

CASHBOX

September 5, 1981

NEWSPAPER

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CASH BOX

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EDITORIAL Just What The Doctor Ordered

The meeting of the newly re-formed National Assn. of Recording Merchandisers (NARM) Retailer Advisory Committee this week could turn out to be just what the doctor ordered. While the industry isn't in the depths of recession like it was a couple of years ago, it still isn't as prosperous as many would like to believe, either.

There are still some serious problems. Superstar releases, more advertising, the ironing out of the returns policies and other developments haven't really turned the corner for the industry — the downward trend has been slowed, and in some cases even stopped, but the return to healthy profits hasn't really happened.

The NARM meeting this week will give retailers,

labels and distributors a chance to get together in a semi-informal setting to really iron out some positive policies. Right now, with the software market shifting from vinyl to tape, a generally uncooperative radio community and the onrushing development and growth of the home video sector, the music industry must soon face some hard decisions.

In a period of international economic stagnation, it is unrealistic for the music industry to ignore the "outside" world of finance and business. Steps must be taken to bring the industry through this economic crisis in the best possible condition. The NARM meeting this week should provide a good starting point.

NEWS HIGHLIGHTS

- CBS restructures sales, distribution organization (page 5).
- Michael Roshkind bows M&M Records (page 5).
- Special Merchandising Supplement: Children's Records (opposite page 22).
- Bob Seger & The Silver Bullet Band's "Tryin' To Live My Life Without You" and "I've Got To Learn To Say No!" by Richard "Dimples" Fields (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- Dan Fogelberg's "The Innocent Age" and "Amazon Beach" by The Kings (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS	
SINGLES	59 SHARE YOUR LOVE WITH ME — Kenny Rogers — Liberty
ALBUMS	69 SHOT OF LOVE — Bob Dylan — Columbia

POP SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
B/C SINGLE
SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) Carl Carlton 20th Century-Fox/RCA
COUNTRY SINGLE
(THERE'S) NO GETTIN' OVER ME Ronnie Milsap RCA
JAZZ
THE MAN WITH THE HORN Miles Davis Columbia

NUMBER ONES



Journey

POP ALBUM
ESCAPE Journey Columbia
B/C ALBUM
STREET SONGS Rick James Gordy/Motown
COUNTRY ALBUM
FANCY FREE Oak Ridge Boys MCA
GOSPEL
THE LORD WILL MAKE A WAY Al Green Myrrh

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CASH BOX TOP 100 SINGLES

September 5, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	1 10	34 HEARTS MARTY BALIN (EMI America 8084)	14 16	68 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	58 15
2 SLOW HAND POINTERS SISTERS (Planet/Elektra P-47929)	2 15	35 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G 7205F)	44 5	69 SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	72 5
3 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	5 15	36 IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)	43 5	70 BETTE DAVIS EYES KIM CARNES (EMI-America 8077)	38 24
4 THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47147)	3 17	37 GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS (MCA-51148)	41 7	71 THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186)	81 3
5 JESSIE'S GIRL RICK SPRINGFIELD (RCA PB-12201)	4 24	38 YOU COULD TAKE MY HEART AWAY SILVER CONDOH (Columbia 18-02268)	42 7	72 EVERLASTING LOVE REX SMITH/RACHEL SWEET (Columbia 18-02169)	45 11
6 URGENT FOREIGNER (Atlantic 3831)	9 10	39 THE STROKE BILLY SOUIER (Capitol P-5005)	32 17	73 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 7197F1)	63 16
7 STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336)	10 7	40 YOU'RE MY GIRL FRANKE & THE KNOCKOUTS (Millenium JH-11808)	29 10	74 IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)	52 15
8 LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	8 12	41 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)	64 2	75 ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)	85 2
9 WHO'S CRYING NOW JOURNEY (Columbia 18-02241)	11 8	42 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	49 4	76 LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	88 2
10 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PH-12264)	12 11	43 BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526)	47 4	77 ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN (Epic/Cleveland Intl. AE7 1232)	46 19
11 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	6 18	44 STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND (Arista AS 0618)	48 8	78 DEDICATED TO THE ONE I LOVE BERNADETTE PETERS (MCA-51152)	70 5
12 I DON'T NEED YOU KENNY ROGERS (Liberty 1415)	7 13	45 WE'RE IN THIS LOVE TOGETHER AL JARRÉAU (Warner Bros. WBS 49746)	53 6	79 STARS ON 45 — MEDLEY STARS ON 45 (Radio Records/Atlantic RR 3810)	62 22
13 THE BEACH BOYS MEDLEY (Capitol F 5030)	20 7	46 I'M IN LOVE EVELYN KING (RCA PB 12243)	55 7	80 OUR LIPS ARE SEALED GO-GO'S (I.R.S./A&M IR-9901)	89 2
14 HOLD ON TIGHT ELO (Jet/CBS ZS5 02408)	17 7	47 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA PB-12246)	51 7	81 WE CAN GET TOGETHER ICEHOUSE (Chrysalis CHS 2530)	75 5
15 FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529)	16 8	48 YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)	50 9	82 GEMINI DREAM THE MOODY BLUES (Threshold/PolyGram TR601)	76 14
16 STEP BY STEP EDDIE RABBITT (Elektra E-47174)	21 7	49 HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02488)	74 2	83 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	79 19
17 COOL LOVE PABLO CRUISE (A&M 2349)	19 10	50 TEMPTED SOUEEZE (A&M 2345)	54 7	84 WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)	— 1
18 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND (Berserkey/Elektra B-47149)	18 18	51 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	67 3	85 YOU MAKE MY DREAMS DARYL HALL & JOHN OATES (RCA PB-12217)	77 19
19 FOR YOUR EYES ONLY SHEENA EASTON (Liberty P 1418)	22 7	52 SQUARE BIZ TEENNA MARIE (Gordy/Motown G 7202F)	56 8	86 A WOMAN IN LOVE (IT'S NOT ME) TOM PETTY and the HEARTBREAKERS (Backstreet/MCA BSR-51136)	82 7
20 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)	31 4	53 I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)	66 3	87 EASY TO LOVE AGAIN CAROLE BAYER SAGER (Boardwalk NB7-11-118)	— 1
21 THE VOICE THE MOODY BLUES (Threshold/PolyGram TR 602)	24 5	54 THE ONE THAT YOU LOVE AIR SUPPLY (Arista AS 0604)	15 17	88 NOT FADE AWAY ERIC HINE (Montage P-A-1200)	90 2
22 START ME UP ROLLING STONES (Rolling Stones/Atlantic RS21003)	33 3	55 HEAVY METAL (TAKIN' A RIDE) DON FELDER (Full Moon/Asylum E-47175)	57 7	89 AT THIS MOMENT BILLY & THE BEATERS (Alfa ALF-7005)	— 1
23 REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)	25 10	56 FALLING IN LOVE AGAIN MICHAEL STANLEY BAND (EMI-America 8090)	61 5	90 STAY AWAKE RONNIE LAWS (Liberty P-A-1424)	— 1
24 I COULD NEVER MISS YOU (MORE THAN I DO) LULU (ALFA ALF-7006)	27 6	57 THE SUN AIN'T GONNA SHINE ANYMORE NIELSEN/PEARSON (Capitol P 5032)	59 5	91 DON'T WANT TO WAIT ANYMORE TUBES (Capitol P 5007)	83 12
25 FEELS SO RIGHT ALABAMA (RCA PB-12236)	28 13	58 TOUCH ME WHEN WE'RE DANCING CARPENTERS (A&M 2344)	36 12	92 TIME THE ALAN PARSONS PROJECT (Arista AS 0598)	80 21
26 DON'T GIVE IT UP ROBBIE PATTON (Liberty P 1420)	26 9	59 SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)	— 1	93 STARS ON 45 — MEDLEY II STARS ON 45 (Radio Records/Atlantic RR 3830)	86 9
27 BOY FROM NEW YORK CITY MANHATTAN TRANSFER (Atlantic 3816)	13 16	60 THE SENSITIVE KIND SANTANA (Columbia 18-02178)	60 6	94 TOM SAWYER RUSH (Mercury/PolyGram 76109)	84 11
28 THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616)	30 9	61 NICOLE POINT BLANK (MCA-51132)	65 11	95 JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)	91 5
29 THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)	40 3	62 ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)	68 4	96 NIGHTWALKER GINO VANNELLI (Arista AS 0613)	87 11
30 BREAKING AWAY BALANCE (Portrait/CBS 24-02177)	34 9	63 BURNIN' FOR YOU BLUE OYSTER CULT (Columbia 18-02415)	71 4	97 FLY AWAY BLACKFOOT (Atco 7331)	92 11
31 DRAW OF THE CARDS KIM CARNES (EMI-America 8087)	35 5	64 SILLY DENICE WILLIAMS (ARC/Columbia 18-02406)	73 4	98 DON'T LET HIM GO REO SPEEDWAGON (Epic 19-02127)	93 13
32 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillon/Atlantic 46015)	23 12	65 A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)	69 5	99 NOTHING EVER GOES AS PLANNED STYX (A&M 2348)	95 9
33 CHLOE ELTON JOHN (Geffen 49788)	37 7	66 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	78 3	100 STRANGER JEFFERSON STARSHIP (Gruny/RCA JB-12275)	94 9
		67 IN THE AIR TONIGHT PHIL COLLINS (Atlantic 3824)	39 15		

