing talents run the gamut of musical genres, from the **Dr. Hook** pop hit, "Sexy Eyes," to the Gospel Music Assn. (GMA) song of the year, "Highest Praise."

Jacky Ward cancelled a series of concert dates due to exhaustion and a bout with influenza. He did recover in time to appear on the Opryland/WTBS-TV production of *Nashville Alive* Sept. 12 and travel the following day to Russville, Ga. for a concert.

LAYING TRACKS — At Woodland Sound Studios in Nashville, **Sonny Curtis** was overseeing overdubs on his new Elektra album. **Rick McCollister** engineered with assistance from **Bill Smith** . . . **Brenda Lee** and producer **Ron Chancey** were working on Lee's upcoming MCA album. Engineers were **Less Ladd** and **McCollister** . . . **Con Hunley** and producer **Tom Collins** were overdubbing tracks on Hunley's upcoming Warner Bros. album. Ladd

(continued on page 32)

THE HOTTEST NEW GROUP IN THE COUNTRY

"I'D THROW IT ALL AWAY"

(FR 1592)



75 CASH BOX

WE WISH TO THANK

Allen Dick	WIVK	Steve Akers	WSLC	Tim Perkins	KCAN
Jim Bell	WPNX	Dan Williams	WCMS	Stan Davis	WVAM
Tom Cat Reeder	WKCW	Sid Wood	WMAY	Gary West	WELA
Dan Wells	WSDS	Robbie Hansen	KTCR	Wiley Carpenter	WWNC
Joe Flint	KSOP	Chris Taylor	KYNN	Troy Wayne	KFRM
Duncan Stewart	WDLW	Bill Warren	KNOE	Mike Bessette	WHIM
Paul Thorne	KUGN	Lonnie Bell	KOYN	Bob Grayson	WIST
Dan Hollander	WDXE	Jerry Pond	WDXB	Rick Davis	KXLR
Jack Seckel	WIXZ	Steve Chappell	WDOD	Bill McClain	WTMT
Willis Williams	WLAS	Jerry Adams	KFDI	David Haley	WJQS
Reggie Neal	WXBQ	Rita Basnlight	WBXB	Bill Jones	WKSJ
Jeff Smlth	WCBX			Curtis King	WKKN

AND

Willie McConkey

for making it all possible

A SPECIAL THANKS TO OUR
 INDEPENDENT PROMOTION STAFF

Mike Borchetta • Sylvia Briley • Ann J. Morton • Frank Mull

FAUCET RECORDS
 MADISONVILLE, TN 37354

Tradition Reigns Supreme At 24th Monterey Jazz Festival

(continued from page 15)

Festival circuit favorite Richie Cole and his Alto Madness into a set that featured such high energy, percussive music. Still the audience warmed to his alto musings, though saving their enthusiasm for the Latin players.

Tania Maria, who recently displayed her chops to critical acclaim at the first Santa Barbara Jazz Festival, reached the more established Monterey audience with the same enthusiasm she displayed at the earlier fest. Her music is at once jazzy and primal, showing that there is a link between jazz and all music.

Tito Puente offered the most eclectic set of the evening, featuring special guests Cai Tjader and Poncho Sanchez with his Latin Percussion sextet. But violinist Alfredode Lufe stole the show with his high tech electronic textures that seemed to find life in the shifting rhythmic vamps.

Closing the Saturday night show was Flora Purim and Airto, who were joined by Moacir Santos on saxophone and vocals. The show climaxed with the Batucaje dancers joining Purim and Airto for the ultimate in Carnival atmosphere.

Sunday's matinee continued the tradition started 11 years ago of showcasing young high school talent. In addition to a return performance by the California High School All-Stars, Woodrow Wilson High School's (Long Beach) big band and a combo from Mills High School (Millbrae)

Winners Selected In Songwriter's Contest

NEW YORK — George Zarr, Etienne Mauge, David May, James F. Morgan and Alan Cove were the winners of this year's New York Songwriters Contest. The contest, presented by the New York Music Task Force and the American Guild of Authors and Composers (AGAC) and sponsored by Chappell Music, held its finals here on Sept. 22 at the Bottom Line.

Zarr and Mauge received the grand prize of an AGAC publishing contest with Chappell, and a cash award of \$250 for their song, "Cab Ride." Ray placed second and received \$150 for his composition, "Missing Keys," and Morgan and Cove garnered \$100 for their song, "Tinsel."

In addition, Fred Ebb and John Kander were the recipients of the first "New York Song Award," presented for their composition, "New York, New York." The award will be presented annually in recognition of the song that has most enhanced the image of New York nationally.

A surprise award was also made to Bottom Line co-owners Stanley Snadowsky and Allan Pepper for the diversity of the entertainment presented at the club, representing the best in a wide range of music that the city has to offer.



COLE TAKES ONE ON THE CHIN — Capitol recording artist Natalie Cole (l) gets a buss from former boxing champion Sugar Ray Robinson after her performance at the Greek Theatre in Los Angeles with Lou Rawls.

were featured during the afternoon session. Both outfits won the right to appear on the Monterey stage after competing with young jazzists from throughout California.

But it was the All-Stars that carried the bulk of the matinee, with a help from guest conductors and soloists Clark Terry, Ray Pizzi, Bill Berry, Dr. Jack Wheaton and former high school all stars Rodney Franklin and Matt Catingub.

Each guest performed with the young players, performing their own compositions in many cases and joining the players in their compositions, most notably "More Than Just Friends" by young altoist Mark Markus.

The moody, highly-textured sound of Mary Watkins working with her quintet opened Sunday night's concert, offering probably the closest set of new jazz of any act on the five-show bill. Joining the Watkins set was altoist Richie Cole who played the closing song of the set with his newly-wedded bride Ylonda Nickell, also an altoist.

The indefatigable Billy Eckstine followed, complete with the rich, crooning intonations that made him a heart throb during his big band heydays.

Eckstine later joined Sarah Vaughn for a pair of duets. It is continually apparent that Vaughn remains an art piece in progress, for as she matures, her voice and vocal management become more deft.

Pedestrian, with few surprises describes a set by the Monterey Jazz All-Stars, despite be-bop rave ups by Putte Wickman and Cal Tjader.

The Toshiko Akiyoshi/Lew Tabackin Big Band closed the Festival on a provocative tone, blending traditional jazz with fresh, powerful arrangements. A fitting way to end the event.

Festival promoter Lyons and music director John Lewis have an opportunity to end Monterey's first quarter of jazz music next year on a progressive note, which should signal the infusion of the young talent the Festival has supported with grants and scholarships over the years.

Canadian Convicted On 10 Counterfeit Charges

TORONTO — A Montreal man was convicted of manufacturing counterfeit recordings and sentenced to eight days in jail or payment of a \$500 fine. Elias Phygiogios was convicted on 10 counts of manufacturing counterfeits of Greek repertoire recordings. He was fined \$50 on each count.

The charges resulted from an investigation by the anti-piracy office of the Canadian Recording Industry Assn. (CRIA) and the Royal Canadian Mounted Police (RCMP).

In addition to the sentencing of Phygiogios, the prosecution has a motion pending before the court to destroy all counterfeit recordings and manufacturing equipment confiscated by the RCMP.

Harry Warren Dead

NEW YORK — Composer Harry Warren died in Los Angeles on Sept. 23. He was 87 years old.

A recipient of three Academy Awards, Warren composed music for more than 75 films. Among his more than 650 published songs were "We're In the Money," "Forty-Second Street," "I Only Have Eyes For You" and "Chattanooga Choo Choo."

Born in Brooklyn, New York, Warren began his career as a drummer in carnival shows. His first efforts at composing were undertaken while an assistant director at Vitagraph Studios in Brooklyn.

Surviving Warren are his widow, Jo, and a daughter, Cookie Warren Jones. A memorial service will be set at a future date.



BEACH BOY LOVE — Beach Boy member Mike Love recently signed a solo recording contract with Boardwalk Entertainment, which will soon release his solo debut LP, "Looking Back With Love." Pictured at the signing are (l-r): Gary LeMel, vice president of A&R/publishing; Scott Kranzberg, senior vice president; Dan Parker, executive vice president of the Michael E. Love Entertainment Company; David Shein, vice president of business affairs; Jim Golden, vice president of Management III; Love with wife Catherine; Neil Bogart, chairman of the board; and Ken Suddleson, attorney for Love.

ON JAZZ

(continued from page 18)

book is laced with unnecessary value judgements (on Billy Strayhorn: "Most homosexuals I've known cruise. If they don't cruise, they keep their eyes open for somebody to make a bet with. Sweetpea never worked the neighborhoods, never cruised.") Yet since Ellington was loath to let the world know much about himself as a private man, Ellington fans may find sections of the book informative, and many of the episodes amusing. A mixed bag, published by G.P. Putnam's Sons.

JAZZ ALIVE! SET TO ROLL — National Public Radio's "Jazz Alive!" program begins its fifth series on Oct. 4 with excerpts from last winter's "Salute to W.C. Handy" performed at Carnegie Hall in New York. Directed by Dick Hyman, the salute features the work of Bobby Short, McHenry Boatwright, Katherine Handy-Lewis, the New York Concert Choir and the Handy Jubilee Orchestra. The fall series also includes performances by pianist Ellis Larkins, singer Chris Connor, pianist Randy Weston, guitarist Taj Mahal, saxophonist Arthur Blythe, trombonists Slide Hampton, Bob Brookmeyer, and Curtis Fuller, pianist Teddy Wilson and the "grand collaboration" between Max Roach's M'Boom Ensemble and the World Saxophone Quartet. . . . NPR's "RadioVisions" series will also be presenting jazz artists this year. Its "Compositions in Real Time," a one-hour program of music and interviews, is set to air in December, with contributions by George Lewis, Leo Smith, Karl Berger, Anthony Braxton and Roscoe Mitchell. The program will explore the role of improvisation in modern music.

THE COUNTRY COLUMN

(continued from page 31)

and Steve Ham engineered. . . . Gall Davies was doing vocal overdubs on her new Warner Bros. Album. McCollister and Ken Corlew engineered.

BLAZING SADDLES A BURGEONING NIGHT SPOT — Think Nashville is bereft of showcase clubs? Think again. More and more seem to be popping up every day, and they can survive with a little help from their friends. The latest to offer a series of regular showcases is Blazing Saddles, which debuted its first concert Sept. 14 with Keith Stegall. The talented Capitol artist and April Blackwood songwriter performed his latest single, "Won't You Be My Baby," as well as some of the songs he has penned for other artists, including, Leon Everette's "Hurricane" and Al Jarreau's "We're In This Love Together." As we said before, Stegall is a multi-talented performer, and his current single should appeal not only to country stations, but pop and A/C as well.

And speaking of appealing, if you haven't seen Nashville's favorites, The Piggys, a group that knows how to put fun and debauchery back in music, you can see them at Cantrell's Oct. 13-15.

LITTLE RICHIE PROJECT — Country Tim Harris is recording a new album with producer Little Richie Johnson. Harris, who is about to embark on a promotional tour, is booked by the Atlas Artist Bureau.

AN ERNEST CONCERT — Sammi Smith and Ernest Tubb drew 8,000 fans to Billy Bob's in Ft. Worth when they performed there Sept. 12. Tow days later, Smith became the second artist to sell out Henson's in Oklahoma City.

COUNTRY SOAP — Leave it to a soap opera to deal with not only the controversial subjects, but also the most up to date trends. Capitalizing on country music's sustaining popularity and the craze that has been sweeping the nation the last year and more, several soaps have offered country artists guest stints. Bill Anderson, by now, is a regular face on the ABC soap *One Life To Live*. Well guess who else will be guesting on the same one? Minnie Pearl, who will portray herself on the Oct. 27 issue. Wonder if they'll soon adopt the name "soap oprys"?

BREAD & ROSES — Emmylou Harris, Riders In The Sky, Doc Watson, the McGarrigle Sisters and Jennifer Warnes will be among the performers familiar to country music fans at the annual Bread & Roses acoustic guitar summit set for the University of California at Berkeley Greek Amphitheatre, Oct. 2-4. The annual event is held to fund Bread & Roses efforts to bring free, live entertainment to people in California institutions. Non-country performers set for the show include Paul Simon, Ann and Nancy Wilson of Heart, Joan Baez, Ai Dimeola and Steve Goodman.

REED STEPS INTO LAREDO — When Jerry Reed becomes the national spokesperson for a company, he does it right. Recently named Laredo's spokesperson, Reed has completed a series of 60-second radio spots for the company. Not only did he co-write and sing the jingles, he also composed and directed the music and oversaw the entire production of the spots.