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Heart In (Headquarters Artist/Irving — BMI) 65	Endless Love (PGP/Brockman/Intersong — ASCAP Administered) 1	Love On A Two (Gambli — BMI) 32	Stranger (Alien — BMI) 100
A Woman In Love (Gone Gator/Wild Gator — ASCAP) 86	Everlasting Love (Rising Sons — BMI) 72	Nicoie (Hamstein — BMI) 61	Super Freak (Jobete & Stone City — ASCAP) 35
Alien (Low Sal Music — BMI) 75	Falling In Love (Bema/Michael Stanley — ASCAP) 56	Nightwalker (Black Keys — BMI) 98	Sweet Baby (Mycenae — ASCAP) 83
All I Have To Do (House Of Bryant — BMI) 62	Feels So Right (Maypop — BMI) 25	No Gettin' Over Me (Rick Hall — ASCAP) 10	Tempted (Italgay — BMI) 50
Arthur's Theme (Irving/Woolnough/Unichappell/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP) 20	Fire And Ice (Rare Blue/Big Tooth/Discott/Denise Barry — ASCAP) 15	Not Fade (Wren Music — BMI) 88	That Old Song (Raydiola — ASCAP) 28
At This Moment (WB Music + Vera Cruz Music — ASCAP) 89	Fly Away (Bobnal — BMI) 97	Nothing (Stygian (Admin. By Almo) — ASCAP) 99	The Breakup Song (Flye-Boy — ASCAP) 18
Backfired (Chic — BMI) 43	For Your Eyes (United Artists — ASCAP) 19	Our Lips (Gotown/Plagent Visions — ASCAP) 80	The Night Owls (Colgems-EMI — ASCAP) 29
Beach Boys-Medley (BMI) 13	Gemini Dream (W.B./MCA — ASCAP) 82	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI) 41	The One That You (Careers/Bestall Reynolds — BMI) 54
Bette Davis Eyes (Plain & Simple/Donna Wells — ASCAP/BMI) 70	General Hospi-tale (Solid Smash — ASCAP) 37	Queen Of Hearts (Drunk Monkey — ASCAP) 3	The Sensitive Kind (Audigram — BMI) 60
Boy From New York City (BMI) 27	Give It To Me (Jobete & Stone City — ASCAP) 73	Really Wanna (Rondor, Adm. By Almo/High Wave — ASCAP) 23	The Stroke (Songs Of The Knight — BMI) 39
Breaking Away (Daksel — BMI) 30	Hard To Say (Hickory Grove Admin. By April Music — ASCAP) 49	Rock And Roll (Neverland/Lost Boys — BMI) 77	The Sun Ain't (Saturday/Seasons Sour — BMI) 57
Burnin' For You (B.O. Cult — ASCAP) 63	Hearts (Mercury Shoes/Great Pyremid — BMI) 34	Shake It Up Tonight (April — ASCAP) 69	Theme From "The Greatest American Hero" (April/Blackwood/Daria/Darjen/SJC & Cannell — BMI/ASCAP) 4
Chloe (Intersong — ASCAP) 33	Heavy Metal (Fingers — ASCAP) 55	Share Your Love (Duchess Music Corp. (MCA) — BMI) 59	The Theme From Hill St. (MGM Music — ASCAP) 71
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) 17	Hold On Tight (Blackwood/Jet — BMI) 14	She's A Bad Mama Jama (Jlm/EOD — BMI) 66	The Voice (WB — ASCAP) 21
Dedicated To The One (Duchess MCA — BMI) 78	I Could Never (Abesongs, Ltd. — BMI) 24	Silly (Rosebud) 64	Time (Woolfsongs Ltd./Careers (Adm. By Irving) — BMI) 92
Don't Give It Up (British Rocket/Adel — ASCAP) 26	I Don't Need You (Boothchute — BMI) 12	Slow Hand (Warner-Tamarlane/Flying Dutchman/Sweet Harmony — BMI) 2	Tom Sawyer (Core — ASCAP) 94
Don't Let Him Go (Fate — ASCAP) 98	I'm In Love (Duchess — BMI) 46	Somedays Are (Tree — BMI) 47	Touch Me When (Hall-Clement — BMI) 58
Don't Want To Wait (Pseudo/Irving/Foster Frees/Boone's Tunes — BMI) 91	In The Air (Effectsound Ltd./Pun — ASCAP) 67	Square Biz (Jobete — ASCAP) 52	Urgent (Somerset/Evansongs — ASCAP) 6
Double Dutch (Wimot/Frason/Supermarket BMI) 68	In Your Letter (Slam Dunk — ASCAP) 39	Stars On (Various Publishers — BMI/ASCAP) 79	We Can Get (Hars Eijue — ASCAP) 81
Draw Of The Cards (Applan/Almo/Pants Down/Black Mountain — ASCAP/BMI) 31	It's Now Or (Glady's — ASCAP) 74	Stars On II (Various Publishers — BMI/ASCAP) 93	We're In This Love (Blackwood/Magic Castle — BMI) 45
Easy To Love Again (Unichappell/Begonia Melodies — BMI/Hidden Valley — ASCAP) 87	I've Done Everything (Warner-Tamarlane-BMI) 53	Start Me Up (Colgems-EMI — ASCAP) 22	You Make My (Hot-Cha/Six Continents — BMI) 85
Elvira (Acuff-Rose — BMI) 11	Jessie's Girl (Robbie Porter — BMI) 5	Stay Awake (Sweetbeat Music — ASCAP) 90	You're My Girl (Bright Smile — ASCAP) 40
	Just Be My Lady (Nineteen Eighty Five — BMI) 95	Step By Step (Briarpatch/DebDave — BMI) 16	
	Just Once (ATV/Mann & Well — BMI) 42	Stop Draggin' (Gone Gator/Wild Getor — ASCAP) 7	
	Lady (Jobete & Cornmodores — ASCAP) 8	Straight From The (Pangola/Careers/Milene — BMI) 44	
	Love All The (Irving/Ljjeslrka Music — BMI) 76		



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

CASH BOX NEWS



BOARDWALK SIGNS STARR — Ringo Starr has signed a long-term recording contract with Boardwalk Records and his first album for the label, "Smell The Roses," is slated for release in October. Pictured are (l-r): attorney Arthur Indusky; Irv Biegel, executive vice president of Boardwalk; attorneys Gary Stamler and Bruce Grakal; Hilary Gerrard; Barbara Starkey; Neil Bogart, Boardwalk president; and (seated) Starr.

Print Staging Comeback As Viable Ad Tool For Records

by Marc Cetner

LOS ANGELES — Co-op print advertising for record retailers, one of the first cutbacks when the economy crunch hit the music industry in 1979, is once again becoming a valid form of pushing certain kinds of product. Still taking a back seat to radio as far as co-op dollars from record companies are concerned (the average ratio is about 80% radio to 20% print), print advertising has seen a moderate resurgence due to the radio airwaves becoming so tightly formatted, the audio-video boom and the advent of midlines.

And while retailers maintain that most major metropolitan newspapers' ad rates are too exorbitant to advertise with any consistency, alternative weekend publications, local music magazines, school newspapers and community tabloids have developed into regular vehicles for bringing in store traffic.

The promotion of a store wide sale, an ar-

CBS Restructures Its Distribution, Sales Network

LOS ANGELES — CBS Records has restructured its field sales force and distribution organization in a move to "achieve greater efficiency and better results," according to a company spokesman. It has also realigned its product management and artist development departments.

Although exact details of the CBS restructuring were not available at press time, it was confirmed that some personnel cutbacks occurred as a result of the move. According to the company spokesman, the cutbacks "involved a small number of people."

Interestingly, it was almost a year ago to the day that CBS announced a major reshuffling of its sales and distribution arm, introducing more vice presidents into the field and increasing its sales territories from five to six regions (**Cash Box**, Sept. 6, 1980).

Under the terms of last year's restructuring, new distribution vice presidents were named to head the Eastern, Central and Western divisions, with regional vice presidents reporting to them.

The CBS spokesman declined to comment on whether the current restructuring involved any changes in either the regional alignment or the vice presidential set-up. He did say, however, that details of the field reorganization would be forthcoming.

tist who boasts a large catalog, a long list of budget and midline titles or audio-video equipment and accessories is more effective in the print medium, according to a majority of national retailers polled recently by **Cash Box**. But the virtue of print advertising goes further than explaining a lot of information in a small amount of space.

Reaches Passive Buyer

"Print especially reaches the passive buyer — the audience that's not involved with music or the radio directly," said Bobbi Stauffacher, national advertising director for Budget Records in Denver. "The midlines really appeal to that group, because they feature old favorites at bargain prices."

Lee Cohen, director of advertising for the Los Angeles-based Licorice Pizza chain, agreed with Stauffacher's assessment and added that there are other promotions that lend themselves to the printed media.

"Catalog and midline series — anything with a long variety of titles — can't really be explained in a 60 second spot on radio," said Cohen. "They need a visual lay-out, so print is important in those situations."

Cohen, like many of his contemporaries, has also shied away somewhat from advertising in major metropolitan newspapers like the Los Angeles Times, opting instead

(continued on page 22)



COLUMBIA/BADLAND LOGO DEAL LAUNCHED — Columbia Records and Bruce Bird's Badland Records recently signed an agreement through which records by a variety of artists will appear worldwide under the Columbia/Badland logo. First release will be an LP by Los Angeles band Streak. Pictured seated at the signing are (l-r): Myron Roth, senior vice president and general manager, West Coast operations, CBS; Bird; Dick Asher, deputy president and chief operating officer, CBS Records Group. Pictured standing are (l-r): Al Teller, senior vice president and general manager, Columbia; Mickey Eichner, vice president, National A&R, Columbia; Marvin Cohn, senior vice president, business affairs, CBS.

Roshkind Bows M&M Records, New Indie 'Boutique' Label

by Richard Imamura

LOS ANGELES — Michael Roshkind, vice chairman of Motown Industries until he retired last year, has re-entered the record industry with a new label, M&M Records. In addition, the veteran industry executive also formed two support companies — R&L Distribution and Roshkind Music Publishing.

All three new companies are wholly-owned subsidiaries of Century City, Calif.-based Roshkind Assoc., and under the newly announced organizational structure, M&M will sign and record its own acts; R&L will oversee marketing and distribution of M&M product, plus that of some independent labels and production companies currently in various stages of commitment; and Roshkind Music will work with M&M acts.

Mike Lushka, former chief of marketing at Motown, has been named executive vice president of both M&M and R&L. Other staff appointments so far include Steve Jack, head of sales, and Pat Means, executive assistant for marketing.

The artist roster for M&M will be kept relatively small, in keeping with a "boutique" label approach. "We are not interested in a mass or massive approach," Roshkind explained. "We will be using rifles, not buckshot. Our objective is to be the Rolls Royce of marketeers, the Tiffany hand-crafted operation that cannot possibly be approached by the major companies."

"The boutique aspect of our career building and development of our artists includes a comprehensive package of publicity and public relations, concert tours here and abroad, television promotion, national advertising tie-ins and merchandising, all on a scale of expertise we feel is unequalled in the industry," he explained.

While Roshkind wasn't prepared to reveal the names of acts currently in negotiation with M&M/R&L, debut product is expected by the end of September, with a total of four-to-six LPs anticipated by the end of the year.

'Re-Mix Syndrome'

Roshkind added that one of the most common mistakes a label can make in career building is management inter-



Michael Roshkind

ference and meddling in the creative process — something he termed the "re-mix syndrome." M&M will make a point of working with the artist, providing its own expertise in marketing and leaving the creative process alone.

"There are too many constraints put on creativity," according to Roshkind. "Once the artist and his manager delivery their best effort, it's up to the record company to market the product effectively instead of wasting time second guessing the artist."

"When an act comes to us, we will package and present their product to the

(continued on page 10)

Welk Music In Tentative Accord To Acquire Pi-Gem

by Jennifer Bohler

NASHVILLE — The Welk Music Group has reached a tentative "multi-million dollar" agreement to acquire Pi-Gem/Chess Music, the second largest publishing house in Nashville. If all of the details of the agreement are worked out, Welk will absorb Pi-Gem/Chess within 30 days.

Pi-Gem/Chess, owned by producer Tom Collins and singer Charley Pride, had been receiving offers "for the last year or so" from Welk, according to Collins. While declining to be specific, Collins did confirm that it was a "multi-million dollar" deal.

"It's really hard for me to do this because I put my heart and soul into this company and the catalog," said Collins, who indicated that he would "follow the production route" now.

Formed in the early-'70s, Pi-Gem/Chess rose to become the second largest publishing house in Nashville with a strong stable of writers. Among the many prominent Pi-Gem/Chess writers are Kye Fleming and Dennis Morgan ("Smokey Mountain Rain" for Ronnie Milsap and "Years," "Crackers," "The Best Of Strangers" and "I Was Country When Country Wasn't Cool" for Barbara Mandrell; "Missing You" and "There's A Little Bit Of Hank In Me" for Pride; and "Morning Comes Too Early" for Jim Ed Brown and Helen Cornelius), Archie Morgan, Blake Mevis, Gary Harrison, John Schweers and Charles Quillen, to name a few.

At presstime, a company source said that the entire Pi-Gem/Chess staff (other than the writers) would be let go when the official changeover to Welk takes place.

Total Experience Sues PolyGram In \$11 Million Contract Dispute

by Michael Martinez

LOS ANGELES — Total Experience Prods., Inc. recently filed two separate suits in Superior Court here against Phonogram, Inc. and parent company PolyGram, Inc. over contract disputes involving two of its acts. The suits collectively ask \$11 million in exemplary and punitive damages.

One suit filed by the Hollywood-based production company, headed by Lonnie Simmons, charges that Phonogram/Mercury, which released an album in late 1980 featuring Yarbrough & Peoples, failed to exercise the first of its three options for additional product in time on a one-year contract between Total Experience and the label.

Statements Contested

The suit further charges that by making public statements that the act was still under contract with Phonogram/Mercury, the label interfered with Total Experience attempts to shop new product by the duo with another major record company.

The other suit charges that Phonogram breached another contract with the company by failing to release an album derived from masters delivered to the company

containing performances by the artist Robert Whitfield, aka Goodie. The suit further charges that Phonogram attempted to block efforts by Total Experience to shop the Goodie product elsewhere in the same manner described in the Yarbrough & Peoples suit.

Regarding both suits, a spokesman for PolyGram declined comment, explaining that the filings have not yet been reviewed by PolyGram attorneys. But a spokesman for the company did say that "we believe the groups are under contract. We will be filing a cross-complaint which should tell the story behind the whole situation."

In both suits, the Total Experience asks the court for declaratory judgment so that both the production company's and PolyGram's rights, duties and obligations under terms of the contract may be ascertained.

Damages Sought

In the first suit, charging that the label intentionally attempted to interfere with the Total Experience efforts to deliver the product to another major label, the production company asks for \$10 million in punitive and exemplary damages.

Since the actual amount of damages Total Experience has suffered has not yet been ascertained, the suit asked the court leave to amend the damages when they have been determined.

Charging virtually the same actions on the part of PolyGram and including the additional charge of breach of contract, the second suit demands damages of \$1 million, asking the court leave to amend such a figure when a more precise amount is ascertained.

The first suit finally asks that the court issue a permanent injunction against the label, barring it from interfering with Total Experience efforts to enter a contract with another company for the delivery of masters embodying the performances of Yarbrough & Peoples.

Chapman Sentence Is Twenty Years To Life

NEW YORK — Mark David Chapman was sentenced to 20 years to life in prison last week after pleading guilty to shooting John Lennon last Dec. 8.

Under the terms of the sentence, Chapman must remain in prison 20 years before he is eligible for parole. Acting Justice Dennis Edwards, Jr., who pronounced the sentence in New York State Supreme Court in Manhattan, also recommended that Chapman receive psychiatric treatment during his incarceration.

Before being sentenced, Chapman read a passage from *The Catcher In The Rye* by J.D. Salinger to the court as his statement. He reportedly was carrying the same book with him the night he shot Lennon.



Vince Faraci

Faraci Upped To Atlantic Sr. VP Nat'l Promotion

NEW YORK — Vince Faraci has been promoted to senior vice president, national promotion, Atlantic Records. He will report to Dave Glew, executive vice president/general manager, Atlantic.

With this promotion, Faraci will be responsible for all of Atlantic's pop and AOR promotion activities and will work with the Cotillion Records R&B promotion staff. In addition, Faraci will coordinate all Atlantic/Atco promotion efforts.

In announcing the promotion, Glew noted, "Since last year, Atlantic has been enjoying one of the hottest streaks in the company's history. This promotion serves to recognize Vince's close involvement in our successes. His dedication and professionalism have helped make Atlantic Records the power that it is in the industry today."

Faraci has been with Atlantic 12 years. He started as Southwest regional promotion representative and in 1969 joined the national pop promotion staff. In 1974, he was named national pop promotion director and in 1979 was named vice president, promotion.

MCA, Thorn-EMI Form Joint Video Production Firm

LOS ANGELES — A new joint venture between MCA and Thorn-EMI has been developed to produce and distribute programming for the home video market. Although the focus will be on the home video markets, a spokesman for the new concern, which is called MCA-Thorn EMI Programs International, said it will also develop material for commercial TV, theatrical and pay-TV film markets.

According to Jim Fiedler, MCA Discovision president, an independent management team is being developed to operate the company, which will draw resources from both parent companies, "including financial as well as artistic contributions."

Programming, according to Fiedler, will range from "how-to" shows aimed at cable TV to feature films for the international marketplace. He said that many projects would be developed for a variety of markets, with an emphasis on home video markets, including the VHD and LaserVision videodisc systems.

Fiedler said the company's management will have a smaller staff that will work to attract artistic input from a vast network of independent production companies, which he hopes will allow for more flexibility and a wider variety of ideas.

MCA Videodisc will distribute MCA-Thorn EMI programming in the U.S. and Canada and will also work with sub-distributors in the rest of the world, except

(continued on page 10)



Scintillating punk funk ravings of Motown recording artist Rick James have tempered into platinum plus performances and provided the foundation for a career in recording for years to come.

The Buffalo, N.Y. native's most recent LP, "Street Songs," has already been certified platinum as it currently rests atop the **Cash Box** B/C Albums chart. The album's quick rise to this summit was powered and is being sustained by the recent ascension of the single "Give It To Me Baby" to the number one spot on the **Cash Box** B/C singles chart and the current top ten status of the album's second single "Super Freak," now bulleting at #6 on the **Cash Box** B/C singles chart.

But James is no stranger to success. His Motown debut LP, "Come Get It," has also reached the platinum plus mark, yielding top ten R&B hits like "Mary Jane" and "Dream Maker." His platinum follow up "Bustin' Out Of L Seven," offered a high-powered title track and hot dance floor numbers like "High On Your Love" and "Fool On The Streets."

James followed that album with "Fire On Up" and then "Garden Of Love," which illustrated that, although a punk funkier up front, there was a sensitive, diversified talent underneath capable of rendering touching ballads. He further demonstrated his penchant for diversification by producing two albums for his backing players, the Stone City Band. He also nurtured the beginning of labelmate Teena Marie's career with the album "Wild And Peaceful."

The seeds for this success were cultivated after James left his Buffalo home where he grew up on a diet of Della Reese, Billie Holiday, Dakota Staton, Bessie Smith, the Beatles and the Temptations. In Toronto he helped form a band called the Mynah Birds, a band which included future members of Steppenwolf and Buffalo Springfield. The band also included Neil Young, who went on to superstardom as a solo artist.

After a stint with that outfit, James became a staff writer at Motown, writing for acts like the Spinners, the Marvelettes and Bobby Taylor.

But it was his own solo debut that launched his stardom, which is set against an endless horizon.

Japanese Retailers Reiterate Call For Ban On Rentals

by Koza Otsuka

TOKYO — A special committee of the AARDJ, the association representing record retailers here, has called for a national meeting of manufacturers to confront the growing problem with record rental shops. The AARDJ committee recommendations were made at its Aug. 11 meeting.

At the autumn meeting, the AARDJ hopes to convince the manufacturers to stop providing product to rental shops, which now number at least 400.

The AARDJ will also fully support the efforts of the Japan Phonograph Record Assn. (JPRA), the manufacturers' trade association, in its efforts to get the government to ban the practice officially. The JPRA is currently in court in Tokyo on this matter (**Cash Box**, April 11).

Finally, the AARDJ committee urged all of the association's member companies to sponsor petition drives throughout the nation in support of the ban on record rental shops.

In a recent survey, the JPRA found that over 400 record rental shops are currently in operation in Japan. The Kyushu district topped the list with 78 known record rental shops, followed by Tokyo with 68 and the Kansai district with 61 (**Cash Box**, Aug. 1).



PRECIOUS PAT AT PIER 84 — Chrysalis recording artist Pat Benatar recently performed before a full house at New York's Pier 84 as part of a four-month tour in support of her first number one album, "Precious Time." Pictured are (l-r): Jeff Aldrich, Chrysalis vice president of A&R and artist development; Neil Geraldo, Benatar's guitarist; Benatar; and managers Richie Fields and Rick Newman.

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ALVIN, YOU
REALLY
LOOK COOL!

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KNOW...
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SINCE
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NEW FACES TO WATCH

Orchestral Manoeuvres In The Dark

Not so long ago, any band based around synthesizers as lead instruments was bound to be looked upon as a novelty. As the price of synths has come down to where the kid down the block could afford to own one, however, the image of bands that use them changed accordingly. Virgin/Epic recording act Orchestral Manoeuvres In The Dark considers itself one of the new breed of bands for whom the synthesizer is a means, not an end.

"I think people will be using a good deal more technology over the course of the '80s," says Andy McCluskey, who wields bass guitar in addition to all manner of keyboards and synths, "but I don't think they'll be making it part of their image as they did in the past.

"Take Kraftwerk during the '70s," he states. "Their whole image was of 'music of the future' and 'robot music,' but they were really just celebrating the potential of the synthesizer. Now that potential is being realized, and the novelty has worn off. We admire synthesizers for their versatility, but we've never really crusaded on behalf of them."

OMD is basically a two-man group consisting of McCluskey and Paul Humphreys, although the line-up is augmented on stage and sometimes on record by a drummer and extra keyboard player. Longtime friends, McCluskey and Humphreys began working under the name Orchestral Manoeuvres In The Dark (the title of a song they wrote together five years ago) about two and a half years ago in Liverpool as a "duo plus tape recorder." Around that same time, other new Liverpool bands such as Echo & the Bunnymen and The Teardrop Explodes were just getting started, but Humphreys says, "We were always very independent of what was being called the 'Liverpool scene,' perhaps because we actually lived across the river."

OMD got its first recording deal after sending a tape to Tony Wilson, head of Manchester's Factory Records, in hope of winning a spot on Wilson's local TV show. Instead, Humphreys recalls, "He called us up and said, 'I've got a better idea. Let's put out a single on my label.' We never did get onto his TV show!"

The single, "Electricity," did extremely well. A copy managed to find its way to Carol Wilson, managing director of Virgin's DinDisc custom label, who contacted OMD and asked for demos. After hearing them, DinDisc signed the duo to a long-term deal.

McCluskey and Humphreys invested a good deal of their advance money in setting



up their own 24-track recording studio, the Gramophone Suite, in Liverpool. Humphreys says that they now spend "about half our time when we're not on the road" writing, rehearsing and recording demos at the studio. "We wanted to have total control over what we did, and we thought the best way to get it was to do things ourselves at our own studio," Humphreys says.

Although OMD self-produced its first British LP at the Gramophone Suite, for the second "Organization," they moved to Ridge Farm Studios and added an experienced co-producer, Mike Howlett. The American debut LP, "O.M.D.," is a collection of the best tracks from the two British discs, plus both sides of their first Factory single.

"O.M.D.'s wide variety of styles makes the group hard to classify, not just as a synthesizer band, but as owing allegiance to any particular musical camp. "Enola Gay," a song about the plane that dropped the atom bomb on Hiroshima, is a sprightly pop number that sounds almost like what the Ramones might if they replaced their guitars with synths. The song has become a huge international hit and has been a dance club favorite in this country for some time. On the other end of the musical spectrum is "Stanlow," a brooding, slow piece inspired by the huge oil refinery where Paul's dad, sister and brother-in-law work.

"Our number one aim is not to get rich and famous," says McCluskey, "but to be able to keep doing things that interest us. We're even moving away from synths on the new record we're working on. We've got a lot more acoustic and choral sounds on it. It almost sounds like church music at the moment."

Songwriters Mark '82 World's Fair

NASHVILLE — Veteran songwriters Mitch Torok and Ramona Redd have announced the completion of 10 songs that will become a concept album commemorating the 1982 World's Fair in Knoxville.

The album, entitled "Goin' To The Fair (Tennessee Heroes and Other Tall Tales)," is based on events, history, and characters of the state of Tennessee, and information for the undertaking was supplied to the songwriters by the Tennessee Historical Commission. The album is being hailed as the first ever to be wholly devoted to the Volunteer State.

Torok, a former recording artist from the '50s and '60s is to be the featured artist on the release with appearances by other guest artists, including a new band, the Smokey Mountain Express.

Songs penned by the Torok-Redd duo for the album are "Dixie," "Goin' To The Fair," "The New Ballad of Davey Crockett," "The Legend of Casey Jones," "The Ballad of Jack Daniels," "The High and Winding Road to Gatlinburg," "Mr. Handy (Sure Was Handy With The Blues)," "If The Walls In The Ryman (Could Only Talk)," "See Rock City" and "Ode To Cades' Cove."

The songs will also be used as a vehicle

for a 30-minute multi-media one-man show featuring Torok. The show, which will include the use of slides, film, laser beams and the holograms, will provide a better understanding of the events and characters in the album.