Jerry Reed

jennifer bohler

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On 9/26 Chart		Weeks On 9/26 Chart
1		39	
STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	1 24	SWEET AND WONDERFUL JEAN CARN (TSOP/CBS FZ 36775)	36 9
2		40	
BREAKIN' AWAY AL JARRFAU (Warner Bros. BSK 3576)	4 7	WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	26 12
3		41	
ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	3 9	I LIKE YOUR STYLE JERMAINE JACKSON (Motown M6-052M1)	47 3
4		42	
IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	2 17	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	37 23
5		43	
DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	5 12	THE SPIRIT'S IN IT PATTI LABELLE (Phila. Int'l./CBS FZ 37380)	49 3
6		44	
CARL CARLTON (20th Century-Fox/RCA T-628)	7 11	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. OWS 3591)	— 1
7		45	
IN THE POCKET COMMODORES (Motown M8-955M1)	6 13	I BELIEVE IN LOVE ROCKIE ROBRINS (A&M SP-4869)	53 4
8		46	
LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	9 6	CLOSER THAN CLOSE THE STYLISTICS (TSOP/CBS FZ 37458)	46 4
9		47	
NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	28 3	IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	34 13
10		48	
JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	8 9	MAGIC WINDOWS HERBIE HANCOCK (Columbia FC 37387)	— 1
11		49	
LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKHK-12156)	12 15	NEW AFFAIR THE EMOTIONS (ARC/Columbia FC 37456)	57 2
12		50	
THE TIME (Warner Bros. BSK 3598)	15 6	THE STRIKERS (Prelude PRL 14100)	42 10
13		51	
THE BROOKLYN, BRONX & QUEENS BAND (Capitol ST-12155)	13 9	CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	39 12
14		52	
I'M IN LOVE EVELYN KING (RCA AFL1-3962)	10 12	MAGIC MAN HERB ALPERT (A&M SP-3728)	44 8
15		53	
TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	20 5	VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	48 30
16		54	
BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	11 14	RADIANT ATLANTIC STARR (A&M SP-4833)	43 31
17		55	
SUMMER HEAT BRICK (Bang/CBS FZ 3747*)	22 5	A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	50 25
18		56	
CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	17 12	FANCY DANCER ONE WAY (MCA-5247)	— 1
19		57	
SLINGSHOT MICHAEL HENDERSON (Buddah/Arista BDS 6002)	24 4	TRY ME, I'M REAL BOBBY BLAND (MCA-5233)	58 3
20		58	
IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	— 1	SAYIN' SOMETHING! PEACHES & HERB (Polydor/PolyGram PD-1-6332)	62 2
21		59	
THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	18 10	SOLID GROUND RONNIE LAWS (Liberty LO-51087)	— 1
22		60	
MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	19 27	CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD-1-6327)	54 8
23		61	
TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	27 5	MY SPECIAL LOVE LATOYA JACKSON (Polydor/PolyGram PD-1-6328)	55 5
24		62	
WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	16 13	LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	59 18
25		63	
CHILDREN OF TOMORROW FRANKIE SMITH (WMOT FW 37391)	14 11	SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	60 19
26		64	
WALL TO WALL RENE & ANGELA (Capitol ST-12161)	25 10	PIECES OF A DREAM (Elektra 6E-350)	— 1
27		65	
THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA BXL1-3976)	32 3	NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	64 13
28		66	
THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	40 3	THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482)	51 7
29		67	
BLACK TIE THE MANHATTANS (Columbia FC 37156)	23 9	THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	52 38
30		68	
THE SECOND ADVENTURE DYNASTY (Solar/Elektra S-20)	41 2	MIRACLES CHANGE (Atlantic SD 19301)	63 25
31		69	
KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCI.P 2019)	31 18	JUST A LIL' BIT COUNTRY MILLIE JACKSON (Spring/PolyGram SP-1-6732)	61 8
32		70	
HAPPY LOVE NATALIE COLE (Capitol ST-12165)	33 4	"RIT" LEE RITENOUR (Elektra 6E-331)	65 19
33		71	
EBONEE WEBB (Capitol ST-12148)	38 6	NIGHT CLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	56 20
34		72	
TOO THE S.O.S. BAND (Tabu/CBS FZ 37449)	29 7	CLASS THE REDDINGS (Believe In A Dream/CBS FZ 37175)	67 11
35		73	
THE DUDE QUINCY JONES (A&M SP-3721)	35 27	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	70 47
36		74	
LOVE BYRD DONALD BYRD & 125TH ST., N.Y.C. (Elektra 5E-531)	45 2	ALICIA ALICIA MEYERS (MCA-5181)	69 24
37		75	
THE TEMPTATIONS (Gordy/Motown G8-1006M1)	21 6	WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	66 23
38			
STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	30 21		



SPECIAL DELIVERY — Members of Casablanca/PolyGram recording group the Four Tops recently stopped by the West Coast office of Cash Box to deliver copies of "Tonight," their debut LP for the label. Pictured are (l-r): Levi Stubbs of the Four Tops; Cash Box president and publisher George Albert; Nick Albarano, Cash Box vice president; Ernest Singleton, PolyGram director of black music marketing; Obie Benson of the Four Tops; and Willie Tucker, PolyGram regional promotion manager.

THE RHYTHM SECTION

COOL FEVA — "To me, you can get something out of every artist you listen to," says Venture recording artist Sandra Feva, explaining how she has listened to and performed a number of different styles and idioms, learning whatever each had to teach. Feva first entered the music world as a much respected gospel singer. The Detroit-based songstress later pondered her future in music while singing country/western music in Canada. Making the move from gospel music to the pop forms was a major decision for her, as she cited her earliest and deepest influences were Mahalla Jackson and James Cleveland. Because of her devotion to the gospel, it took until her 23rd year before she decided to make a go of it in pop music. She then said the work of Carole King and Kenny Rogers seemed to inspire thought about how she could use her rich, roots-oriented voice in the pop marketplace. She made a living singing backing vocals with a number of acts including the Whispers, Joe Simon, the Dells, Manhattans, Bobby Womack and David Ruffin. One of her most celebrated dates was performing behind the irrepressible Charo on a nationwide tour of the U.S. Before joining Venture, where she has released the LP "The Need To Be" and her current album, "Savoir Faire," Feva cut a record for Buddah Records called "I Feel A Song In My Heart," which yielded a hit for Gladys Knight. Although her recording career is budding, Feva first established herself as a solid backing vocalist and jingles artist. For two years her voice was heard nationally on the Pepsi Cola commercial. But then, producer and long-time friend Tony Camillo brought her to the attention of Cecile Barker, who was in the process of forming Venture. It was her association with Venture that offered an opportunity to explore her own, personal musical identity. "This album ("Savoir Faire") gave me a chance to say something and show people what I can do," she said, adding that "the next LP will allow for even broader expression and offer me the opportunity to do even more challenging material."

ODD JOBS — Artists often have strange things happen to them while on tour — everything from having some avid (rabid?) fan leave a pound of premium Northern California pot in their dressing room to having an amorous groupie slide through the hotel ventilation system into the hotel room. During his recent appearance at Radio City Music Hall in New York with Motown's Commodores, Lionel Richie was mobbed by screeching teenyboppers while attempting to exit the venue to his limo. A good luck charm bracelet Richie had worn on his arm for eight years was snatched from his wrist in the hubbub. That's a mild example. During her years on tour of South America, performing at lounges in hotels run by a major international hotel chain, Qwest recording artist Patti Austin worked a gig in El Salvador. It was during elections in the country and the losing party decided to start a revolution. A curfew was imposed and, of course, Austin was unable to perform. She said that she spent the time in her hotel room watching people being shot at in the streets and curfew breakers being herded into a bull ring for the night. Show biz, huh?

PACKING IN THE HITS — Cleveland-based Lakeside Marketing Ltd. recently announced plans to package and release some golden oldies from the likes of Dionne Warwick and Wilson Pickett. Billed as the Vintage "Pack of Hits" album series, the first 11 volumes from the company include both pop and R&B material carrying a retail price of \$5.98.

AIRWAVES — Bell Broadcasting Co., owner of WCHB-AM/Detroit and WJZZ-FM/Detroit, will be celebrating its 25th anniversary Nov. 7, which also marks the first day of broadcasting for WCHB. The station was one of the first black-built and operated stations in the country . . . KJLH/Los Angeles will be presenting a tribute to Jackie Wilson this week (Sept. 28-Oct. 2). Taking part in the tribute will be Dionne Warwick, the Four Tops, Smokey Robinson, Jerry Butler, Gladys Knight and the Spinners. Wilson collapsed on stage Sept. 29, 1975 while performing at the Latin Casino in Cherry Hill, N.J.

HOT CROSSOVER VINYL — Teddy Pendergrass' PIR/CBS LP, "It's Time For Love" (#50 bullet); "Every Home Should Have One" by Qwest/Warner Bros. Patti Austin (#124 bullet); Ronnie Laws' Liberty LP, "Solid Ground" (#145 bullet); "Magic Windows" by Columbia artist Herbie Hancock (#162 bullet); and Barry White's Unlimited Gold/CBS LP "Beware!" (#171 bullet) were the top R&B or jazz to pop crossovers on the Cash Box Top 200 Albums chart this week. Entering the Top 10 on that same chart this week is Rick James' Motown album, "Street Songs," at #10 bullet. The single "Super Freak" has been an item on AOR radio for some time now. . . "Let's Groove" by ARC/Columbia recording group Earth, Wind & Fire (#79 bullet) and "Never Too Much" by Epic's Luther Vandross (#86 bullet) are the top R&B to pop crossover tunes on the Cash Box Top 100 Singles chart.

SHORT CUTS — Joe Zawlnul has been in Soundcastle studios working on overdubs and mixing the next album from ARC/Columbia recording group Weather Report. . . Emergency Records is preparing release of the single "Happy Days" by North End. . . Louis and Valerie Johnson, the former being one half of the A&M group the Brothers Johnson, were recently blessed with a baby girl, Keiko. The mother is also a vocalist with the group.

michael martinez

CASH BOX TOP 100

October 3, 1981

Weeks On
9/26 Chart

Weeks On
9/26 Chart

Weeks On
9/26 Chart

- 1 **ENDLESS LOVE**
DIANA ROSS and LIONEL RICHIE
(Motown M 1519F) 1 13
- 2 **SUPER FREAK (PART 1)**
RICK JAMES (Gordy/Motown G 7205F) 3 10
- 3 **WHEN SHE WAS MY GIRL**
THE FOUR TOPS (Casablanca/PolyGram NB 2338) 5 8
- 4 **SHE'S A BAD MAMA JAMA
(SHE'S BUILT, SHE'S STACKED)**
CARL CARLTON (20th Century-Fox/RCA TC-2486) 2 16
- 5 **NEVER TOO MUCH**
LUTHER VANDROSS (Epic 14-02409) 7 9
- 6 **WE'RE IN THIS LOVE TOGETHER**
AL JARREAU (Warner Bros. WBS 49746) 10 12
- 7 **JUST BE MY LADY**
LARRY GRAHAM (Warner Bros. WBS 49744) 6 15
- 8 **SQUARE BIZ**
TEENA MARIE (Gordy/Motown G 7202F) 4 16
- 9 **LOVE ALL THE HURT AWAY**
ARETHA FRANKLIN and GEORGE BENSON
(Ariste AS 0624) 11 7
- 10 **SWEAT (TIL YOU GET WET)**
BRICK (Bang/CBS ZS5 02245) 8 12
- 11 **SILLY**
DENIECE WILLIAMS (ARC/Columbia 18-02406) 13 9
- 12 **SLOW HAND**
POINTER SISTERS (Planet/Elektra P-47929) 9 17
- 13 **ON THE BEAT**
THE B.B. & Q. BAND (Capitol P-4993) 15 14
- 14 **I'LL DO ANYTHING FOR YOU**
DENROY MORGAN (Becket BKA45-5) 14 15
- 15 **GET IT UP**
THE TIME (Warner Bros. WBS 49774) 18 7
- 16 **I HEARD IT THROUGH THE
GRAPEVINE (PART 1)**
ROGER (Werner Bros. WBS 49786) 25 7
- 17 **I CAN'T LIVE WITHOUT YOUR
LOVE**
TEDDY PENDERGRASS
(Phila. Int'l./CBS ZS5 02482) 23 6
- 18 **DO IT NOW (PART 1)**
THE S.O.S. BAND (Tabu/CBS ZS6 02125) 17 13
- 19 **CAN'T WE FALL IN LOVE AGAIN**
PHYLLIS HYMAN and MICHAEL HENDERSON
(Arista AS 0606) 19 14
- 20 **WIKKA WRAP**
THE EVAGIONS (SAM S-12339) 20 10
- 21 **LET'S DANCE (MAKE YOUR
BODY MOVE)**
WEST STREET MOB (Sugar Hill SH 763) 24 9
- 22 **BEFORE I LET GO**
MAZE featuring FRANKIE BEVERLY
(Capitol P-A-5031) 32 7
- 23 **LOVE HAS COME AROUND**
DONALD BYRD AND 125TH STREET N.Y.C.
(Elektra E-47168) 29 9
- 24 **A LITTLE BIT OF JAZZ**
THE NICK STRAKER BAND (Prelude PRL 8034) 26 10
- 25 **HERE I AM**
DYNASTY (Solar/Elektra S-47932) 22 14
- 26 **I'M IN LOVE**
EVELYN KING (RCA PB-12243) 12 16
- 27 **GENERAL HOSPI-TALE**
THE AFTERNOON DELIGHTS (MCA 51148) 27 9
- 28 **STAY AWAKE**
RONNIE LAWS (Liberty P-1424) 28 8
- 29 **JUST ONCE**
QUINCY JONES featuring JAMES INGRAM
(A&M 2357) 33 7
- 30 **DO YOU LOVE ME?**
PATTI AUSTIN (West/Werner Bros. QWE 49754) 30 9
- 31 **LOVE ON A TWO WAY STREET**
STACY LATTISAW (Cotillion/Atlantic 46015) 16 18
- 32 **LADY (YOU BRING ME UP)**
COMMODORES (Motown M 1514F) 21 15

- 33 **AIMING AT YOUR HEART**
TEMPTATIONS (Gordy/Motown G 7208F) 35 8
- 34 **I LOVE YOU MORE**
RENE & ANGELA (Capitol P-5010) 34 16
- 35 **IF THAT'LL MAKE YOU HAPPY**
GLADYS KNIGHT & THE PIPS (Columbia 18-02413) 37 8
- 36 **I LIKE IT**
CAMEO (Chocolete City/PolyGram CC 3227) 38 6
- 37 **SHAKE IT UP TONIGHT**
CHERYL LYNN (Columbia 11-02102) 31 19
- 38 **NIGHT GAMES**
STEPHANIE MILLS
(20th Century-Fox/RCA TC-2506-AM-C) 40 7
- 39 **THIS KIND OF LOVIN'**
THE WHISPERS (Solar/RCA YB-12295) 49 5
- 40 **EVERYBODY'S BROKE**
HERBIE HANCOCK (Columbia 18-02404) 42 8
- 41 **SHE GOT THE PAPERS (I GOT
THE MAN)**
BARBARA MASON (WMOT WS9 02506) 44 6
- 42 **SHE DON'T LET NOBODY (BUT
ME)**
CURTIS MAYFIELD (Boerwalk NB7-11-122) 48 5
- 43 **SNAP SHOT**
SLAVE (Cotillion/Atlantic 46022) 50 4
- 44 **TIME TO THINK**
ROCKIE ROBBINS (A&M 2355) 52 5
- 45 **SHINE YOUR LIGHT**
THE GRAINGERS (BC 4009) 45 13
- 46 **YOU GOT THE PAPERS (BUT I
GOT THE MAN)**
JEAN KNIGHT & PREMIUM
(Cotillion/Atlantic 46020) 47 6
- 47 **PULL FANCY DANCER/PULL —
PART 2**
ONE WAY (MCA 51165) 53 5
- 48 **TAKE MY HEART**
KOOL & THE GANG (De-Lite/PolyGram DE 815) — 1
- 49 **SECRETS**
BOBBY WOMACK (Beverly Glen 2000) 56 5
- 50 **IT SHOWS IN THE EYES**
ASHFORD & SIMPSON (Warner Bros. WBS 49805) 57 3
- 51 **DANCIN' FREE**
THE BROTHERS JOHNSON (A&M 2368) 59 4
- 52 **FUNTOWN U.S.A.**
RAFAEL CAMERON (Salsoul/RCA S7 2144) 36 15
- 53 **DON'T STOP THE MUSIC**
BITS & PIECES (Mango 109) 48 9
- 54 **OH NO**
COMMODORES (Motown M 1527F) 74 2
- 55 **JAMMIN' BIG GUITAR**
VAUGHAN MASON (Brunswick 55556) 58 8
- 56 **CONTROVERSY**
PRINCE (Warner Bros. WBS 49808) 77 2
- 57 **WHO'S BEEN KISSING YOU?**
HOT CUISINE (Prelude PRL 8035) 61 7
- 58 **I'VE GOT TO LEARN TO SAY NO!**
RICHARD "DIMPLES" FIELDS
(Boerwalk NB 7-11-124) 66 4
- 59 **TAKE MY LOVE**
MELBA MOORE (EMI-America A-8082) 87 4
- 60 **SATURDAY NIGHT**
BOBBY BROOM (GRP/Arista GS 2516) 63 6
- 61 **JUST MY LUCK**
TYRONE DAVIS (Columbia 18-02269) 69 4
- 62 **FREEWAY**
PEACHES & HERB (Polydor/PolyGram PD 2178) 41 10
- 63 **INSIDE YOU (PART 1)**
THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531) — 1
- 64 **LOVE DON'T LOVE NOBODY**
JEAN CARN (TSOP/CBS ZS5 02501) 80 2
- 65 **LET'S START II DANCE AGAIN**
BOHANNON featuring DR. PERRI JOHNSON
(Phase II 4W9 02449) 75 4

- 66 **INCH BY INCH**
THE STRIKERS (Prelude PRL-8033) 71 7
- 67 **CLASS (IS WHAT YOU GOT)**
THE REDDINGS
(Believe In A Dream/CBS ZS5 02437) 70 6
- 68 **NASTY DISPOSITION**
AURRA (Salsoul/RCA S7 2148) 76 3
- 69 **MIDDLE OF A SLOW DANCE**
KLIQUE (MCA 51158) 78 3
- 70 **ANOTHER DAY WON'T MATTER**
BILLY OCEAN (Epic 14-02485) 72 3
- 71 **WARM WEATHER**
PIECES OF A DREAM (Elektra E-47181) 73 4
- 72 **MEANT FOR YOU**
DEBRA LAWS (Elektra E-47198) 87 2
- 73 **JUST ONE MOMENT AWAY**
MANHATTANS (Columbia 18-02191) 39 14
- 74 **LET'S GET CRACKIN'**
SHOCK (Fantasy 916) 79 3
- 75 **KOOL WHIP**
FATBACK (Spring/PolyGram SP 3020) 65 5
- 76 **SOMETHING ABOUT YOU**
EBONEE WEBB (Capitol P-A-5044) 84 2
- 77 **ZULU**
THE QUICK (Pavilion/CBS ZS5 02455) 85 4
- 78 **IT WAS SO EASY**
STACY LATTISAW (Cotillion/Atlantic 46024) 90 2
- 79 **FREEFALL (INTO LOVE)**
LENNY WILLIAMS (MCA 51179) 89 2
- 80 **FUNKY SENSATION**
GWEN McRAE (Atlantic 3853) 83 5
- 81 **BACKFIRED**
DEBBIE HARRY (Chrysalis CHS 2526) 81 5
- 82 **SHE BELIEVES IN ME**
ROBERT WINTERS & FALL
(Buddah/Arista BDA 628) 82 3
- 83 **REGGAE ON BROADWAY**
BOB MARLEY (Cotillion/Atlantic 46023) — 1
- 84 **IT'S GONNA TAKE A MIRACLE**
TRUTHI (Devek/Mirus DK 4003) 88 3
- 85 **STEAL THE NIGHT**
STEVIE WOODS (Cotillion/Atlantic 46016) — 1
- 86 **SOMETHIN' THAT YOU DO TO ME
(KEEPS TURNING ME ON)**
T LIFE (Arista AS 0623) 92 3
- 87 **NOTHIN' BUT A FOOL**
NATALIE COLE (Capitol P-A-5045) — 1
- 88 **MIGHTY FINE**
TTF (Gold Coast A-1100) 43 9
- 89 **DISCO DREAM**
THE MEAN MACHINE (Sugar Hill SH-768) — 1
- 90 **SHAKEDOWN**
DREAM MACHINE (RCA PB-12289) 93 2
- 91 **MAGIC MAN**
HERB ALPERT (A&M 2356) 55 10
- 92 **FUNKY SOUND (TEAR THE ROOF
OFF)**
SEQUENCE (Sugar Hill SH-767) — 1
- 93 **I JUST WANT TO LOVE YOU**
STANLEY CLARKE/GEORGE DUKE (Epic 14-02397) 62 8
- 94 **KEY TO THE WORLD**
L.J. REYNOLDS (Capitol P-A-5035) — 1
- 95 **GIGOLETTE**
OZONE (Motown M 1521F) 95 2
- 96 **THIS IS FOR THE LOVER IN YOU**
SHALAMAR (Solar/RCA YB-12350) 54 16
- 97 **WHO'S SAD**
SMOKEY ROBINSON (Tamla/Motown T 54332F) 86 6
- 98 **THAT OLD SONG**
RAY PARKER, JR. & RAYDIO (Arista AS 0616) 51 12
- 99 **STAY THE NIGHT**
LATOYA JACKSON (Polydor/PolyGram PD 2177) 64 12
- 100 **DOUBLE DUTCH BUS**
FRANKIE SMITH (WMOT 4W 85351) 60 32

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

A Little Bit (Lynton Muir/Tycho — license pending) 24	Here I Am (Spectrum VII/Silver Sounds — ASCAP) 25	Love All The Hurt (Irving/Lijesrika — BMI)	9	Somethin' That You Do (Mills And Mills/Six Continents/Think Fast — BMI)	86
Aiming At Your (Assorted (Admin. By Mighty Three — BMI)	I Can't Live (Mighty Three — BMI)	Love Don't Love (Mighty Three — BMI)	64	Something About You (Ebony Webb/Cessess — BMI)	76
Another Day (Blackwood/Zomba — BMI)	I Heard It (Ston Agate — BMI)	Love Has Come (Blackbyrd — BMI)	23	Square Biz (Jobete — ASCAP)	8
Backfired (Chic — BMI)	I Just Want (Clarke — BMI)	Love On A Two Way Street (Gambi — BMI)	31	Stay Awake (Sweetbeat — ASCAP)	28
Before I Let Go (Amazement — BMI)	I Like It (Better Days/Better Nights — ASCAP)	Magic Man (Almo — ASCAP/Irving — BMI)	91	Stay The Night (Blackwood/Screen Gems — EMI — BMI)	99
Can't We Fall (ATV/Ivers — BMI)	I Love You More (A La Mode/Arista — ASCAP)	Meant For You (Almo/Noa-Noa — ASCAP)	72	Steal The Night (Edition Sunrise — BMI)	85
Class (Dexotis/Band of Angels — BMI)	If That'll Make (Nick-O-Val — ASCAP)	Middle Of A Slow (ForGeorge — BMI)	69	Super Freak (Jobete & Stone City — ASCAP)	2
Controversy (Enclnr — BMI)	I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	Mighty Fine (Marv Stuart/Jabo — BMI)	88	Sweat (WB/Good High — ASCAP)	10
Dancin' Free (State Of The Arts/Kodi — ASCAP)	I'm In Love (Duchess — MCA)	Nasty Disposition (Lucky Three/Red Aurre — BMI)	68	Take My Heart (Delightful/Second Decade — BMI)	48
Disco Dream (Sugar Hill — BMI)	Inch By Inch (Trumark/Strikers — BMI)	Never Too Much (Uncle Ronnie's — ASCAP)	87	Take My Love (Duchessa — BMI)	59
Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Interior/Sigidi — BMI)	I Like It (Better Days/Better Nights — ASCAP)	Night Games (Cotillion — BMI)	38	That Old Song (Raydiola — ASCAP)	98
Do You Love Me? (Rodsongs (PRS) Admin. by Rondor (London)/Admin. in the U.S. & Canade by Almo — ASCAP)	I Love You (April/Bovina — ASCAP)	Nothin' But A Fool (Chardax — BMI)	87	This Is For The Lover (Spectrum VII/ Silver Sounds — ASCAP)	96
Double Dutch (WIMOT/Frason/Supermarket — BMI)	It Shows (Nick-O-Val — ASCAP)	Oh No (Jobete & Commodores — ASCAP)	54	This Kind Of Lovin' (Spectrum VII/ Silver Sounds — ASCAP)	39
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	It Was So Easy (ATV — BMI)	On The Beat (Little Macho (Admin. by Intersong — ASCAP)	13	Time To Think (Rockie/Almo — ASCAP/Kershey — BMI)	44
Everybody's Broke (Hancock/Polo Grounds — BMI)	It's Gonne Take (Murios/Davehkee — ASCAP)	Pull Fancy (Duchess/Perk's — BMI)	87	Warm Weather (Assorted — Admin. by Mighty Three — BMI)	71
Freefall (Len-Lon/Fat Jack the Second/Stay Attuned — BMI)	I've Got To Learn (On The Boardwalk/Dat Richfield Kat/Songs Can Sing — ASCAP)	Reggae On Broadway (Cayman — ASCAP)	43	We're In This (Blackwood/Megic Castle — BMI)	6
Freeway (Bull Pen/Wah Watson — BMI)	Jammin' Big Guitar (Lena/Funky Feet — BMI)	Roaring (Reggie/Blue Sky — BMI)	60	When She Was My (MCA — ASCAP)	3
Funky Sensation (Kenix — ASCAP)	Just Be My Lady (Nineteen Eighty-Five — BMI)	Secrets (Ashtray/Mi-Alma — license pending)	49	Who's Been Kissing (Subiddu B.V./April/ Chappells/Roker/ATV-license pending)	57
Funky Sound (Malbiz/Ricks/Rightsong — BMI)	Just My Luck (Content — EMI)	Shake It Up Tonight (April — ASCAP)	37	Who's Sad (Cherdax-BMI)	97
Funtown U.S.A. (One To One — ASCAP)	Just Once (ATV/Mann and Well — BMI)	Shakedown (Golden Touch — BMI)	90	Wikka Wrap (Screen Gems/EMI — license pending)	20
General Hospi-Tale (Sky's The Limit — SESAC)	Just One Moment Away (Content — BMI)	She Believes In Me (Angel Wing — ASCAP)	82	You Got The Papers (Old New Orleans — BMI)	46
Get It Up (Tionna-license pending)	Key To The World (Conquistador/Membership/Sugar Happy — ASCAP/SESAC)	She Don't Let (Fekaris — ASCAP/M&M — BMI)	42	Zulu (ATV — BMI)	77
Gigolette (Jobete & McNella — ASCAP)	Kool Whip (Fired-Up — ASCAP)	She Got (Framingreg/Marc James — BMI)	41		
	Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	She's A Bad Mama Jama (Jim/Edd — BMI)	4		
	Let's Dance (Funky P.O./At Home — ASCAP)	Shine Your Light (DaHill — BMI)	45		
	Let's Get Crackin' (MacMan — ASCAP)	Silly (Rosebud — license pending)	11		
	Let's Start (Intersong/Bohannon/Phase II — ASCAP)	Slow Hand (Warner-Tamerlany/Flying Dutchman/Sweet Harmony — BMI)	12		
		Snap Shot (Cotillion/Evening Ladies — BMI)	43		