The show will be presented daily during the World's Fair in Knoxville, beginning in May and lasting through the Fair's conclusion in October 1982. The show will then be placed in Nashville as a permanent tourist attraction. Negotiations for a building in Knoxville to house a 300-seat theater are currently underway.

Torok recently began recording the album in Nashville with label affiliation and distribution announcements forthcoming. A local audio-media firm will be named to coordinate the album with the show once the record has been completed with marketing of the product to begin at Christmas with a statewide television ad campaign.

Torok and Redd have authored songs for Jim Reeves, Dean Martin, Hank Snow, Sonny James, Glen Campbell, Jerry Wallace, Bill Phillips, Margie Bowes, Kitty Wells, Carl Perkins, Hank Williams, Jr. and others.

MANAGER'S PROFILE

Roy Rifkind: 30 Years In The Business Pays Big Dividends

by Larry Riggs

NEW YORK — As president of Guardian Prods., parent company of Spring/Posse Records, Roy Rifkind believes his experience managing black acts over the last 30 years has helped make him successful in the record business.

Not surprisingly, Guardian, which he formed in 1965, has an impressive track record. The Spring roster includes Millie Jackson and the Fatback Band, who have four gold records between them, as well as Busta Jones, King Tim and The Facts of Life. Posse acts include the Glories, the Ritz, Clare Bathe and Joe Simon, who won a Grammy for "The Choking Kind."

Guardian is somewhat a family operation, run by Rifkind and his brother Julie. A third partner, Bill Spitalsky, is a longtime friend.

The Rifkinds grew up with music. Their father, Harry, had a five-piece band in Brooklyn and the two brothers were exposed to the business at an early age. Nevertheless, Roy Rifkind did not go into the industry right away. Instead, he enrolled in Pace Institute as an advertising student just after the end of World War II.

After graduating, he held down several advertising jobs, eventually landing at J. Walter Thompson. "It was the early 1950s then, and my job was to oversee the commercials of all the television shows that were produced by J. Walter Thompson," said Rifkind. "In those years, the agencies produced their own shows."

When TV moved from New York to Hollywood, Rifkind stayed behind. "I was asked to move to California, but I'd just gotten married and had a baby, so how was I supposed to move to California on spec?" he said. "I decided not to do that and just concentrated on managing acts."

During that time, Rifkind got to know some of the prominent disc jockeys, including Doctor Jive and Tommy Smalls, who introduced him to his first act, The Wanderers. "They were four black guys who sang like the Mills Brothers," he said. "Then rock 'n' roll came in and they tried to change their style of singing. It was difficult."

Rifkind was building a reputation as a successful manager of black acts. "I took four unknown black guys and put them on the *Ed Sullivan Show*. I built a rep that way," Rifkind recalled. As rock 'n' roll came into its own, he continued to expand, taking on acts like the Shirelles, Chuck Jackson and Tommy Hunt.

Meanwhile, Rifkind's brother Julie had just left MGM Records to form a company called Bang (with Bert Burns, the author of "Twist and Shout," and "A Little Bit of



Roy Rifkind

Soap"). Bang had two groups, The Strangeloves and the McCoys, which produced Rick Derringer. Roy Rifkind wound up managing the two groups. During this time he entered into an agreement with ABC. "I was able to set up a situation with ABC, who wanted us to form another label, Boom, to be distributed by them," Rifkind said. "This was the time I started Guardian Prods."

"The label didn't become successful, so we concentrated on our production company. We produced acts like Little Eva for MGM," Rifkind said.

Rifkind's next move was to book talent for hotels in Las Vegas through Guardian. "Kirk Kerkorian had just bought the Flamingo Hotel and had plans to build the International Hotel," he said. "We were being prepped to start lining up talent for the new International Hotel. The first act we really negotiated for was Barbra Streisand. We later got Johnny Cash, Elvis Presley and Perry Como."

Problems arose, however. "It got so big that they wanted us to move out to Las Vegas, and there was no way we were going to stop the other things we were doing in the record world," Rifkind said. "So we convinced them to hire Bill Meiler to become the talent buyer for the hotels, and we acted as consultants out of New York."

Buying talent for the hotels led him to start Spring. "They (MGM) wanted us to stay and develop a new line through MGM, knowing that we had background in the record industry," said Rifkind. "But we never finalized the deal. Instead, we met Jerry Schoenbaum, president of the new Polydor company. He told us what he was doing, we told him what we were doing, and he said, 'why can't we work together?'" Spring is still distributed through PolyGram.

With these successes behind him, Rifkind is looking to the future. His new concert division will stage shows on Broadway and broadcast them via satellite to venues in major cities in the U.S. and abroad.



ASCAP HONORS PUENTE AND MACHITO — The American Society of Composers, Authors and Publishers (ASCAP) recently honored Tito Puente and Machito at a ceremony kicking off the Tito Puente Scholarship Fund Concert, which will take place Oct. 23 at Avery Fisher Hall in New York City. Karen Sherry, ASCAP director of public relations, presented plaques to Puente and Machito honoring their accomplishments in music. Pictured at the presentation are (l-r): Machito, Sherry, Puente and Willie Hernandez, ASCAP membership representative.



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Kudolla Promoted To Merchandising VP Post At CBS

NEW YORK — Rich Kudolla has been appointed vice president, marketing, western region, CBS Records. He will report to Tom McGuinness, vice president, marketing branch distribution, CBS Records.

Kudolla will direct the marketing, sales and distribution activities of the Columbia, Epic, Portrait, CBS Associated labels and CBS' P&D labels throughout the Western region. He will oversee the branch managers, single record coordinators and regional coordinators in his region and work closely with regional promotion executives. He will be based in Los Angeles.

Since 1980 Kudolla has been vice president, marketing, Mid-Central region, CBS. From 1977 through 1980 he was branch manager, Cleveland/Pittsburgh area. He joined CBS in 1975 as sales representative, Indianapolis. He moved to Los Angeles as field sales manager in 1976.

CBS Names Kipperman Head Of Youth Network

LOS ANGELES — Robert Kipperman has been named vice president and general manager of RadioRadio, the new young adult-oriented network that CBS Radio plans to launch in the Spring 1982. He is rejoining CBS Radio from CBS-TV, where he served as vice president, eastern sales, since November 1979.

In addition to Kipperman, other executives named were Lawrence Storch, director of sales; David West, director of affiliate relations; Leslie Corn, director of programming; and Larry Cooper, news director.

Robert Hosking, president of CBS Radio, explained that RadioRadio was chosen as the name for the new network "because it best exemplifies the fast-paced lifestyle of today's young adults and conveys the feeling of movement and excitement its programming will present to the youthful listener."

The new web, which calls for music specials and concerts, news and features geared for younger audiences, will have two-minute segments of news produced by CBS Radio every hour.

Three Upped At Warner

NEW YORK — Arnold Rosen, Sy Feldman and Herman Steiger have been promoted to new positions at Warner Bros. Publications, Inc.

Steiger was appointed senior vice president. He will oversee all marketing functions and continue to pursue new acquisitions. He was formerly vice president.

Rosen was appointed vice president/general manager. He joined Warner Bros. in 1974 as head of the educational department of the print company.

Feldman, formerly production manager for the popular music division, was appointed director of publications and creative services. He will supervise all production activity.

Roshkind Bows Music Companies

(continued from page 5)

fullest," he added. "Total career enhancement is what this company is all about. It's not enough to just make a hit record — we want to build people and careers."

While M&M will be an artist-oriented label, R&L Distribution will provide the business support. In addition to M&M product, R&L will also work with independent labels and production companies.

"We have already created a network of the top independent distributors in the nation, which will give the production companies that affiliate with us, as well as our artists and producers, the best possible sales impact in today's changing record industry," Roshkind said.

The use of independent companies will also be a major element of M&M/R&L's promotion efforts. At presstime, Roshkind indicated that at least seven prominent indie promoters across the country have been retained by M&M/R&L.

In addition, Roshkind indicated that video will play an important role in the development and promotion of M&M/R&L acts. "Every recording session or concert we do will be video-taped," he said. "Every time an artist goes in front of a mike is a moment to record. This way, we can provide features for pay TV or use the video for promotional purposes in Europe and elsewhere overseas."

"Cable television, videodisc systems, closed circuit TV, videotape promotions are basic ingredients in the immediate future of our business," he added. "You can be sure we will have an extraordinary share of these relatively new developments."

Future plans include a motion picture/TV/Broadway arm of Roshkind Assoc. "All of the new developments in the entertainment industry have been in hard goods, not software," he said. "It shouldn't be that way."

Roshkind Assoc. is located at 10100 Santa Monica Blvd., suite 1320, Los Angeles, Calif. 90067. The telephone number is (213) 556-2122.

MCA, Thorn-EMI Join In Vid Production Firm

(continued from page 6)

the United Kingdom, where London-based Thorn-EMI Video Programmers Ltd. will be responsible for marketing.

Selecting markets for various programming, Fielder explained, will depend "on the nature of the project and the economic opportunity."

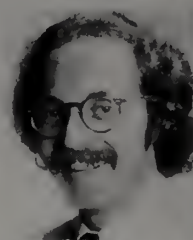
He said that the latter would be well researched as to where a particular project is feasible. Principal photography and production for a given project would be shot in total and then it would be determined whether the project could be sold to video, commercial or pay TV, theatrical film or some combination of all such markets.

Knoll Records Bows With Cotton Album

NEW YORK — Knoll Records, a new label based in New York, has debuted with a new album by Gene Cotton, "Eclipse of the Blue Moon," which will be supported by a major promotion, advertising and sales effort.

Mike Manocchio, former vice president of Ariola Records, has been retained by Knoll to coordinate all label activities. His budget allows for sustained efforts in major markets, as well as expansion into other areas as opportunities occur. Knoll will go through independent distributors, with Roy Norman's Music Marketing Systems Co. directing distribution and sales.

The advertising campaign for "Eclipse of the Blue Moon" is being handled by Marvin Korman Co., Inc. Press representative is Richard Gersh Assoc., Inc.



Altbach



Cervantes



Plant



Sparago

Destiny Names Three — Destiny Records has announced the appointments of Roy Altbach as vice president of artist development, A.J. Cervantes as vice president of international and Pamela Plant as director of production/A&R administration. Altbach is a principal in Altbach-Price Management, Cervantes, formerly with Butterfly Records, a principal in Multi-Media Communications, and Plant, formerly of ABC Records and MCA Records, was most recently with the entertainment law firm of Pollock, Bloom and Deckem.

NARAS Elects Five — The National Trustees of the Recording Academy (NARAS) have elected five national vice presidents, Benny Barth of San Francisco, Robin McBride of Chicago, Helen Merrill of New York, Tommy Roe of Atlanta, and Harold Streibich of Memphis, according to an announcement by The Academy.

Sparago Named At Alfa — Alfa Records has announced the appointment of Berni Sparago to vice president of sales for Alfa.

WMOT Names Grossman — WMOT Records has announced the appointment of Berni Grossman as vice president of sales for the CBS distributed label. Previously, he was with A&M Records as director of national accounts and most recently, he was a vice president at Alfa Records.

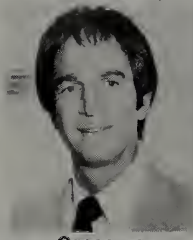
Meyaart Appointed — Paul Meyaart has been named vice president-operations for Magnetic Video International. He was formerly chief financial officer of Amdisco Corporation. Prior to that he was vice president-finance and treasurer of Boyle-Midway, division of American Home products.

MCA Distributors Names Three — Chuck Thagard has been named regional sales manager for the western states for the video division of MCA Distributing Corporation. Roger Mill has been named regional sales manager for the midwest and southwest for the video division of MCA Distributing Corporation and Louis Feola has been named regional sales manager for the east coast for the video division of MCA Distributing Corporation.