BLACK CONTEMPORARY

MOST ADDED SINGLES

- TAKE MY HEART — KOOL & THE GANG — DE-LITE/POLYGRAM**
KGFJ, KDKO, WGCI, WBMX, WEDR, WCIN, WUFO, WILD, WWIN, WWRL, KDAY, WNHC, WDIA, WENZ, WWDM, WPAL, WAOK, WDAS-FM, KMJM, WTLC, WAWA, WATV, KSOL, WRBD, WGIV, WOKB, KPRS, WDAO, WGPR-FM, WAMO, WVKO
- INSIDE YOU (PART 1) — THE ISLEY BROTHERS — T-NECK/CBS**
WHRK, WRKS, WGCI, WBMX, WUFO, WVEE, WWIN, WENZ, WWDM, WAOK, WDAS-FM, WTLC, WOKB, KPRS, WDAO, WAMO
- CONTROVERSY — PRINCE — WARNER BROS.**
WRKS, KDKO, WGCI, WCIN, WUFO, WWIN, KDAY, WENZ, WPAL, WAOK, WTLC, KSOL, WJLB, WGIV, WOKB, WDAO
- OH NO — COMMODORES — MOTOWN**
KGFJ, WGCI, WCIN, WNHC, WENZ, WPAL, WGIV, WOKB, WDAO, WGPR-FM
- NOTHIN' BUT A FOOL — NATALIE COLE — CAPITOL**
WBMX, WWDM, WAOK, WDAS-FM, WATV, WRBD, WDAO, WVKO
- MEANT FOR YOU — DEBRA LAWS — ELEKTRA**
WBMX, WWIN, WRBD, WJLB, WGIV, WVKO
- DISCO DREAM — THE MEAN MACHINE — SUGAR HILL**
WRKS, WEDR, WILD, WWDM, WPAL, KPRS

MOST ADDED ALBUMS

- IT'S TIME FOR LOVE — TEDDY PENDERGRASS — PHILA. INT'L./CBS**
KATZ, WBMX, WEDR, WWIN, WWRL, WNHC, WENZ, WPAL, WAOK, WGIV, WTLC, WOKB, WDAO
- SOLID GROUND — RONNIE LAWS — LIBERTY**
WHRK, WWRL, WDAS-FM, KPRS, WJLB, WTLC, WLUM, WDAO, WAMO
- EVERY HOME SHOULD HAVE ONE — PATTI AUSTIN — QWEST/WARNER BROS.**
WCIN, WILD, WWDM, WDAS-FM, KPRS, WRBD, WLUM
- MAGIC WINDOWS — HERBIE HANCOCK — COLUMBIA**
WGFJ, KDKO, KDAY, WNHC, WWDM, WTLC, WLUM

UP AND COMING

- LET'S GROOVE — EARTH, WIND & FIRE — ARC/COLUMBIA
- LOVIN' YOU (IS SUCH AN EASY THANG TO DO) — ROBERTA FLACK — MCA
- ME AND YOU — THE CHI-LITES featuring GENE RECORD — 20th CENTURY FOX/RCA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD
HOTS: D. Morgan, T. Marie, Pointer Sisters, D. Ross/L. Richie, Ebonee Webb, Q. Jones, D. Williams, The Time, Brick, B.B.&Q. Band, C. Carlton, Four Tops, E. King, Evasions, L. Vandross. ADDS: S. Woods, Isley Bros., Earth, Wind & Fire, Sequence, B. Marley, M-Zee Band, Was (Not Was), Power. LP ADDS: J. Carn, L. Vandross, Four Tops.

WAOK — ATLANTA — LARRY TINSLEY, MD
HOTS: L. Graham, Ebonee Webb, T. Marie, Brick, N. Pointer, The Time, L. Vandross, N. Straker Band, Al Jarreau, P. Austin, H. Alpert, G. Knight, Dynasty, Four Tops, Afternoon Delights, Temptations, Raydio, R. Laws, D. Williams. ADDS: Kool & The Gang, N. Cole, Prince, Power, Isley Bros. LP ADDS: T. Pendergrass, Dynasty, D. Byrd, S. Turrentine.

WWIN — BALTIMORE — CURTIS ANDERSON, PD
HOTS: C. Carlton, D. Ross/L. Richie, Prince, Mean Machine, N. Straker Band, E. King, Roger, Isley Bros., B.B.&Q. Band. ADDS: Whispers, Isley Bros., Kool & The Gang, Prince, T. Houston, D. Laws, C. Lynn, Reddings, Cameron, Captain Sky, K. Burke. LP ADDS: Whispers, Dynasty, T. Pendergrass, Endless Love.

WATV — BIRMINGHAM — STAN GRAINGER, MD
HOTS: D. Ross/L. Richie, T. Marie, C. Carlton, Pointer Sisters, Four Tops, P. Hyman/M. Henderson, D. Morgan, Al Jarreau, E. King, B.B.&Q. Band, Brick, S. Lattisaw, S.O.S. Band, A. Franklin/G. Benson, D. Williams, Cameron, L. Vandross, Dynasty, The Time, T. Pendergrass, Peaches & Herb, D. Byrd, M. Zee, N. Straker Band, S. Mills, Temptations. ADDS: Dazz Band, Kool & The Gang, N. Cole, Woods Empire, Kraftwerk, Truth, Delia Renee. LP ADDS: Truth, Dazz Band, S.O.S. Band, R. Crawford, Whispers, TTF.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — V. MASON
JUMPS: 7 To 3 — D. Williams, 14 To 9 — D. Byrd, 23 To 19 — Q. Jones, 28 To 23 — S. Mills, 26 To 22 — T. Pendergrass, 31 To 28 — Whispers, 35 To 27 — J. Carn, HB To 34 — The Time, Ex To 35 — B. Wright, HB To 36 — Pieces Of A Dream, HB To 37 — Slave, HB To 38 — Bros. Johnson, HB To 39 — Aura. ADDS: Kool & The Gang, Raydio, R. Flack, R. Cameron, Bohannon, L. Jones, The Quick, RJ's Latest Arrival, Mean Machine. LP ADDS: Pieces Of A Dream, G. McCrae, S. Turrentine, P. Austin.

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

WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — FOUR TOPS
HOTS: Evasions, Q. Jones, The Time, West Street Mob, D. Byrd, L. Vandross, Sequence, Bits & Pieces, Pieces Of A Dream, Roger, B. Womack, R. James, Maze, J. Carn, C. Khan, P. Austin, N. Straker Band, B. Mason, Whispers. ADDS: Kool & The Gang, B. Preston & Syceta, Tavares, G. Hunt, Prince, Mighty Fire, Mean Machine, Commodores, Unlimited Touch, D. Ross/L. Richie, Atlantic Starr. LP ADDS: C. Carter, Rose Royce, T. Pendergrass, Lovesmith, One Way, TTF, Charles Veal.

WGIV — CHARLOTTE — JOANN GRAHAM, PD
HOTS: Four Tops, Roger, Maze, A. Franklin/G. Benson, Dream Machine, Brick, D. Byrd, G. Knight, S. Mills, T. Pendergrass, P. Austin, Whispers, The Time, West Street Mob, R. Laws, S. Robinson, Bohannon. ADDS: B. Womack, Prince, D. Laws, Commodores, Kool & The Gang, One Way, The Quick, T. Houston, B. Marley. LP ADDS: Whispers, L. Vandross, Roger, T. Pendergrass.

WBMX — CHICAGO — LEE MICHAELS, PD
HOTS: Roger, Four Tops, The Time, D. Morgan, L. Vandross, Slave, West Street Mob, D. Ross/L. Richie, R. James, Pointer Sisters, C. Carlton, Meyers, Bits & Pieces, P. Austin, R. Fields, Prince, Ebonee Webb, J. Ross, Graingers, Brick, Al Jarreau, E. King, A. Franklin/G. Benson. ADDS: Melba Moore, Ashford & Simpson, D. Laws, S. Brown, B. Marley, Bros. Johnson, N. Cole, Kool & The Gang, Central Line, Isley Bros., P. Austin, B. Broom, Kraftwerk. LP ADDS: G. Knight, T. Pendergrass, M. Henderson, B. White.

WGCI — CHICAGO — STEVE HARRIS, PD — #1 — D. ROSS/L. RICHIE
HOTS: C. Carlton, L. Vandross, Roger, E. King, R. James, The Time, Slave, West Street Mob, Dynasty, N. Straker Band, B. Mason. ADDS: Commodores, Kool & The Gang, D. Byrd, Prince, Hot Cuisine, Isley Bros., Evasions. LP ADDS: L. Graham.

WCIN — CINCINNATI — MIKE ROBERTS, PD
HOTS: P. Austin, Brick, Roger, R. Laws, A. Franklin/G. Benson, D. Byrd, Maze, B.B.&Q. Band, T. Pendergrass, Manhattans, L. Vandross, Four Tops, R. James. ADDS: Prince, S. Lattisaw, Kool & The Gang, Hot Cuisine, Bros. Johnson, Commodores. LP ADDS: P. Austin, Four Tops.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — C. CARLTON
HOTS: D. Morgan, Four Tops, West Street Mob, Dazz Band, D. Ross/L. Richie, Graingers, N. Straker Band, A. Franklin/G. Benson, B. Mason, Brick, R. James, D. Williams, L. Vandross. ADDS: Bros. Johnson, J. Carn, Aura, V. Mason, Strikers, Tom Grant, Whispers. LP ADDS: A. Franklin, Four Tops, C. Carlton, Endless Love, The Time, Brick, D. Byrd.

WGPR-FM — DETROIT — JOE SPENCER, MD — #1 — WAS (NOT WAS)
HOTS: D. Ross/L. Richie, B.B.&Q. Band, The Time, D. Morgan, J. Carn, Al Jarreau, N. Straker Band, P. Austin, R. Laws, Omni, Four Tops, Dynasty, H. Alpert, Cameo, D. Byrd, RJ's Latest Arrival, A. Franklin, Roger, Brick, Q. Jones, Maze, T. Pendergrass. ADDS: Unlimited Touch, Kool & The Gang, Commodores, Kwick, Tavares, Tom Grant.

WJLB — DETROIT — JOHN EDWARDS, MD — #1 — AL JARREAU
JUMPS: 5 To 2 — C. Carlton, 12 To 4 — The Time, 14 To 5 — Dayton, 10 To 6 — H. Alpert, 15 To 8 — Maze, 16 To 10 — Q. Jones, 17 To 11 — L. Vandross, 19 To 13 — A. Franklin/G. Benson, 18 To 14 — Graingers, 20 To 15 — D. Byrd, 23 To 17 — Roger, 24 To 18 — N. Straker Band, 25 To 19 — R. Laws, 26 To 20 — D. Harry, 27 To 21 — Wrecking Crew, 28 To 22 — Emotions, 29 To 23 — S. Robinson, 30 To 24 — L.J. Reynolds, 31 To 25 — T. Pendergrass, 32 To 26 — One Way, 34 To 27 — Strikers, 35 To 28 — B. Ocean, 33 To 29 — Bros. Johnson, 36 To 30 — Four Tops, 37 To 31 — Kraftwerk, 38 To 32 — R. James, 40 To 34 — R. Robbins, LP To 35 — G. Knight, LP To 36 — P. Austin, LP To 37 — S. Lattisaw, LP To 38 — S. Mills, LP To 39 — Temptations, LP To 40 — Commodores. ADDS: Prince, D. Laws, Madagascar, Superior Movement, Thelma Houston, The Quick, S. Woods, Whispers, Atlantic Starr, ESP Express. LP ADDS: P. LaBelle, Osamu Kitajima, M. Henderson, One Way, Tom Grant, Inner Life, G. Knight, Roger, P. Hyman, K. Rogers, S. Turrentine, TTF, Pieces Of A Dream, G.S. Heron, Impressions, Charles Veal, R. Laws, Fantasy.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — WEST STREET MOB
JUMPS: 8 To 2 — R. James, 10 To 3 — Four Tops, 13 To 6 — Brick, 12 To 7 — B.B.&Q. Band, 16 To 9 — L. Vandross, 17 To 11 — Maze, 22 To 14 — Q. Jones, 26 To 15 — D. Byrd, 24 To 17 — Baby Brother, 23 To 19 — C. Mayfield, 28 To 21 — Slave, 27 To 22 — N. Straker Band, 35 To 23 — Roger, 31 To 24 — Strikers, 32 To 27 — Bohannon, 36 To 28 — One Way, 37 To 29 — Midnight Star, 40 To 30 — R. Fields, 44 To 31 — Hot Cuisine, 42 To 33 — L.J. Reynolds, Ex To 35 — Commodores, Ex To 36 — B. Wright, Ex To 38 — H. Hancock, HB To 43 — L. Jordan, Ex To 47 — S. Lattisaw, Ex To 50 — Dream Machine. ADDS: L. Williams, N. Cole, Lulu, Kool & The Gang, D. Laws, J. Carn, Rainbow Valley, T. Houston. LP ADDS: B. White, P. Austin, Slave, G. McCrae.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — R. JAMES
JUMPS: 19 To 4 — B. Mason, 20 To 8 — J. Knight, 38 To 12 — T. Pendergrass, 35 To 15 — B.B.&Q. Band, 31 To 21 — L. Vandross, 27 To 16 — Shalamar, 24 To 17 — P. Hyman/M. Henderson, HB To 33 — H. Hancock, 11 To 5 — Brick, 14 To 10 — Commodores. ADDS: Earth, Wind & Fire, Roger, One Way, The Time.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — AL JARREAU
HOTS: L. Vandross, D. Morgan, B.B.&Q. Band, N. Straker Band, Four Tops, The Time, Peaches & Herb, H. Hancock, A. Franklin/G. Benson, B. Womack, Temptations. ADDS: Kool & The Gang, Prince, Whispers, D. Byrd, Crusaders, Slave, Roger, Q. Jones, West Street Mob. LP ADDS: B. White, H. Hancock.

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — D. MORGAN
HOTS: R. James, L. Vandross, C. Carlton, Brick, Evasions, Afternoon Delights, R. Cameron, D. Ross/L. Richie, Al Jarreau. ADDS: Commodores, Kool & The Gang, Tavares, Sequence, T. Life, Lovesmith. LP ADDS: P. Labelle, J. Carn, H. Hancock.

WHRK — MEMPHIS — SHARON SMITH, MD
HOTS: The Time, C. Carlton, B.B.&Q. Band, A. Franklin/G. Benson, Brick, Four Tops, T. Pendergrass, D. Ross/L. Richie, Al Jarreau, R. James, S.O.S. Band, D. Morgan, D. Williams, Roger, L. Vandross. ADDS: Slave, One Way, Isley Bros., Evasions. LP ADDS: B. James, Dynasty, E. Klugh, M. Henderson, R. Laws, G. Knight.

WEDR — MIAMI — GEORGE JONES, MD — #1 — BRICK
JUMPS: 17 To 2 — L. Vandross, 22 To 10 — J. Carn, 11 To 3 — S. Mills, 12 To 9 — T. Marie, 10 To 6 — Evasions, Ex To 30 — R. Laws, Ex To 29 — Peaches & Herb, Ex To 28 — Fatback, Ex To 27 — L. Jordan, Ex To 26 — Johnny & Michael Hill, Ex To 25 — C. Mayfield. ADDS: Kwick, J. Carn, Delia Renee, S. Woods, Prince, Crusaders, L. Williams, Commodores. LP ADDS: Shadow, N. Cole, TTF, J. Jackson, L. Jackson. ADDS: Dream Machine, P. Tosh, Mean Machine, Ebonee Webb, R. Flack, Cotton Candy, Kool & The Gang, V. Wills, Lulu. LP ADDS: Rose Royce, P. Austin, Slave, T. Pendergrass, Whispers.

WLUM — MILWAUKEE — BILLY YOUNG, MD
HOT LPs: B. James, M. Henderson, L. Vandross, Al Jarreau, J. Carn, The Time, Spyro Gyra, Rene & Angela, R. James, R. Robbins. ADDS: C. Carter, T. Pendergrass, G. S. Heron, Graingers, Emotions, Commodores, S. Lattisaw, B. Ocean, Raydio. LP ADDS: J. Jackson, P. Austin, One Way, R. Laws, Ebonee Webb, T. Grant, H. Hancock, Yellowjackets.

WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — D. ROSS/L. RICHIE
HOTS: Al Jarreau, D. Williams, P. Hyman/M. Henderson, Four Tops, L. Vandross, P. Hyman/M. Henderson, R. Laws, Pointer Sisters, Rene & Angela, Q. Jones, Dynasty, H. Alpert, Kliques, Pieces Of A Dream, G. Knight, S. Robinson, T. Pendergrass, S. Clarke/G. Duke, Maze, R. Robbins, Raydio, S. Mills, B.B.&Q. Band, P. Austin, Bros. Johnson, Temptations, C. Mayfield, Imagination. ADDS: C. Lynn, Chi-Lites, Dells, J. Feliciano, Neville Bros., Superior Movement. LP ADDS: L. Vandross, D. Byrd, S. Turrentine.

WRKS — NEW YORK — BARRY MAYO, ASST. PD
HOTS: C. Carlton, D. Ross/L. Richie, Pointer Sisters, Hot Cuisine, Dynasty, B.B.&Q. Band, T. Marie, Al Jarreau, P. Hyman/M. Henderson. ADDS: Isley Bros., L. Graham, Mean Machine, Prince.

WWRL — NEW YORK — WANDA RAMOS, MD
HOTS: Commodores, T. Pendergrass, Kool & The Gang, Four Tops, S. Mills, B. Broom, L. Vandross, B. James, Dynasty, R. Flack, M. Moore, P. Austin, R. Laws. ADDS: Kool & The Gang, T. Houston, Kliques, L. Oskar, Slave, P. Tosh. LP ADDS: R. Laws, Pieces Of A Dream, G. Knight, Al Jarreau, T. Pendergrass, Crusaders.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — R. JAMES
HOTS: Brick, T. Marie, D. Ross/L. Richie, C. Carlton, Reddings, Four Tops, Pointer Sisters, West Street Mob, A. Franklin/G. Benson, Maze, P. Hyman/M. Henderson, The Time. ADDS: Prince, Kool & The Gang, R. Fields, B. Wright, N. Cole, Commodores, E. King, Isley Bros., T. Davis. LP ADDS: Afterbach, Pieces Of A Dream, T. Pendergrass, L. Vandross.

WDAS-FM — PHILADELPHIA — JOE TAMBURO, PD — R. JAMES
HOTS: D. Ross/L. Richie, C. Carlton, Four Tops, West Street Mob, Al Jarreau, L. Vandross, A. Franklin/G. Benson, B.B.&Q. Band, D. Byrd, Brick, P. Austin, Graingers, G. Knight, Slave, T. Pendergrass, R. Laws, Maze, Dynasty, S.O.S. Band, Q. Jones, Bits & Pieces, Wrecking Crew, N. Straker Band, Cameo, C. Mayfield. ADDS: R. Fields, Escorts, Paradise, Truth. LP ADDS: P. Austin, R. Laws, B. White.

WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — D. BYRD
JUMPS: 8 To 2 — P. Austin, 12 To 6 — L. Vandross, 14 To 7 — Roger, 15 To 10 — Dynasty, 23 To 14 — Graingers, 32 To 15 — West Street Mob, 24 To 16 — N. Straker Band, 31 To 20 — Prince, 26 To 22 — M. Moore, 29 To 24 — The Time, 33 To 26 — S. Mills, HB To 32 — Pieces Of A Dream, HB To 36 — Bohannon, HB To 37 — Slave, HB To 39 — C. Mayfield, 36 To 28 — R. Robbins, 38 To 29 — Commodores, 37 To 31 — Cameo. ADDS: Isley Bros., Whispers, Pointer Sisters, Kool & The Gang, Aura, Kliques, T. Houston. LP ADDS: R. Laws, Stylistics, Emotions.

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

COIN MACHINE

AMOA Jukebox Awards Nominees Are Announced

CHICAGO — Ballots to determine the top jukebox records of the year have been issued to AMOA members. Votes are to be based primarily on the earning power in jukeboxes of each of the nominated records.

The nominees are: "Old Flame" — Alabama (RCA); "Hit Me With Your Best Shot" — Pat Benatar (Chrysalis); "The Tide Is High" — Blondie (Chrysalis); "Bette Davis Eyes" — Kim Carnes (EMI America); "I Can't Stand It" — Eric Clapton (RSO); "Sailing" — Christopher Cross (Warner Bros.); "Whip It" — Devo (Warner Bros.); "Theme From 'The Dukes Of Hazard'" — Waylon Jennings (RCA); "He Stopped Loving Her Today" — George Jones (Epic); "Celebration" — Kool & The Gang (De-Lite Polygram); "Elvira" — The Oak Ridge Boys (MCA) "9 To 5" — Dolly Parton (RCA); "Slow Hand" — The Pointer Sisters (Planet/Elektra); "Another One Bites The Dust" — Queen (Elektra); "Keep On Loving You" REO Speedwagon (Epic); "Lady" — Kenny Rogers (Liberty); "Wasn't That A Party" — The Rovers (Cleveland International); "Hungry Heart" — Bruce

(continued on page 40)

E/A Sets Special Jukebox-Promotion For 'Swing' Album

(continued from page 14)

consideration that there are between 400,000 and 500,000 jukeboxes in America, there is a huge potential to break a record."

Zutaut went on to say that the jukebox has traditionally been a major outlet for big band music, and that the swing revival project allows the label to work with and offer a deal to operators, who have been requesting a special package of this nature for years.

"Jukebox operators have always been ones to take chances with music and we're hoping that they'll really get involved with this promotion," added Zutaut.

E/A's initial promotion for the "Swing" album — which features vocalists Lorraine Feather, Steve March and Lorraine

(continued on page 40)



Ed Tober

Game Plan Taps Tober For VP Post

CHICAGO — Ed Tober has been appointed vice president and chief accounting officer of Game Plan, Inc., according to an announcement by Darrel G. McCollough, president of the Addison, Ill.-based firm. In his new position, Tober will report to McCollough as well as to Chris Reehl, vice president of finance. His responsibilities have been increased to include senior staff responsibility for the personnel department.

Tober has been involved in the coin machine industry since 1964 and joined Game Plan in 1980. He was with Bally as company controller for three years following which he served as assistant secretary-treasurer and controller at Williams Electronics. When he left Williams in 1980, he was vice president and treasurer of the company.

Weinberg Honored

CHICAGO — William S. Weinberger, president of Bally Park Place, Atlantic City, N.J. will be given the Humanitarian Award for 1981 by The Conference of Personal Managers East Oct. 23 at a luncheon to be held at the Pierre Hotel in New York City.

Weinberger, 67, lives in Atlantic City with his wife, Jean. His son, William D. Weinberger, Jr., is vice president of Caesars Palace.

Throughout his business career, Weinberger has taken an active interest in com-

(continued on page 40)

Centuri Hosts First Distrib Meeting In Atlantic City

ATLANTIC CITY — "Centuri has arrived," declared Ed Miller, president of Hialeah, Fla.-based Centuri, Inc., as he delivered his state of the company address before a full gathering of distributors at the Sands Hotel here Aug. 18 and 19 for the company's first Distributors Marketing Meeting. (8/18-19).

Less than a year before, at a gathering held in the Doral Country Club in Miami, the company made some ambitious promises concerning future goals in the highly competitive video game market. In his statement, Miller focused on Centuri's accomplishments over the ensuing 11 month period.

"We have developed a company that licenses and develops high earning games with longevity that stand up to the quality criteria necessary in today's competitive environment and with the back-up, support and services needed by our distributor publics," Miller stated.

The firm had ended its third quarter with more than \$37.5 million in net sales with net income of \$5.2 million. According to Miller, this was only the beginning.

'Scour The Earth'

"We are going to continually develop high income, long earning quality games," he told the distributors. "The only way to do this is to scour the earth to avail ourselves of any and all concepts that can be proven to be winners."