MVC Names Puleo — Sam R. Puleo has been appointed midwest regional manager for Magnetic Video Corp. He was formerly with Sylvania for five years as the midwest branch manager. Prior to that he spent eight years with Fedders-Norge.

Pasha Appoints Baron — The Pasha Music Organization has named Duane Baron a director of engineering for Pasha Music House. He joined Pasha Music House four years ago as second engineer for the recording studio.

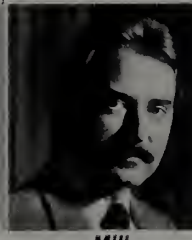
RCA Promotes Jones — RCA Records has promoted Richard Jones to manage north east regional promotion. He joined RCA Records in 1978, as a local promotion man in Philadelphia.



Grossman



Thagard



Mill



Feola

Blumenthal Named At RCA — The appointment of Alan J. Blumenthal as a director of advertising for RCA "SelectaVision" VideoDiscs has been announced. Prior to joining RCA, he was an account supervisor with the William Esty Company. Before that, he worked with Wells, Rich, Greene, Inc. as account supervisor.

Lane Named At Emerald City — Lisa Lane has been named assistant director of A&R for the Atco-distributed Emerald City Records label. She comes to Emerald City from CBS Records, where she held positions in both the A&R and national sales & marketing departments.

Changes At MTV — Warner Amex Satellite has named Larry Kaufman to manage marketing research, and Patricia Stokes to manager, MTV: Music Television Research, WASEC. Previously Kaufman was manager, program research. Stokes was previously manager, audience analysis.

Laufer Named At PolyGram — Jeff Laufer has been promoted to western regional promotion manager, PolyGram Records, Inc. Prior to joining PolyGram, he served as Atlantic Records' promotion manager.

Changes At Arista — Arista Records has announced the following promotions in the label's sales department: Richard Blasi has been promoted to regional sales coordinator, Eddie Simpson has been named Arista's east coast regional advertising coordinator, Lynda Charlesworth has been promoted to order clerk for the sales department.

Seidman Named At Warner Amex — Warner Amex Satellite Entertainment Company has announced the appointment of Steve Seidman as manager, program research. Prior to joining WASEC he was senior project director, B. Angell & Associates, a marketing research supplier.

PolyGram Promotes Hayes — PolyGram Records has announced the promotion of Wanda Hayes to Capitol region promotion manager, black music marketing. Hayes most recently a sales manager for PolyGram Distribution, came to the company in 1977 from RCA Records where she had served as a promotion assistant.

Miller To Stone Country — Russ Miller has joined the staff of Stone Country, Inc. His involvement with Stone Country will be in record marketing, television, special project coordination and artist development. For eight years he was head of A&R for Elektra Records.

Neilson Named — Natalie Neilson has been named administrator of Adam's Da Management. She was with Warner Brothers Publishing in Los Angeles and has been active in the Bay Area chapters of Women in Music and NARAS.

LaPine Named At Digital — Anthony N. LaPine has been named chief executive officer of Digital Recording Corporation. He was formerly chief operating officer at International Memories Incorporated of Cupertino, California.

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NEW AND DEVELOPING ARTISTS

RICHARD "DIMPLES" FIELDS (Boardwalk NB7-1124)

I've Got To Learn To Say No! (4:30) (On The Boardwalk Music, Dat Richfield Kat — BMI, Songs Can Sing — ASCAP) (R. Fields, B. Wilson) (Producers: R. Fields, B. Wilson)

Dropping his dreamy ballad vocal style for a more uptempo excursion, "Dimples" comes back here with an inspired funkier to follow his rendition of "Earth Angel" and "She's Got Papers On Me."



MICK FLEETWOOD (RCA JH-12308)

You Weren't In Love (3:43) (Chappell Music — ASCAP) (B. Fields) (Producers: R. Dashut, M. Fleetwood)

Fleetwood's excursion to the African continent produced this highly textured folk number, which is complete with mid-tempo clicking guitars, sweeping strings and easy percussion fills. Mick's love lament on this song is evident through his urgent vocals, which should attract airplay at pop and A/C radio.



SPUNK (Gold Coast P-A-1101)

Get What You Want (3:56) (Marv Stuart Music, Jabo Music — BMI) (Boyce) (Producers: J. Boyce, S. Levine, R. Tufo)

Eschewing their identities as producers, aka BLT, Spunk debuts on Gold Coast with some rap funk that mixes the grit with spit to come up with a real dancer. The bass starts thumpin' and the vocals start humpin' and the keyboard and guitar ain't messin' about.



BENNY HESTER (Myrrh M-288)

Nobody Knows Me Like You (3:28) (Word Music — ASCAP) (B. Hester) (Producer: M. Omartian)

Contemporary Christian music has made several strides in recent years, and with Hesters' music here, the adult contemporary feel will introduce still another market to diverse message music. Backed by a soft acoustic piano, majestic string arrangements and a strong rhythm guitar, Hester's voice has a solid pop platform a la Chris Cross from which to work.

CHARLIE DORE (Chrysalis CHS 2536)

Listen (3:52) (Ackee Music — ASCAP) (C. Dore) (Producer: S. Levine)

Equipped with the folky feel of Joni Mitchell and fellow Brit Judie Tzuke, this lady sets her music to a multi-layered pop tapestry on the title cut from her just released LP. The sound is highlighted by Ian Underwood's synthesizer textures and the occasional guitar solo flurry of dream session guitarist Steve Lukather.



DEBRA LAWS (Elektra E-47198A)

Meant For You (3:59) (Almo Music, Noa-Noa Music — ASCAP) (D. Lasley, R.J. Seeman) (Producers: R. Laws, H. Laws)

Debra Laws' pristine vocals ride aboard a Stevie Wonder-influenced groove about love and dreams come true. Tasty lick rhythm guitar, well-balanced vocals and swooning strings accent Laws' vocal stylings. With brothers Hubert and Ronnie producing this outing, little sister's best chops come forward.



STEVIE WOODS (Cotillion 46016)

Steal The Night (Sunrise Publishing — BMI) (B. Bowersock, T. Veitch, M. Vernon) (Producer: Jack White)

A rich, sincere voice is the immediate draw on this mid-tempo love funkier by newcomer Stevie Woods, whose rhythm guitar work here also excels. A wistful mouth organ line weaving throughout the song harkens to the early Stevie Wonder ballad sound, but it is Woods' distinct vocal stylings that stand out on this cut.



BILLY IDOL (Chrysalis CHS 2543)

Mony Mony (3:23) (Big Seven Music Corp. — BMI) (T. James, R. Cordell, B. Bloom, B. Gentry) (Producer: K. Forsey)

The debut U.S. single for Billy Idol as a solo act (he fronted Proto-punk group Generation X in the U.K. a few years back), this energetic cover of the Tommy James and the Shondells vintage classic is a real mover. Retaining the original spirit of the James version, but using a more modern, sparse sound.

FEATURE PICKS

TOM SCOTT (Columbia 18-02496)

So White And So Funky (3:35) (Tomscot Music/Careers Music — BMI) (T. Scott, R. Preston) (Producers: T. Scott and H. Cicalo)

Tom Scott is one of the most prolific reed sessionists coming from a R&B/jazz base. On this tune, complete with vocal commiseration from soulster Dr. John, Scott examines the fair-haired, but often gritty side of blue-eyed funk. For pop.

DEVO (Full Moon/Asylum E-47204-A)

Working In The Coal Mine (2:47) (Marsaint Music — BMI, Warner-Tamerlane Publishing) (A. Toussaint) (Producers: Devo)

From the soundtrack to the film *Heavy Metal*, the Buddenmen come up with spacey version of this classic workingman's rave-up.

GENE CHANDLER (Chi-sound/20th Century Fox TC-2507)

Love Is The Answer (3:54) (Cachand Music, Gaetana Music, Ensign Music — BMI) (J. Thompson, E. Dixon) (Producer: G. Chandler)

Gene Chandler has progressed with the times as well as any veteran of the early R&B heyday. Here he offers a slick B/C package, complete with tight staccato horn lines, slicing synthesizer work, dreamy keyboards and his even dreamier vocals. For B/C programmers.

MARTY BALIN (EMI America A-8093)

Atlanta Lady (Something About Your Love) (3:27) (Mercury Shoes Music, Great Pyramid Music — BMI) (J. Barrish) (Producer: J. Hug)

The mild rhythmic groove here is reminiscent in texture of the stylings of Steely Dan as Balin walks through this song about his lady's love.

ZZ TOP (Warner Bros. WBS 49782)

Lela (3:13) (Hamstein Music — BMI) (Gibbons, Hill, Beard) (Producer: B. Ham)

The Top's home-on-the-range twang takes on a more melodic metamorphosis on this tune about a woman leaving the love nest. The vocal harmonies swoon on this number as slide steel guitar provides the instrumental fills.

BILLY PRESTON & SYREETA (Motown M 1522F)

Just For You (3:35) (Mikel-Nickel Music, Ollie Brown Sugar Music, Jobete Music — ASCAP, Irving Music, WEP Music — BMI) (M. McGloiry, O.E. Brown, S. Wright, B. Preston) (Producer: O.E. Brown)

Billy and Syreeta regroup here for a funk rave-up laced with their tasty vocals atop. This as good as any dance record out.

BILLY SQUIER (Capitol A-5040)

In The Dark (3:40) (Songs Of The Night — BMI) (B. Squier) (Producers: Mack, B. Squier)

With his current LP, "Don't Say No," enjoying Top 10 chart kudos, sparks get to flyin' in a high-tech flurry of heavy metallic guitar and swelling synth lines, to provide the backdrop for Squier's vocal lament about loneliness.

CHUCK JACKSON (Sugar Hill SH-764)

Sometimes When We Touch (4:15) (Welbeck Music, ATV Music — ASCAP) (D. Hill, B. Mann) (Producer: J. Robinson, Jr.)

A slow, percolating ballad, riding aboard acoustic piano and swooning strings, transformed into a lilting reggae-tinged love noir, has Jackson's rich tenor as a common texture.

THELMA HOUSTON (RCA JH-12285)

96 Tears (3:27) (Abkco Music — BMI) (R. Martinez) (Producer: G. Tobin)

Aboard the vocal chords of Ms. Houston and under the guiding hand of veteran producer George Tobin, this much covered song has a unique feel, using strong synth and drum stylings to retain some of its rock feel.

ROYAL PHILHARMONIC ORCHESTRA (RCA JH-12304)

Hooked On Classics (3:48) (Copyright control Chappell Music Ltd. — ASCAP/MCPS) (various composers) (Producers: J. Jarrat and D. Reedman)

Can you imagine Rimsky-Korsakov's "Flight Of The Bumblebee," Tchaikovsky's "Romeo and Juliet" and Handel's "Hallelujah" chorus set to disco kick drum? You don't have to imagine, because the Royal Philharmonic has put it together a la "Stars On 45s" for pop programmers.

HITS OUT OF THE BOX

BOB SEGER & THE SILVER BULLET BAND (Capitol A-5042)

Tryin' To Live My Life Without You (3:46) (Happy Hooker Music — BMI) (E. Williams) (Producers: B. Seger, Punch)

MEAT LOAF (Epic 14-02490)

I'm Gonna Love Her For The Both Of Us (4:29) (E.B. Marks Music Corp./Neverland Music Publishing Co./Peg Music — BMI) (J. Steinman) (Producers: Meat Loaf, S. Galfas)

ASHFORD & SIMPSON (Warner Bros. WBS 49805)

It Shows In The Eyes (3:26) (Nick-O-Val Music Co., Inc. — ASCAP) (N. Ashford, V. Simpson) (Producers: N. Ashford, V. Simpson)

POCO (MCA MCA-51172)

Widowmaker (3:36) (Pirooting Publishing — ASCAP) (R. Young) (Producer: M. Flicker)

CRUSADERS, with guest artist JOE COCKER (MCA MCA-51177)

I'm So Glad I'm Standing Here Today (5:02) (Four Knights Music Co./Irving Music, Inc./Blue Sky Rider Songs — BMI) (J. Sample, W. Jennings) (Producers: W. Felder, S. Hooper, J. Sample)

TDK Threatens Lawsuits Over Counterfeit Tapes

LOS ANGELES — The TDK Electronics Corp. of Garden City, N.Y. has reacted strongly to recent discoveries of counterfeits of its TDK AD and SA blank audio cassettes in the U.S. market. TDK attorneys have already taken the first steps towards legal actions against several dealers suspected to be involved in the scheme.