Miller stressed that the firm has made,



Ed Miller

and will continue to make, a major investment in its own research and development laboratories in both Chicago and Florida. Along with vice president of sales Ivan Rothstein, he also emphasized the importance of Centuri's distributor network. "When I say that Centuri has gone from \$5 million a year to \$5 million a month, I mean we...Centuri and its distributors," Miller said.

Stressing the importance of the distributor, not only to Centuri, but to the in-

(continued on page 38)

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)
2. SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)
3. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
4. ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI-America P-A-8093)
5. WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)
6. HE'S A LIAR BEE GEE'S (RSO/PolyGram RS 1066)
7. OH NO COMMODORES (Motown M 1527F)
8. PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)
9. YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008)
10. LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)

TOP NEW COUNTRY SINGLES

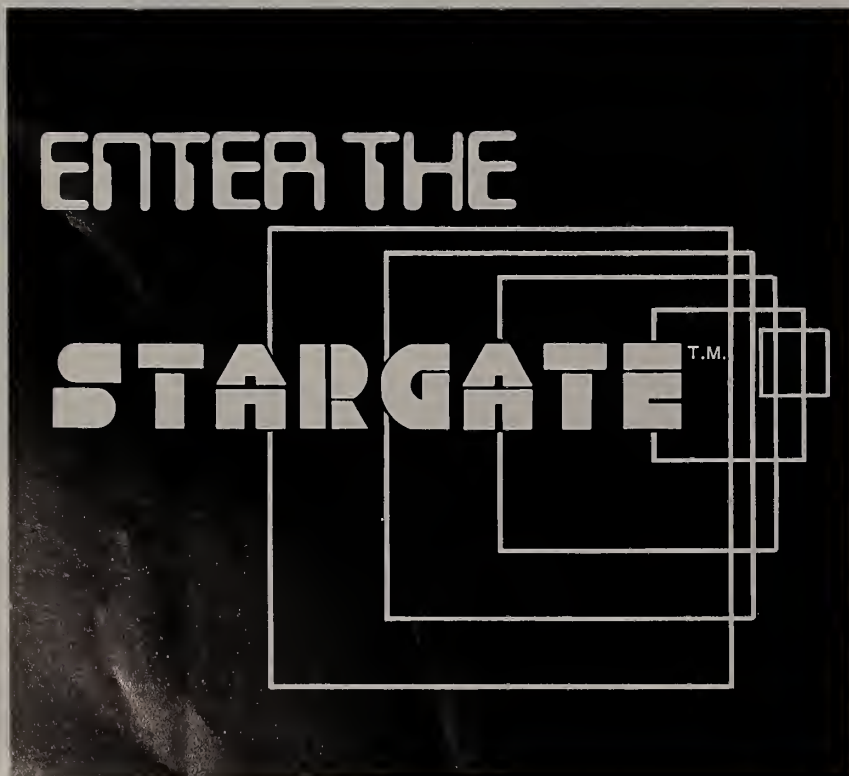
1. FANCY FREE OKA RIDGE BOYS (MCA-51169)
2. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)
3. WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)
4. HEART ON THE MEND SYLVIA (RCA PB-12302)
5. MY FAVORITE MEMORY MERLE HAGGARD (Epic 14-02504)
6. CHEATIN' IS STILL ON MY MIND CRISTY LANE (Liberty P-A-1432)
7. YOU MAY SEE ME WALKIN' RICKY SKAGGS (Epic 14-02499)
8. BET YOUR HEART ON ME JOHNNY LEE (Elektra/Asylum/Full Moon E-47215)
9. ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)
10. WHAT ARE WE DOIN' LONSOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)

TOP NEW B/C SINGLES

1. THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)
2. PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165)
3. SECRETS BOBBY WOMACK (Beverly Glen 2000)
4. IT SHOWS IN THE EYES ASHFORD & SIMPSON (Warner Bros. WBS 49805)
5. TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)
6. CONTROVERSY PRINCE (Warner Bros. WBS 49808)
7. LOVE DON'T LOVE NOBODY JEAN CARN (TSOP/CBS ZS5 02501)
8. INSIDE YOU (PART 1) THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)
9. TAKE MY LOVE MELBA MOORE (EMI-America A-8092)
10. JUST MY LUCK TYRONE DAVIS (Columbia 18-02269)

TOP NEW A/C SINGLES

1. JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)
2. IT'S ALL I CAN DO ANNE MURRAY (Capitol P-A5023)
3. ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)
4. IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)
5. (WANT YOU) BACK IN MY LIFE AGAIN CARPENTERS (A&M 2370)



Williams[®]

SOLAR FIRE



Height: 69 1/2" Depth: 53"
Width (cabinet): 22 1/2"
Width (backbox): 30 1/2"
Weight: 290 lbs
Instruction manual in game

Suddenly a terrifying explosion rips through the sun and raging fires burn out of control! The red hot solar fires spawn a demonic breed of alien, a breed never before known to man!

Your mission: *To fight off the alien menace and extinguish the fires that feed their powers!*



Your weapons:

"Flash Bank"

This is your secret weapon, unique in its configuration and scoring power! Dropping a target in the upper 4-bank stops the cycling light at 20,000, 40,000, 60,000, 80,000 or 100,000 points. Completing the bank within the time limit collects the lit score . . . up to a possible 600,000 points!

"Black Hole"

Completing the upper 3-bank advances the "Black Hole" value from 25,000 to 50,000 to Drain Shield! Completing the bank before the timer runs down spots a letter in F-I-R-E for 20 seconds of double scoring across the entire playfield! Spotting F-I-R-E lights the stand-up target for Special!

"Alien Eject"

Making either bottom 3-bank randomly spots 1 of 3 locks for the "Alien Eject" holes! Lock 2 balls for 2-ball Multi-Ball™; lock 3 for 3-ball Multi-Ball™!

"Solar Target"

Hitting the "Solar Target" while the lights cycle spots a lit letter in S-O-L-A-R for a progressive Bonus Multiplier of 2X, 3X, 4X, 5X, 6X for each letter achieved. Spot S-O-L-A-R for automatic Extra Ball!

"Solar Gun"

Complete either lower 3-bank within the time limit to advance the "Solar Gun" timer 3 seconds, 5 seconds, 10 seconds! Hit the "Solar Gun" Charger and score 10,000 for every second "Solar Gun" shoots!

"Mystery Bonus"

Left inside rollover lane lights ramp for "Mystery Bonus"! Make right ramp to collect Mystery Score, spot a letter in S-O-L-A-R or light Magna-Save™ or Drain Shield!

"Playfield Bonus" and "Multi-Ball™ Bonus"

The sum of lit numbers gives you your "Playfield Bonus"! During Multi-Ball™ play, get a "Multi-Ball™ Bonus" every time you get a "Playfield Bonus"!

"Magna-Save™"

Making any 3-bank lights "Magna-Save™"!

SOLAR FIRE

Sizzling play!
Hot profits!

For the service back-up that keeps you out-front, call Williams toll-free at 800/621-4765. In Illinois, call toll-free at 800/972-7898.

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COIN MACHINE

Bootleg 'Scramble' Game Is Seized By U.S. Marshals

CHICAGO — Stern Electronics, Inc. has reported that federal marshals recently seized and impounded an alleged bootleg "Scramble" video game from a Coney Island arcade.

Stern filed a copyright infringement action in Federal Court in New York against Amusement Consultants, Ltd., believed to be the owners of Faber's Arcade on Surf Avenue in Coney Island, the company said. The U.S. Court issued orders temporarily sealing the file from the public and ordering the seizure and impoundment of the bootleg "Scramble" video game; which was impounded at the Marshal's storeroom in the Federal Courthouse in Brooklyn.

A Stern Spokesman said that copyright lawsuits will be brought against operators who purchase bootleg games and those who sell them even if only one unit is involved. The Federal Courts have consistently issued injunctions and held that the audiovisual display of video games is copyrightable.

Irv Ovitz Retires

CHICAGO — Fred Skor, president of World Wide Distributors, announced the retirement of Irving (Irv) Ovitz effective Sept. 30.

A member of the coin machine industry for some 44 years, Ovitz served as vice president of vending at World Wide for the past 20 years. In this position he established an enviable reputation in the Metropolitan Chicago area as well as downstate Illinois and the counties in Indiana and Iowa served by World Wide.

"We shall sorely miss Irv, and wish him well," commented Fred Skor. Ovitz said his future plans are indefinite.

Bally Announces Executive Promotions

CHICAGO — Robert E. Mullane, chairman and president of Bally Manufacturing Corp., announced the promotions of four Bally executives to new positions in the corporation.

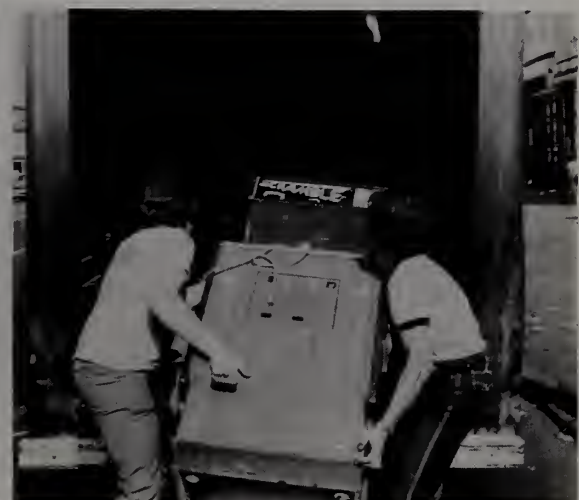
Jerry Blumenshine, a corporate vice president and formerly corporate controller, was named assistant to the president; William T. O'Donnell, Jr., a corporate vice president and formerly president of the Pinball Division, was named president of the new Bally Operations Division and president of Aladdin's Castle, Inc., a wholly-owned subsidiary; and Charles Farmer, Jr., currently president of the Domestic Distribution Division, was given the added responsibilities of president of the Bally Pinball Division, and Jules Millman, former president of Aladdin's Castle, Inc., was named to the corporate staff and will report to the president.

"These promotions will add to the corporate strength of Bally as the corporation continues to grow in our present markets and to expand in new directions," Mullane said.

Blumenshine, 41, has been corporate controller since 1974. A graduate of Bradley University in Peoria, Ill., he served



BOGUS GAME SEIZED — U.S. Marshals in New York recently impounded an alleged bootleg of Stern's popular "Scramble" video game. In the first photo, New York City police are shown



assisting federal marshals at the scene of the incident inside a Coney Island arcade. Photo two shows the game being loaded on a truck before being transported to the U.S. Courthouse.

Record Number Of Exhibitors For 1981 NAMA Convention

CHICAGO — The 1981 annual National Automatic Merchandising Assn. (NAMA) convention, scheduled for Oct. 29 to Nov. 1 at McCormick Place in Chicago, will feature more than 210 exhibits, a record number, according to the association. It is expected that more than 6,000 executives and managers of the vending and foodservice management industry will be in attendance. This year's show will run concurrent with the AMOA convention, taking place at the Conrad Hilton Hotel from Oct. 29-31.

As announced by Jack Rielley, NAMA director of sales, "By mid-September we had enlisted 210 exhibitors, topping the record of 201 last year and we will equal or surpass the approximately 55,000 square feet of last year's exhibit space. We will have 30 companies exhibiting for the first

time at our national show," he added.

NAMA president G. Richard Schreiber termed the exhibitor interest "a very pleasant surprise and indicative of the improved vending industry business climate which a number of member firms have reported recently."

The featured presentation at the convention business meeting will focus on how the public looks at vending machines. On Saturday, Oct. 31, the results of a nationwide public attitude study regarding vending machines, commissioned by NAMA, will be revealed to the convention audience (see separate story). Television quiz show host Art James will test industry members on their predictions of the study results, followed by Professor Sidney Levy of Northwestern University and Social Research, Inc., which conducted the study through 500 personal interviews. Levy will report details of the results and distribute copies of his report.

Implications of the findings and recommendations for marketing and communication actions by industry members will be covered by Schreiber during the three-part presentation.

The NAMA study is the first such public opinion research ever conducted by the vending industry, Schreiber said.

Among other highlights of the meeting

program will be a keynote address by William F. Buckley, Jr., editor and television program host, to be presented following the NAMA annual meeting on Oct. 29.

Vending industry route structure and controls will be discussed by a panel of industry executives on Oct. 30, followed by Dr. Kenneth H. Blanchard, San Diego management consultant, who will discuss managerial leadership. "Putting Reaganomics in Perspective" will be the title of the address given by Professor Nicholas Beadies of the University of Georgia that day.

"Keeping Financial Management and Control" is the subject of the Oct. 31 lead-off session, presented by Paul Lombardi, vice president of finance of Sands & Co. (Atlanta) and Robert Deutsch, an industry consultant from Northbrook, Ill.

The vending industry image study presentation will be the other major Saturday program feature.