"TDK will vigorously pursue each and every location that sells counterfeit TDK tapes," said Ken Kohda, TDK vice president and general manager. "We have engaged an independent security service to shop all stores where we have reason to believe counterfeit tapes are being sold."

Kohda added that evidence collected by the security service will be used as evidence in future litigation against the dealers of counterfeit tapes. He said that the company was committed to tracing the sources of the counterfeits through the distributors, importers and manufacturers.

"At the same time," Kohda added, "we know our legitimate dealers and distributors aren't going to shop for bargain-price TDK cassettes without carefully checking their source of supply."

Kohda indicated that legal action will be taken against all parties involved in the scheme. "Letters are now being sent demanding a halt to the sales of counterfeit cassette tapes and demanding that the source of the tapes be revealed," he said. "Legal action will be prepared if necessary, to obtain injunctions, product seizures and monetary damages."

TDK is cooperating fully with the U.S. Customs Office to arrange for the seizure of the counterfeit tapes before they are imported into the U.S. According to TDK spokesman, several seizures have already been made, with more in the future a "strong" likelihood.

CBS, Federal In Court Over License Dispute

NEW YORK — CBS, Inc. has filed suit against Federal Records, its former distributor in Jamaica, claiming that Federal owes large sums of royalty money and charging improper financial dealings. Federal, in turn, filed a countersuit, claiming that CBS assisted its other distributors in trans-shipping recordings into areas that were Federal's exclusive territory and asking in excess of \$5 million in damages.

In a separate suit, Federal also charged CBS, Inc. and CBS Records Holland with defaming Federal in the press and asked for up to \$15 million in general, special and punitive damages.

In its counterclaim, Federal, whose license deal with CBS terminated six months ago, alleged that CBS violated the Sherman Antitrust Act in conspiring with its other licensees and distributors to sell records in Federal's territory.

Frank Welser, vice president of business development for CBS, commented, "For us to be involved in a conspiracy makes no sense at all. We are aware that exporters from Miami were making direct contact with the Eastern Caribbean. It was something we tried to discourage, but it's a difficult thing to police. However, there's no question that large quantities of our records pressed in Jamaica ended up in Europe."

The question of Jamaican pressings in Europe led directly to the separate suit filed by Federal against CBS. In it, Federal charged that Dick Pieren, press director, CBS Holland, speaking of the "relatively poor reproduction quality" of the Jamaican-pressed discs in a trade magazine article, had purposely injured Federal's business reputation and sales in order to "achieve an unfair commercial and trade advantage."

Triumph Album Object Of RCA Retail Campaign

NEW YORK — RCA Records has launched a major marketing campaign to promote "Allied Forces," the forthcoming album from Canadian recording group Triumph. The drive will run in conjunction with the group's 52-date tour of the U.S. and Canada.

After the album's release this week, RCA plans a heavy campaign at the retail level. "Using the impressive-looking design on the album cover, we have prepared a plan that will enable us to make Triumph a super-selling act on records as well as in concert," said Don Wardell, manager, product management, RCA Records.

Sales aids for the campaign include 1,000 dump bins with a 75-record capacity with header cards and a cassette display depicting all four Triumph albums. RCA has also printed 20,000 four-color posters of "Allied Forces," as well as catalog albums. In addition, RCA has supplemented these with window streamers announcing the tour and album and 3,000 die-cuts of the Triumph logo.

RCA is also reproducing 1,000 enamel pins of the flying guitar on the "Allied Forces" cover. The guitar, which belongs to group member Rik Emmett, will be first prize in a contest sponsored by RCA, *Hit Parader* magazine and Deane Guitars, the guitar's manufacturer. Videotapes of these cuts off the album "Say Goodbye," "Magic Power" and "Allied Forces" will be distributed to clubs and television music shows.

Knapp Forms Musico For Club Promotion

NEW YORK — J.G. Knapp, former WXLO music director, has formed Musico, Inc., a company specializing in club promotion, A&R development and consultations on special projects. Club promotions will focus on distributing and tracking product to key discos and rock clubs. Radio promotions will consist of distributing product to tracking stations, especially those that specialize in crossover material. Musico's A&R department will handle record placement, studio mixing, single selection and market success projection. Special project teams are also available.

At WXLO, Knapp coordinated research on both the club and retail level and handled trade and company relations, in addition to selecting the music. Previously, Knapp was executive editor of *Disc & DJ* magazine and associate editor of the *National Music Report*. Musico's accounts will be handled by in-house and independent contractors. The staff will be announced shortly. Musico is located at 21 West 58th Street, New York, 10019. The telephone number is (212) 980-0097.

MUSEXPO To Provide Low European Airfares

NEW YORK — International Music Industries, Ltd. is sponsoring special low airfares from Europe for this year's MUSEXPO convention, set for Nov. 1-5 in Fort Lauderdale, Fla.

Registrants from England can purchase round trip tickets from London to Miami for \$455. Continental convention-goers can fly from Frankfurt, West Germany to Miami for \$605. These tickets are for regularly scheduled Pan Am flights.

Travel arrangements can be made through Lite Place Travel, 7 Mallards, Laleham Stains, Middlesex TW 182 FB, England. Frankfurt flights are handled through Team America Reisen, Guardianstrasse, 55, D-8000 Munich 70, West Germany. For further information, contact MUSEXPO headquarters at (212) 489-9245.

THE DAY IN THE COUNTRY THAT WASN'T — It was billed as "A Day in the Country," but the all-day festival that would've brought such name country acts as **The Oak Ridge Boys**, **Tammy Wynette**, **Tanya Tucker**, **Charlie Rich** et al. to Shea Stadium on Aug. 21 never did happen. The show was cancelled by the city (which owns Shea) amidst much media hubbub on Aug. 20. The city claimed the promoters, Genesco, were unable to come up with the agreed security deposit by the agreed deadline. Genesco, in turn claimed the city had backed down on an agreement to waive the deposit. Instead Genesco alleged, the city had tried to up the stadium rental fee after the baseball strike ended and had gotten cold feet about the show because of slow advance sales. Something the promoters feel is not uncommon in outdoor festivals, where most tickets



JAMMIN' WITH KATE — The legendary *Katherine Hepburn* and actress *Catherine Houghton*, her niece, visited *Michael Jackson* after *The Jacksons'* recent show at *Madison Square Garden*. Pictured are (l-r): *Hepburn*, *Jackson* and *Houghton*.

are usually sold on the day of the show. Lawyers for the show's backers are currently assessing the viability of a lawsuit. The city feels there is no case against it.

SQUIER'S CHRISTMAS CHOIR — It was Christmas in August at the Power Station last week as Capitol recording artist **Billy Squier** celebrated his first gold album, "Don't Say No," by inviting industry friends to participate in recording a special Christmas single with him and his band. The gathered multitude, which included **Robert Frapp**, **The Elektrics**, **Eve Moon**, **Karla DeVito**, **Eille Greenwich**, **Sweet's Steve Priest** and **The Knack's Doug Felger** with his **Sharonas**, were feted with a Christmas style turkey dinner (and spirits) in an attempt to create the appropriate atmosphere of good cheer. Then everyone was given lyrics to the chorus of Squier's ditty, "Christmas Is the Time to Say 'I Love You,'" and after a little coaching the track was taped. Following that, Squier was presented with his gold discs by **Mitch Schoenbaum**, Capitol's director of east coast talent acquisition, who signed Billy to the label. The evening came to a close with a communal kazoo version of "White Christmas," which should make a hot B-side to "Christmas..." Squier and band will join the **Foreigner** tour in mid-September.

FROM THE NEWS DESK — **Marshall Crenshaw** is reportedly about to sign a deal with Warner Bros. The New York based bandleader/songwriter who penned three tracks on

Robert Gordon's most recent LP has a super 12" 45 currently out on Shake Records... Guests at the party for **Kim Carnes** after her recent Savoy dates included **Andy Warhol**, **Peter Wolf**, **Melba Moore**, **Lionel Richie**, **Our Daughter's Wedding**, and **John Hall** and **Bob Leinbach** from Hall's band... Saxophonist **Bobby Keyes** (Stones, Joe Cocker) will be recording a solo album at Dynamic

Recorders in Kingston, Jamaica. It'll be a reggae/rock 'n' roll fusion attempt... **Leo Sayer** has reunited with old collaborator **David Courtney** and is currently recording an LP with **Arif Mardin** producing in New York and L.A.... **Joe Boyd** is producing a new 12" for **Defunkt** at Vanguard Studios for his own Hannibal label... Long-time local rockers the **Rousers** have signed to

Bellevue for management and have a single, produced by **Wayne Kramer**, due on Jim-boco Records... **Manhattan Transfer** in for two nights at Radio City Sept. 19 and 20... **Stiff America** touring **Any Trouble** and **John Otway & Wild Willy Barrett** in September...

Next 12" from Brunswick is **Satin Dreams'** "Stay Away From My Lover"... Ex-Yankees leader and journalist **Jon Tiyen** has joined **Jim Carroll's** band on guitar and keyboards... **Dan Castagna** is no longer at Epic Records. He can be reached at (213) 777-0957.

(continued on page 44)



CREATIVE EXPANSION — Through its new association with **Robert John Jones** (r), *The Creative Music Group (CMG)* has expanded its publishing operation to the Nashville community. Jones will initially be working R.I.P./Keca catalogs (recently acquired by CMG) which contains **Jim Weatherly's** songs. Pictured with Jones is **Jay Warner**, head of the CMG.

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

Top Fifteen

1. **Zulu** — The Quick — Pavillion 4Z9-02433
2. **She's A Bad Mama Jama** — Carl Carlton — 20th Century Fox 129
3. **First True Love Affair** — Jimmy Ross — RFC/Quality QRFC 002
4. **Who's Been Kissing You** — Hot Cuisine — Prelude 613
5. **Square Biz** — Teena Marie — Gordy 3500
6. **Dancin' The Night Away** — Vogge — Atlantic DK 4815
7. **Give It To Me Baby** — Rick James — Gordy 35001
8. **It's Hot** — K.I.D. — Sam 12340
9. **You're My Magician** — Lime — Prism PLP 1008
10. **Chant Number One** — Spandau Ballet — Chrysalis CHR 2528
11. **General Hospi-Tale** — Afternoon Delights — MCA 13955
12. **Let's Start II Dance Again** — Bohannon — Phase II 4W9 02449
13. **Let's Go Dancing** — Sparque — West End 22135
14. **A Little Bit of Jazz** — Nick Straker Band — Preiude 612
15. **Here I Am** — Dynasty — Solar 11504

Top Breakout

Backfired — Debbie Harry — Chrysalis ZBS 2547

Breakouts

- Walking in The Sunshine** — Central Line — Mercury UK (import)
- Menery** — Patrick Cowley — Fusion FPSR-003
- Disco Kicks** — Boystown Gang — Moby Dick 242
- Do You Love Me** — Patti Austin — Qwest UK (import)
- Everybody Needs Somebody Sometimes** — Ann-Margret — Ram 1001

THE INNOCENT AGE — Dan Fogelberg — Full Moon/Epic KE2 37393 — Producers: Dan Fogelberg and Marty Lewis — List: None — Bar Coded

The classic mellow rock singer/songwriter from the mountains of Colorado makes his bid for superstardom with this ambitious two-record set, and he should have no trouble reaching his goal. And while the music may sound dated to some, Fogelberg's a master of the Southwest folk genre in the same manner as the Eagles, and his high breathy vocal style, dramatic lyrics and semi-classical song arrangements are in peak form on "The Innocent Age." He should have no trouble hitting the target demo of 18-34 year-old females with this romance-oriented acoustic rock tour de force.