On Nov. 1, "Successful Survival for The Privately Held Business" will be the topic covered by Frank M. Butrick, director of the Independent Business Institute (Akron, Ohio). All business meetings will be held at McCormick Place, noted G.H. Tansey, NAMA director of conventions and education.

(continued on page 38)

as audit manager of Arthur Young & Company, where he worked for 11 years before joining Bally in 1972 as assistant corporate controller.

O'Donnell, who has been with Bally for the past 10 years, has held several sales and executive positions. Prior to being named president of the Pinball Division in 1979, he was European director of marketing. O'Donnell attended Loyola Academy in Wilmette, Ill., and was graduated in 1971 from Brown University in Providence, R.I. He received a master's of management degree from Northwestern University in Evanston, Ill., in 1978.

Farmer joined Bally last June as president of the Domestic Distribution Division. He had been president of Central Sales & Marketing Inc., a distributor of coin-operated amusement equipment in Ohio, West Virginia and Northern Kentucky. He is a graduate of Ohio State University with a degree in business administration.

Millman joined Bally in 1974 after the corporation had acquired Aladdin's Castle which he had founded in 1969. Millman graduated from Miami University in 1965 with a degree in business administration.



Blumenshine



O'Donnell



Farmer

Transcending space, time
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STARGATETM

WILLIAMS ELECTRONICS, INC.

COIN MACHINE



FAMILY AFFAIR — A full contingent of Centuri personnel were on hand for the company's recent distributors meeting in Atlantic City. Pictured are (l-r): president Ed Miller; board chairman Milton Koffman; Martin Jasso, director of distributor services; Ivan Rothstein, vice president of sales; Frank Sola, manager of music systems; Burton Koffman, chairman of Great American Industries; Centuri vice chairman Marty Altman; and Laura Kreter, director of communications.

Centuri Holds First Distributor Meet

(Continued from page 35)

dustry as a whole, Rothstein said, "In this industry, distributors are necessary. It would be a complete disaster if there were no distributors. They do a lot more than just sell new equipment; they are problem solvers as well.

They prevent costly breakdowns with their timely repair service," he continued. "They are a source for disposing of used equipment, and of buying used equipment when you need such items to fill out your demands. They can arrange long-term

financing for large purchases. They can carry an abundance of spare parts and supplies. In all, the distributors provide a great deal of support for this industry. We at Centuri plan to support the distributor one hundred percent."

Also highlighting the Atlantic City meeting was the unveiling of Centuri's latest video game, "Vanguard," and the re-introduction of the refined version of the Centuri 2001 jukebox which is now being shipped in quantity from the firm's sister facility in New York State.

Record Number of NAMA Exhibitors

(Continued from page 37)

Entertainment features of the convention will consist of a reception, sponsored by exhibitors, on Oct. 30 at the Chicago Marriott Hotel; and the annual NAMA banquet on Oct. 31, also at the Marriott. The banquet entertainment, sponsored by the Philip Morris Company, will feature the Pied Pipers in concert with the Warren Covington Orchestra. The banquet reception will carry a Halloween theme.

Convention registration is free to NAMA members. Fees for nonmember operators are \$35 per person, including all events except the banquet, which is priced at \$35 per person.

Registration for non-member supplier and manufacturer companies is \$75 for the first person and \$50 for any additional persons from the same company, Tansey advised.

A separate program is planned for ladies and spouses, chaired by Mrs. Frank Carqueville of Complete Vending Company (Oak Park, Ill.). James A. Rost, president of Interstate United Corp. (Chicago), is general chairman of the convention; R. David Clayton, president of Automatic Food Service, Inc. (Nashville, Tenn.) is program chairman; and Newton Stewart of Frito-Lay, Inc. (Dallas, Tex.) heads the Trade Show Advisory Committee.

Taito America Announces 'Qix' Video Game With Unique Strategy Features

CHICAGO — " 'Qix' is going to excite and challenge video game players and operators, but it's also going to put the industry on notice," stated Jack Mittel, president of Taito America Corporation, in announcing the firm's newest game. "Qix" ("kicks") was created "to challenge players who have perfected their skills on existing me-too games," he added, "and is the result of listening to the people who really know about competition — players and operators."

Commenting further on some of the features of the new game, Mittel said, "First, Qix is programmed to incorporate the possibility of trillions of configurations allowing for inestimable strategies. Qix stays unique play after play.

"Second," he said, "we designed an innovative service-priority cabinet for easy access and service. We are very excited about the potential impact this game will have on the industry."

The object of the game is to box in Qix, the spinning helix, by filling in 75% of the screen with boxes of color. Bonus points are awarded for portions of the screen filled over and above 75%. Boxes are drawn with a player's marker that pulls along a Stix behind it when a player presses a slow or fast draw button. Players must not allow the whirling Qix to hit a line of the box before it is completed. As the game progresses the Qix divides into two. Separating them by drawing boxes between them earns 2 times bonus value; separating them a second time scores 3 times bonus value, and so on.

During the course of action the player must avoid two Spax that travel along the Stix or they will ignite his Marker. The Spax stop their mad chase only when the Marker is caught or the screen is filled to at least 75% capacity. Just when the player feels he has them outsmarted, the Spax begin to multiply and become even more dangerous and then become aggressive super Spax.

Challenge and excitement continue to accelerate and if the player is too slow on the draw and doesn't complete a box, the Fuse will shoot up the Stix and explode his Marker. The Fuse will deliver a burning fate to the player who makes a wrong turn and boxes himself into a Spiral Death Trap.

Easy Service Cabinet

Qix comes in a unique, service-priority cabinet specifically designed for easy



'Qix'

access and service as well as maximum security. A revolutionary new electronic system allows for more on-monitor audit and test screens, flexibility and realism of configurations as well as innovative special effects like the ominous bellowing sounds in Taito stereo.

The cabinet has front door programmability with swing-down monitor mounting and logic boards on a hinged back door to simplify service. These logic boards are fully compatible with the Taito Tech Signature Test System for board troubleshooting.

The machine's removable cover glass features an illuminated instruction card and the easily accessible control panel has a replaceable polycarbonate overlay which resists marring. The lift-out molded cash box is surrounded by solid steel housing with lockable steel lid.

Qix is available in Trimline and Taito America's new cocktail table version. Further information may be obtained through factory distributors or by contacting Taito direct at 1256 Estes, Elk Grove Village, Ill. 60003.

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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, 655 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-649-1845.**

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MISCELLANEOUS

CAT STEVENS Private Collector Wants: Records, Tapes (promotional or other), Magazine Articles, In-store Displays, Posters, Movies, Music Sheets, Souks. Plus any memorabilia world wide. Genuine replies to: **P. Alpers, 1107 Heaphy Terrace, Hamilton, New Zealand.**

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"JUKEBOX THE GOLDEN AGE." A pictorial guide to collectible jukeboxes. 65 pictures in color. 164 pages hardbound. It's pure cream! \$12.95/UPS. **Jukebox Collector, 2546CS SE 68th Ct., Des Moines, Iowa 50317.**

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CHICAGO CHATTER

This month brought many of the industry's major distributors into Chicago to attend some important business and social events, starting with a meeting of the recently formed Amusement and Vending Distributors Assn. Then came the Bally/Midway domestic distributors conclave (Sept. 10-12), which revealed some interesting new concepts and products like Bally's introduction of a pinball machine equipped with a dollar bill validator, and a spectacular new Midway video game, "Galaga." Along with a round of business meetings came a barbecue on Thursday evening (complete with fireworks) and a delightful sit-down dinner on Friday. Stern/Seeburg hosted their international distributors at a two-day (Sept. 13-14) presentation to premiere the new "Phase One" Seeburg jukebox, which is still being kept under wraps to the rest of the trade until AMOA time; however, various attendees reported that it's a definite departure from anything heretofore on the market, phonewise, and that it certainly reflects a new "vision" in concept and design. Even with these exciting revelations, the consensus among distributors is that there are still more "surprises" in store comes AMOA Expo '81.

AND SPEAKING OF AMOA, executive vice president **Leo Droste** notes that the national association has filed an amicus curiae (friend of the court) brief supporting Bally and Aladdin's Castle in the Mesquite, Tex. case which is currently before the U.S. Supreme Court. **WEDDING BELLS.** As evidence of the tight rapport between the marketing and engineering departments at Exidy, **Chris Minarik** (domestic sales) and **Howell Ivy** (vice president-engineering) recently announced plans to be married. In deference to their busy schedule ahead, the wedding will take place Jan. 10, 1982 — and both look forward to working together, as a team, at Exidy for many years to come.

MIDWAY'S SERVICE MANAGER Andy Ducay, assisted by **Bob Norton** and **Kevin Moeller,** has scheduled a lineup of factory service schools over the next few weeks. Sessions will be sponsored by **Mickey Anderson, Inc.** in Erie, Penn. (Oct. 1); **Central Distributors, Inc.** in St. Louis, Mo. (Oct. 8); **United Distributors, Inc.** in Wichita, Kan. (Oct. 12-13) and **Greater Southern Dist. Co.** in Atlanta, Ga. (Nov. 6). Arrangements for attendance should be made directly with the respective distributors.

DATLINE SAN DIEGO, home of Gremlin and a "hot new game" called "Frogger". It's one of those cute, comical, non-combat games that are becoming so popular and sales chief **Jack Gordon** said it's been testing out with "phenomenal" results. Frogger's appeal has no age or sex barriers, he said, it's just one of those games that everyone likes to play. Samples are about ready for shipment to distributors and Jack advised that the model will be released in upright and cocktail table cabinets. Watch for it.

EASTERN FLASHES

Monroe Distributing has relocated its Dayton, Ohio branch office to suburban Cincinnati. The spacious new facility is located at 4820 Industry Drive, Fairfield, Ohio 45014. Phone number is (513) 896-6699. With its most recent expansion moves the prominent Ohio distrib. in addition to the Cleveland home office, now has branches in Cincinnati and Hialeah Lakes, Fla.

TONY PROCOPIO of Bally Northeast-Syracuse items that area ops are reporting increased pinball collections and noticeable indications that pins are making a comeback, which could gain momentum as more and more of the new models hit the market. He's advising ops that they could speed up the process considerably by accelerating their own promotional efforts in behalf of pinball machines. At the same time, Tony observed that there isn't the slightest sign of a slackening in video sales. Video games are consistent in sales and popularity, he said, and offer improved technology and improved reliability. It is not uncommon, he added, for an operator to go almost a whole year without a major service problem on some of the current hit video games — which is saying much for the manufacturers that are producing them. "Centipede," "Omega Race" and "Pac-Man", still, are among the best sellers at Bally Northeast. Centuri's new "Vanguard" also looks very good, Tony said, and pinwise Bally's "Fathom" is quite outstanding.

STAR GATE T.M.

Where only **Defender** has dared to go ...and beyond!

Williams ELECTRONICS, INC. Be carried away at AMOA!

COIN MACHINE

E/A Sets Special Jukebox Promotion For 'Swing' Singles

(continued from page 36)

Crossley, a horn section led by Tom Scott and the arrangements of Charlie Calello — involves designating October and November as "Swing Months." It is the label's hope that operators will add all five of the singles in support of the special musical period.

Airplay Barometer

The onestop/jukebox campaign will also

be closely monitored by an E/A researcher who will be in direct contact with independent jukebox operators around the country. It will allow the campaign to be fine-tuned according to response to the "Swing" singles. And Zutaut explained that the research information could also lead to a Top 40 airplay candidate if there is a hit on the jukebox front.

"If a jukebox-directed project turns out to be a successful alternative to breaking acts via airplay, we'll be doing a lot more projects aimed at one-stops and music operators," said Zutaut. "We're betting that there are many closet swing fans out there who can't listen to their favorite sound on the radio. So, we're going after them through Swing music's traditional outlet."

AMOA Jukebox Awards Nominees Are Announced

(continued from page 36)

Springsteen (Columbia); "The Best Of Time" — Styx (A&M) and "All Out Of Love" — Air Supply (Arista).

Presentation of the jukebox awards will take place at the annual AMOA Expo '81 banquet on Saturday evening, Oct. 31, in the Grand Ballroom of the Conrad Hilton Hotel. Entertainment at this year's banquet will feature singer Patti Page as headliner, along with country artist Lacy J. Dalton, violinist Jana Jae, emcee Billy Kelly (who has appeared at previous banquets) and the Norm Krone orchestra.

More Booths

AMOA's executive vice president Leo Droste reported that thus far there will be 370 exhibit booths (more than at any previous show), sponsored by 130 exhibiting firms, at this year's convention. About 30 companies remain on a waiting list for space. Advance registration is at a "much higher level than last year," Droste said, indicating that attendance at Expo '81 should be unsurpassed. At this point, foreign representation is on a par with 1980.

John Schoff, the association's director of meetings and conventions, noted that AMOA made an agreement with a national travel agency to assist convention goers in making travel arrangements, at reduced rates. Interested parties may contact Travel Associates Int'l., at (801) 974-5121 in Salt Lake City, and call collect.