TIME EXPOSURE — Little River Band — EMI/Capitol ST-12163 — Producer: George Martin — List: 8.98 — Bar Coded

This pop/rock sextet practically owns Australia, and it doesn't do too badly on the airwaves elsewhere in the world. This time, the inventive Aussies have recruited Beatles studio wizard George Martin as producer, and the musical marriage is one made in heaven. The first three songs on "Time Exposure's" first side, "The Night Owls," "Man On Your Mind" and "Take It Easy On Me," are all potential Top 40 hits. Lead singer Glenn Shorrock is in fine voice throughout the proceedings, and Beeb Birtles' two vocal contributions are also noteworthy.



SAYIN' SOMETHING — Peaches & Herb — Polydor PD-1-6332 — Producer: Freddie Perren — List: 8.98

Peaches & Herb and producer Freddie Perren come back blazing after the disappointing sales of last year's sophomore effort. Songs like "Freeway," the LP's first single, and "Dream Come True" are bouncing dance tunes, filled with mountains of percussion, strong rhythms, great hooks and unique special effects. Equipped with a more contemporary and sophisticated sound than the "Shake Your Groove Thing" days, the soulful couple should be back on top with "Sayin' Something!" Top tracks include "Star Steppin'," "I Wish I Could Be A Kid Again" and "Go With The Flow." Thumbs up for B/C and pop.



HOLLYWOOD, TENNESSEE — Crystal Gayle — Columbia FC 37438 — Producer: Allen Reynolds — List: None — Bar Coded

Gayle's trademark smooth as fine wine vocals flow nice and evenly throughout this multi-textured album. As usual, Gayle and producer Allen Reynolds have opted for an unusual mixture of top notch songs, from the Bill Withers classics "Lean On Me" and "Ain't No Sunshine" to the Carole King-Howard Greenfield gem, "Crying In The Rain" (Tammy Wynette's current single), which makes for an interesting, not to mention diversified package. Gayle's special treatment of two places she must hold dear to her heart, "Hollywood" and "Tennessee" are also top cuts.



FEATURE PICKS

NEW AND DEVELOPING ARTISTS

ALLIED FORCES — Triumph — RCA AFL1-3902 — Producers: Triumph — List: 8.98

Next to Rush, Triumph is Canada's most successful smoke bomb and dry ice head banger, having almost achieved gold status with last year's "Progressions Of Power." Judging from the power and the glory on this heavy metal effort, the trio from Toronto should finally hit the 500,000 unit sales mark. There's a little more acoustic guitar, synthesizer and inventive arrangement on "Allied Forces" than the band's first three power chord fests, and it should win a whole new slew of hardcore metalers.



AMAZON BEACH — The Kings — Elektra 5E-543 — Producer: Bob Ezrin — List: 8.98

This Toronto-based foursome scored well on its first time out with an FM rock favorite called "Switchin' To Glide" and the Bob Ezrin-produced "Are Here" album last year. On "Amazon Beach," the state of the art straight ahead rock band is going for broke, and AOR programmers should lap it up. Pink Floyd producer Ezrin pulls out his studio bag of tricks for the Canadian quartet, pumping up drums, using special effects and expertly recording street noises. Creative mainstream rock finally gets the proper production on this AOR killer.



QUINELLA — Atlanta Rhythm Section — Columbia FC 37550 — Producer: Buddy Bule — List: None — Bar Coded

The boys from Doraville continue the "Champagne Jam" on a new label (Columbia) with "Quinella," and they've never sounded more slick and commercial. The sextet owes a lot to bands like Lynyrd Skynyrd and Little Feat for its rockin' style, but when it comes to Top 40 sounds, the ARS is the Southern rock king. The band rocks a little harder than usual on "Quinella," but songs like "You're So Strong" and "Pretty Girl" on side two are right in the pocket for pop lists.



LULU — Alfa AAB-11006 — Producer: Mark London — List: 8.98 — Bar Coded

The Scottish singer/actress who created an uproar in the '60s with a song and a film entitled *To Sir With Love* has returned to a singing career after a long stint on British television. Her strong pop voice has lost none of its strength after the long hiatus, and she fares nicely on this adult contemporary-flavored effort. Producer Mark London, who has worked with British blues rock greats like Maggie Bell and Stone The Crows in the past, gives Lulu a heartier sound than most string-filled A/C-oriented outings.



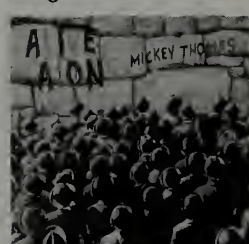
TOWN & COUNTRY — Ray Price — Dimension DL 5003 — Producer: Ray Pennington — List: 8.98

Town and Country is certainly an appropriate name for Price's latest album, a release that easily flows from mellow A/C fare to honky tonk outlaw tunes. Price is a man who has always been comfortable in both places and always will. Best cuts include "Circle Driveway," "When You Gave Your Love To Me," "Diamonds In The Stars" and "Forty And Fadin'."



ALIVE ALONE — Mickey Thomas — Elektra 5E-530 — Producer: Bill Szymczyk — List: 8.98

The Jefferson Starship lead singer steps out on his own on "Alive Alone" and proves, once and for all, that he is one of modern rock's greatest shouters. And he's recruited folks like Eagle Don Felder, Starship axeman Craig Chaquico and percussionist Joe Vitale to complement his high, soaring rantings. He's also gathered some choice material by Jules Shear, the Eagles and Cream for the affair, and the result is one fine mainstream rock outing.



LETTIN' YOU IN ON A FEELIN' — The Kendalls — Mercury SRM-1-6005 — Producers: Jerry Gillespie and the Kendalls — List: 8.98

Father/daughter duo Royce and Jeannie Kendall sound as fresh and vibrant on this album release as they did on the chart-topper "Heaven's Just A Sin Away." Recording in Muscle Shoals must have helped them recapture the feel that first sparked the country's interest in the group. An overall upbeat album, the best cuts include "Summer Melodies," "Blue All Over You" and the title track.



LISTEN! — Charlie Dore — Chrysalis CHR 1325 — Producer: Stewart Levine — List: 8.98 — Bar Coded

The pretty English lass who fared well with a countrified single on Island called "Pilot Of The Airwaves" returns with a passle of adult pop songs on her debut for Chrysalis. The album's opener, "Listen — I Just Want You," is the kind of sweet female harmony song that is tailor-made for A/C lists, and the rest of the album is equally listenable. Stewart Levine's glossy production suits the keyboard-synth heavy arrangements and Dore's lovely soprano as well.



PARTY — Iggy Pop — Arista AL 9572 — Producers: Tommy Boyce and Thom Panuzlo — List: 8.98 — Bar Coded

The original *enfant terrible* of American rock is still as wild and uncontrollable as the days of The Stooges and "Funhouse." The music is a little more controlled than those proto punk days, but he still screams, rants and barks on "Party." Fans of 1979's "New Values" will really enjoy songs like "Houston Is Hot Tonight" and "Pumpin' For Jill." More outrageous and adventuresome than just about anything the new wave has to offer.



CHINA GIRL — Van Stephenson — Handshake FW 37430 — Producers: Bob Montgomery and Jeff Silbar — List: 8.98

The new Handshake label has a fine artist in the Southern California folk-rock vein in Van Stephenson, and fans of the Eagles and Randy Meisner should love this debut LP. Stephenson has a high raspy voice in the Don Henley vein, and his compositions are rife with interesting, dramatic hooks. A/C and pop stations should both give this talented mellow rocker a shot on his first time out. Best cuts are the flowing title track and "You've Got A Good Love Coming."



TALENT

Rick James

LONG BEACH ARENA — So, Rick James has finally reached that cherished summit of the gritty, volatile funk heap, being crowned by fans and many detractors alike, the Grand Master of Funky. Yes, James has at last matched funk arch rival Lord George Clinton in presenting rich, fully textured funk music, but he does it with a masterful mix of the music and a more sophisticated lyrical approach.

That is one apt conclusion to be drawn from James' recent concerts here with his Stone City Band and labelmate Teena Marie. But if the music from James' near double platinum Gordy/Motown LP, "Street Songs," was enough to send the screaming capacity crowd into ecstasy, then his visual show could provoke the other extreme.

Or thus it seemed during the two-hour set in which James employed explosions, fire breathing devices and almost petulant sexual gyrations. Despite such distractions, James' music came to the fore.

The place first got jumpin' during the artist's rendering of his current single, "Super Freak," which prompted members of the audience to rush the stage. It wasn't long before the vamp was set and James gyrated through tunes from his current LP, such as "Ghetto Life," and songs from other LPs like "Big Time."

James broke into "Fire and Desire," a lilting love noir, which he used to introduce Teena Marie. But the song often digressed into trite R&Bs lacking the lustre that James so effectively infuses into his music.

Marie's set was well-received, but oddly paced, and it was clear throughout that she did not enjoy the same rapport with the audience as James. The Stone City Band, though, kept the chops tight during her rendering of "Deja Vu," which she dedicated to James, and her current hit, "Square Biz," which turned out to be her finale.

James returned to finish the evening's proceedings on a decidedly uptempo note, demonstrating that his command of the music is complete. While James is hanging 10 at the crest of funk music, where he goes from that point will be important.

Opening the evening for James was Frankie "Double Dutch Bus" Smith and Atlantic/RFC's Change. Smith's set was largely predictable, but kinda fun. The Change show was lusty, and songs like the hit "Paradise" and "Hold Tight" made the groups' performance riveting.

The group's trio of female vocalists were enchanting both in presence and in performance. But it was the rock-bottom rhythm section that brought the best out in everyone, including the audience. While not ready to headline venues like the Long Beach Arena here on the west coast this band is certain to hit that mark on its next album tour. Crackerjack offerings from a classy act

michael martinez

The Soul Clan

SAVOY, New York — The premiere date on the Solomon Burke/Don Covay/Ben E. King/Wilson Pickett/Joe Tex Soul Clan's national tour was one of the most anticipated New York concerts in recent memory. Expectations, fueled by a press conference that promised to "put soul music back on the map" ran high, but the show itself was dragged down by a conspicuous lack of preparation and rehearsal.

The show started nearly an hour later than the announced time of 9 p.m., but as Joe Tex took the stage, the usually decorous Savoy audience was standing in every available space just like a downtown rock show crowd. Tex was in good voice, and although he spent too much time jiving with his dancing Bumpettes and not enough time singing, he did turn in good performances on "Hold What You've Got" and "I Gotcha."

Wilson Pickett's band, providing the core of the musical back-up, clearly did not know Solomon Burke's material. But King Solomon's commanding voice and stage presence almost carried off his treatments of "Everybody Needs Somebody To Love" and a medley including "Got To Get You Off My Mind," "He'll Have To Go" and "I Almost Lost My Mind." With a well-rehearsed band behind him, Burke could well have stolen the show.

Don Covay's performance was a shambles that inspired the audience to loud booing.

dave schulps

Wishbone Ash

RITZ, New York — MCA recording group Wishbone Ash is a British hard rock band that has soldiered on through 10 years, a dozen albums and three recording label associations without ever attaining major stardom. Yet the fact that it has kept playing and recording through an era when "artist development" is something of misnomer and bands either break big or fold is a tribute to its cult following.

The band's music this evening was mostly original tunes put together from stock rock riffs, but enlivened by the twin guitar work of Laurie Wisefield and Steve Upton and anchored by the rhythm section of Andy Powell (drums) and Trevor Bolder (bass), who was bassist with David Bowie's "Spiders From Mars" line-up almost a decade ago.