State Association Meet

The annual State Association Conference, which has become an integral part of the convention program, has been slated for Wednesday, Oct. 28 (the day before Expo's opening). The meeting will take place from 3:00 to 5:00 p.m. in Private Dining Room #2 (third floor) at the Hilton. Russ Mawdsley, a past president of AMOA, will serve as moderator, with guest speakers Jim Hayes, president of the Ohio Music & Amusement Assn., who will discuss the organizational and functional aspects of political action committees; and Walter Maner, director of Music Operators of Michigan, who will focus his talk on "Membership Retention." Droste said the results of a recent survey on state associations, conducted by AMOA, will be distributed as a special report at this meeting.

The 1981 AMOA convention will be held October 29-31 at the Conrad Hilton Hotel here.

Weinberg Honored

(continued from page 36)

munity affairs. In Cleveland, he was active in the local United Fund, United Jewish Appeal, Fairmont Temple, Mt. Sinai Hospital and the Jewish Orthodox Home for the Aged. He also served his industry as the secretary of the Cuyahoga County Restaurant Proprietors Assn.

His commitment to civic responsibilities remained strong during his 12-year residence in Las Vegas, where he organized a Clark County counterpart of Cleveland's Bluecoats, Inc., an organization devoted to the welfare of widows and dependents of policemen and firemen killed in the line of duty. He was the organization's first president.

In Las Vegas, Weinberger also served as a member of the board of directors of the American Cancer Society and was co-chairman of the 1969 fund raising drive; chairman of the Combined Jewish Appeal from 1969-1971; and a member of the board of directors of the Las Vegas Combined Jewish Appeal and was co-chairman of the Bonds for Israel Drive for 1975.



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*pronounced "kicks"

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October 3, 1981

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1 TATOO YOU	ROLLING STONES (Rolling Stones/Atlantic COC 16052)	8.98	1 4
2 ESCAPE	JOURNEY (Columbie TC 37408)	—	2 9
3 4	FOREIGNER (Atlantic SD 16999)	8.98	3 11
4 BELLA DONNA	STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98	4 8
5 THE INNOCENT AGE	DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	7 3
6 NINE TONIGHT	BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	10 2
7 PRECIOUS TIME	PAT BENATAR (Chrysalis CHR 1246)	8.98	5 11
8 PIRATES	RICKIE LEE JONES (Warner Bros. BSK 3432)	8.98	8 9
9 LONG DISTANCE VOYAGER	THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	6 18
10 STREET SONGS	RICK JAMES (Gordy/Motown G8-1002M1)	8.98	13 24
11 DON'T SAY NO	BILLY SQUIER (Capitol ST 12146)	8.98	12 21
12 TIME	ELO (Jet/CBS FZ 37371)	—	9 7
13 BREAKIN' AWAY	AL JARREAU (Warner Bros. BSK 3576)	8.98	16 7
14 HEAVY METAL	ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	15.98	15 9
15 HI INFIDELITY	REO SPEEDWAGON (Epic FE 36844)	—	11 43
16 PRETENDERS II	PRETENDERS (Sire SRK 3572)	8.98	14 7
17 ENDLESS LOVE	ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	8.98	17 11
18 EL LOCO	ZZ TOP (Warner Bros. BSK 3593)	8.98	18 9
19 SONGS IN THE ATTIC	BILLY JOEL (Columbia TC 37461)	—	— 1
20 WORKING CLASS DOG	RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	19 28
21 PRIVATE EYES	DARYL HALL & JOHN OATES (RCA AFL-1-4028)	8.98	29 3
22 JUICE	JUICE NEWTON (Capitol ST-12136)	8.98	24 31
23 STEP BY STEP	EDDIE RABBITT (Elektra 5E-532)	8.98	25 7
24 BLACK & WHITE	POINTER SISTERS (Planet/Elektra P-18)	8.98	20 14
25 IN THE POCKET	COMMODORES (Motown M8-955M1)	8.98	22 13
26 SHARE YOUR LOVE	KENNY ROGERS (Liberty LOO-1108)	8.98	21 13
27 HARD PROMISES	TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	26 20
28 GIVE THE PEOPLE WHAT THEY WANT	THE KINKS (Arista AL 9567)	8.98	34 4
29 FIRE OF UNKNOWN ORIGIN	BLUE OYSTER CULT (Columbie FC 37389)	—	30 13
30 FANCY FREE	OAK RIDGE BOYS (MCA-5209)	8.98	28 18
31 KOOKOO	DEBBIE HARRY (Chrysalis CHR 1347)	8.98	23 6
32 FEELS SO RIGHT	ALABAMA (RCA AHL-1-3930)	8.98	32 30
33 CHRISTOPHER CROSS	(Warner Bros. BSK 3383)	8.98	35 88

		8.98	Weeks On 9/26 Chart
34 BEAUTY AND THE BEAT	THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	37 10
35 MISTAKEN IDENTITY	KIM CARNES (EMI-Amarica SO-17052)	8.98	27 23
36 TIME EXPOSURE	LITTLE RIVER BAND (Capitol ST-12163)	8.98	42 4
37 LOVE ALL THE HURT AWAY	ARETHA FRANKLIN (Ariste AL 9552)	8.98	38 6
38 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	WILLIE NELSON (Columbia KC2 37542)	—	52 3
39 CARL CARLTON	(20th Century-Fox/RCA T-628)	8.98	45 11
40 FREETIME	SPYRO GYRA (MCA-5238)	8.98	40 6
41 DEAD RINGER	MEAT LOAF (Cleveland Int'l./Epic FE 36007)	—	48 3
42 PARADISE THEATER	STYX (A&M SP-3719)	8.98	33 36
43 IT MUST BE MAGIC	TEENA MARIE (Gordy/Motown G8-1004M1)	8.98	31 17
44 HIGH 'N' DRY	DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	8.98	46 9
45 THE ONE THAT YOU LOVE	AIR SUPPLY (Ariste AL 9551)	8.98	39 17
46 DEAD SET	GRATEFUL DEAD (Ariste A2L 8606)	12.98	56 3
47 LIVE IN NEW ORLEANS	MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	47 15
48 BLIZZARD OF OZZ	OZZY OSBOURNE (Jet/CBS JZ 38812)	—	50 25
49 GREATEST HITS	KENNY ROGERS (Liberty LOO-1072)	8.98	41 51
50 IT'S TIME FOR LOVE	TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	—	— 1
51 MOVING PICTURES	RUSH (Mercury/PolyGram SRM-1-4013)	8.98	43 32
52 NEVER TOO MUCH	LUTHER VANDROSS (Epic FE 37451)	—	73 3
53 SIGN OF THE TIMES	BOB JAMES (Tappan Zee/Columbia FC 37495)	—	59 4
54 NORTH COAST	MICHAEL STANLEY BAND (EMI-America SW-17056)	8.98	55 10
55 SHOT OF LOVE	BOB DYLAN (Columbie TC 37496)	—	36 5
56 I'M IN LOVE	EVFLYN KING (RCA AFL 1-3692)	8.98	44 12
57 MECCA FOR MODERNS	THE MANHATTAN TRANSFER (Atlantic SD 16036)	8.98	51 17
58 THERE'S NO GETTIN' OVER ME	RONNIE MILSAP (RCA AHL 1-4060)	8.98	64 6
59 SHORT BACK N' SIDES	IAN HUNTER (Chrysalis CHR 1326)	8.98	53 6
60 ARTHUR — THE ALBUM	ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582)	8.98	69 5
61 BACK IN BLACK	AC/DC (Atlantic SD 16108)	8.98	63 58
62 SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA AFL 1-4055)	8.98	58 14
63 THE MANY FACETS OF ROGER	ROGER (Warner Bros. BSK 3594)	8.98	90 3
64 FACE VALUE	PHIL COLLINS (Atlantic SD 16029)	8.98	57 30
65 DIRTY DEEDS DONE DIRTY CHEAP	AC/DC (Atlantic SD 16033)	8.98	49 25
66 TONIGHT!	THE FOUR TOPS (Cesablenca/PolyGram NBLP 7258)	—	79 5

		8.98	Weeks On 9/26 Chart
67 REFLECTOR	PABLO CRUISE (A&M SP-3726)	8.98	61 11
68 ALLIED FORCES	TRIUMPH (RCA AFL-1-3902)	8.98	83 3
69 MY MELODY	DENIECE WILLIAMS (ARC/Columbia FC 37048)	—	65 27
70 SUMMER HEAT	BRICK (Bang/CBS FZ 37471)	—	74 5
71 BROTHERS OF THE ROAD	THE ALLMAN BROTHERS BAND (Arista AL 9564)	8.98	54 7
72 ZEBOP!	SANTANA (Columbia FC 37158)	—	62 25
73 THE DUDE	QUINCY JONES (A&M SP-3721)	8.98	67 27
74 DIMPLES	RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	8.98	60 13
75 THE TIME	(Warner Bros. BSK 3598)	8.98	88 6
76 JUST BE MY LADY	LARRY GRAHAM (Warner Bros. BSK 3554)	8.98	68 9
77 CRIMES OF PASSION	PAT BENATAR (Chrysalis CHE 1275)	8.98	80 59
78 THE PRESSURE IS ON	HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	8.98	85 6
79 THE MAN WITH THE HORN	MILES DAVIS (Columbia FC 36790)	—	72 11
80 AEROBIC DANCING	BARBARA ANN AUER (Gateway GSP-7610)	8.98	82 11
81 ROCKIHNROLL	GREG KIHN BAND (Baskieley/Elektra BZ-10069)	8.98	66 27
82 HOY!-HOY!	LITTLE FEAT (Warner Bros. 2BSK 3538)	15.98	78 7
83 VOICES	DARYL HALL & JOHN OATES (RCA AQL 1-3646)	8.98	76 60
84 THIS KIND OF LOVIN'	THE WHISPERS (Solar/RCA BXL 1-3976)	8.98	109 3
85 EAST SIDE STORY	SQUEEZE (A&M SP-4854)	8.98	71 19
86 SLINGSHOT	MICHAEL HENDERSON (Buddah/Arista BDS 6002)	8.98	103 4
87 TOUCH	GLADYS KNIGHT & THE PIPS (Columbie FC 37086)	—	96 5
88 MODERN TIMES	JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448)	8.98	70 25
89 HANG ON FOR YOUR LIFE	SHOOTING STAR (Virgin/Epic NFR 37407)	—	101 7
90 URBAN CHIPMUNK	THE CHIPMUNKS (RCA AFL 1-4027)	8.98	93 19
91 ICEHOUSE	(Chrysalis CHR 1350)	8.98	75 13
92 "LIVE"	BARBARA MANDRELL (MCA-5243)	8.98	104 6
93 THE FRIENDS OF MR. CAIRO	JON & VANGELIS (Polydor/PolyGram PD-1-6326)	8.98	100 10
94 THE TEMPTATIONS	(Gordy/Motown G8-1006M1)	8.98	95 6
95 COMPUTER WORLD	KRAFTWERK (Warner Bros. HS 3549)	8.98	97 18
96 WILD-EYED SOUTHERN BOYS	.38 SPECIAL (A&M SP-4835)	8.98	84 34
97 FAIR WARNING	VAN HALEN (Warner Bros. HS 3540)	8.98	81 19
98 THE TURN OF A FRIENDLY CARD	THE ALAN PARSONS PROJECT (Ariste AL-9518)	8.98	87 47
99 LOVERBOY	(Columbie JC 36762)	—	77 37
100 CAN'T WE FALL IN LOVE AGAIN	PHYLLIS HYMAN (Ariste AL 9544)	8.98	91 12

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SONGS IN THE ATTIC



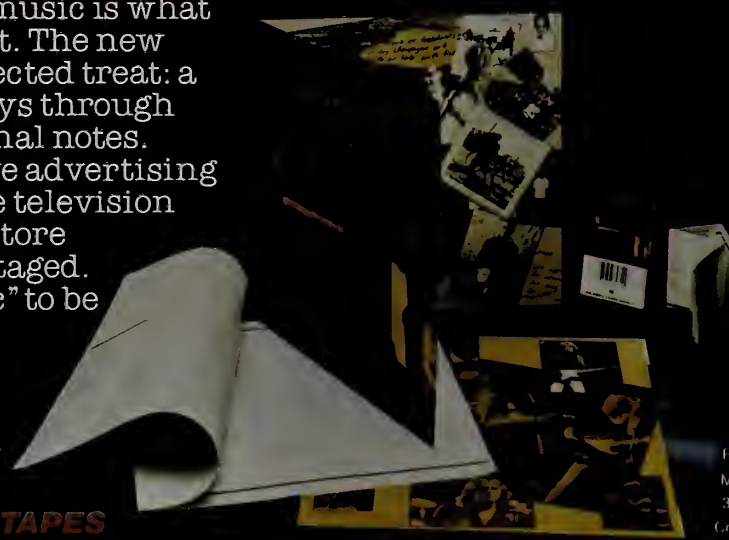
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