Wishbone put on a professional show, primarily featuring material from its new LP, "Number The Brave." One of the best numbers was a version of the Temptations' classic, "Get Ready." Long, well-executed guitar solos were featured in nearly every song, and the overall impression was one of classic radio rock that just never gained acceptance on the radio.

dan nooger

START MICK UP — With his usual flair for the dramatic, rock 'n' roll's satanic majesty **Mick Jagger**, announced plans for the **Rolling Stones' Summer '81** concert tour at a press conference in Philadelphia Aug. 26. The press meeting was postponed twice and relocated once, but at 2:30 p.m. last Wednesday, Mick arrived with a partial itinerary and proceeded to dance his way through a barrage of questions from the press. When asked by one reporter to comment on the band's reputation as rock 'n' roll bad boys, Jagger replied, "The older we get, the gooder we get," in his best English. Another press rep inquired about the forever looming Stones split and Jagger beamed, "The only split right now is our split personalities. Look, we just announced we're embarking on a major tour and we're committed to do that through this year. It's the first of hopefully many long into the future." The 12-week tour will begin Sept. 25 at JFK Stadium in Philadelphia, where the band will play an open air gig with **The Pretenders**, **Van Halen** and **George Thorogood & The Destroyers** and will hit Los Angeles Oct. 9-13. About 75% of the cross-country tour is firm, with the rest to be finalized on the tour as the Stones' mood and the right combination of elements come together. The band intends to play huge outdoor arenas as well as 300-seat clubs while on tour in support of "Tattoo You." The Stones are currently rehearsing and assembling their touring entourage in rural Massachusetts.

HOT FLASHES — Rock 'n' roll esoterics are revelling in the fact that the much talked about **Warners/E.G.** merger has come to fruition, with **Roxy Music**, **Brian Eno** and a revitalized **King Crimson** a part of the deal. The first release of the pact will be "Discipline" by King Crimson, which now has a line-up that consists of **Robert Fripp**, guitarist and sometime **Talking Head** **Adrian Belew**, **Tony Levin** and **Bill Bruford**. The album is due in late September and, yes, kids, there will be a tour in October or November. A new LP from Mr. Green World (Eno) will follow, and Roxy fans should see a new LP in the spring. The Warner/E.G. deal will be handled act by act like the island situation, with the more commercial acts (Roxy, King Crimson) going to Warners/E.G. and groups like the **Lounge Lizards** and **Killing Joke** staying with the Jem-distributed Editions E.G. label. **Bruce Lundvall's** first signing at E/A is "Pina Colada" man **Rupert Holmes**. . . Columbia has dropped former platinum act **Chicago**. . .



GUESS AGAIN — **Burton Cummings** (c), lead singer with the **Guess Who** for 10 years and solo artist the last five, has signed a deal with **Alfa Records**. His "Sweet, Sweet" LP is forthcoming from the label. Pictured with Cummings are **Bob Fead** (l), president, **Alfa**; and **Lorne Saifer**, vice president of **A&R** for the label.

soundtrack to the **Charles Bronson** starrer **Death Wish II**. . . First Lady of Malibu **Linda Ronstadt's** upcoming **Peter Asher**-produced LP has the working title of "People Gonna Talk."

PROVIN' IT ALL WEEK — As we went to press, **Bruce Springsteen** was waiting for Mayor **Tom Bradley** to clean out his desk and ready to take his rightful place as "Boss" of L.A. Okay, we're kidding. But we're dead serious that his week-long stint at the Los Angeles Sports Arena was proof positive that he's America's premier rocker. Each show of the six-day stand was different in nature and pacing and altogether more exciting and cohesive than his four-hour marathon concerts of nine months ago. Opening night was a benefit for the Vietnam Veterans of America Foundation, and it was easily the most touching of the shows. Manager **Jon Landau** had special ramps and seating areas put in so the vets (many in wheelchairs) could have a clear view of the whirling dervish from New Jersey. And as he opened his two-and-half hour set, he dedicated the poignant **John C. Fogerty** ballad, "Who'll Stop The Rain," to those who had fought in that ill-fated Asian war. Even more impressive than the raucous show that proved that Springsteen alone had more sweat than the entire front line of the Los Angeles Rams, was The Boss' behavior backstage after the gig. Giving credence to his reputation as pop's most down-to-earth performer, he visited with each and every vet who had stayed hoping just to get a glimpse of the diminutive rocker from Asbury Park. No primadonna superstar, this man. There's no point in going out about each show's highlight, such as his brilliant cover version of **Jimmy Cliff's** "Trapped" or his emotional tribute to **Elvis Presley** in "Bye Bye Johnny," the L.A. critics deified him and the powerful **E Street Band** this trip. All we can say is that his Aug. 28 performance made it his tenth gig in L.A. in 1981 — and next year, we hope he moves into the Sports Arena for the summer.

KEEP ON CHOOGLIN' — As a partial tip of the hat to one of his rock heroes, **Bruce Springsteen** has been performing **John Fogerty's** "Who'll Stop The Rain" at his recent concerts, and Fantasy Records is also turning 1981 into a revival year for one of America's seminal late '60s rock bands. The Berkeley-based label has already capitalized on the medley craze by releasing a seven song segue mix of **Creedence Clearwater's** hits as a single called "Medley USA," and, in mid-September, there'll be more. We're speaking of "Creedence Country," a compilation LP featuring the band's more country flavored songs. The tunestack will feature hits like "Lookin' Out My Back Door," "Lodi" and "Don't Look Now," as well as hot covers of **Rick Nelson's** "Hello Mary Lou," and **Hudle Ledbetter's** "Midnight Special."

WESTWORDS — Nice to see The Irvine Meadows get off to such a smooth christening Aug. 21 with **Charlie Daniels Band** and **David Lindley & El Rayo X** playing to a full house of 10,000 folks. The official opening isn't until Sept. 11 with **Kenny Rogers** and **Crystal Gayle**, but the dry run revealed a gorgeous open air facility complete with a lovely lawn seating area. We know that the Amphitheatre won't really be broken in until it's handled its first rock concert, **Tom Petty** Sept. 18-19. Other upcoming highlights for the Orange County venue include Grammy goblin **Christopher Cross's** appearance Sept. 20. . . In other venue break-ins, we're pleased to see that Lingerie, one of L.A.'s most aesthetically pleasing clubs, is starting to come into its own on the L.A. music scene. The club hosted **Wall of Voodoo's** last local appearance before embarking on a national tour (in support of its new "Dark Continent" LP). And it will also be the site of the long awaited return of L.A. fave raves **Wild Kingdom** Sept. 5. Fake jazzists **The Lounge Lizards** will also be on the bill. . . **Melissa Manchester** has just about resolved her legal wrangle with **Clive Davis**, and her next LP will be out on Arista. **Arif Mardin** will produce.

marc ceteri

ON STAGE

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ON JAZZ

SHORT STUFF — Savoy Records will begin its reissue series again in October with three double-pocket sets: a "Southern Blues" LP will feature artists like **John Lee Hooker**; another volume of "Ladies Sing the Blues" spotlights **Big Maybelle**, and "Cool California" will include material by **Shelley Manne**, **Dizzy Gillespie**, **Cal Tjader** and **George Auld** . . . Does the saxophonist on the new **Rolling Stones** LP sound familiar? He should — it's **Sonny Rollins** . . . September releases on Columbia will include "La Leyenda de la Hora" by **McCoy Tyner**, a five-part composition featuring **Hubert Laws**, **Bobby Hutcherson**, **Paquito D'Rivera** and **Chico Freeman**, as well as **Herbie Hancock's** "Magic Windows," which spotlights the keyboardist's funkier tendencies . . . Columbia, which as we've told you, has a couple of family sessions in the can featuring the Freemans and the Marsalis', has extended the family concept a little further.



BREAKIN' OUT IN SMILES — Following his successful engagement at L.A.'s **Greek Theatre** to support his current LP, "Breakin' Away", Warner Bros. artist **Al Jarreau** (c) was joined by label staffers **Ricky Shultz** (l), national jazz promotion director, and **Cortez Thompson**, national promotion director for black music marketing.

They've hired cousin **Barbara Marsalis** as the local promotion manager for black music and jazz in the New Orleans market. **THE SON ALSO RISES** — Although America's culture brokers have consistently and lavishly paid homage to the European composers and musical conceptualists, time is on the side of those who celebrate the genius of our own original music forms and its creators. The notion that the greatest composer that America has produced thus far in this century, **Duke Ellington**, was nothing but a song pluggger, is one that is destined to fade. For alongside his string of popular compositions, there stands a long list of extended compositions, suites, sacred music and experimental vehicles that have yet to be reevaluated by the critical intelligentsia.

Whether that injustice is based purely on the country's unwillingness to recognize the contribution that the Afro-American experience has made to this culture's identity, or whether it is a far more innocent oversight, is a hotly debated point. But one thing is certain: the music of Duke Ellington is the music of America, and it is very much alive and seeking its proper measure. With the success of the Broadway revue, *Sophisticated Ladies*, the Ellington legacy is omnipresent. At the helm of this resurgence (although certainly the orchestra never died with Duke) is son **Mercer Ellington**. For him, the success of the show is both a harbinger of things to come and a personal triumph. "When pop used to play in cabarets and nightclubs," Mercer recently told us, "that was to a certain audience, and it excluded people who weren't able to go where a drink was served. When we played churches, that would also exclude certain people. But he was so diverse, he always had something for everybody. When the show came, it gave us an opportunity to let all kinds of audiences come and hear what he does. We get young and old people at the show, and it gives Ellington a completely rounded family aspect. I think that's greater now than ever before." In a personal sense, Mercer draws a great deal of satisfaction from the fact that the Ellington organization now has achieved something that Duke always wanted but never had: his own Broadway success. "He always flirted with Broadway," said Mercer. "He thought he had the mind to hit Broadway with a success, which he didn't. He had *Jump For Joy*, which was an artistic success, but he found out that there was a business thing that could destroy a work of art. If it were staged today, I think another one of his shows, *Beggar's Holiday*, would be the most astounding thing. Perhaps somewhere in the future we may be able to find out that if you do stick with Ellington completely, that, too, can be

(continued on page 45)

JAZZ ALBUM PICKS

LOCKIN' HORNS — Willis Jackson and Von Freeman — Muse MR 5200 — Producer: Bob Porter — List: 7.98

What a bonanza! Among all the legions of under-recorded jazz musicians there are none more deserving of attention than tenorman Willis "Gator" Jackson and Von Freeman. The two tough 'n' tender hard-blowing stylists get a chance to demonstrate their wares on this live recording from the 1978 Laren International Jazz Festival. Side one is sans Freeman, but Gator alone is hardly anything to complain about. Together, they're boundless.



SONNY STITT MEETS SADIK HAKIM — Sonny Stitt & Sadik Hakim — Progressive 7034 — Producer: Gus P. Statlras — List: 8.98

Could there be a more natural pairing? One of Bird's pianists meets one of the master's greatest disciples — clearly a field day for beboppers. The pair's choice of standard affords them a loose, swinging context, and the able accompaniment provided by bassist Buster Williams and drummer J.R. Mitchell keeps the energy flowing. Stitt splits his time evenly between alto and tenor.



STICKMAN — Andy Narell — Hip Pocket HP 101 — Producers: Andy Narell and Steven Miller — List: 7.98

This is a unique date. Narell is a steel drummer of more than passing expertise. A fluid amalgam of swing, fusion, and ethnic musics, this album succeeds where others fail because of its deep sincerity. Yet a lightheartedness of tone and approach keeps the music accessible to all. This is the type of album that can benefit immensely from in-store play.



TOP 40 ALBUMS

	Weeks On Chart	8/29	8/29
1 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	1	7	
2 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	2	19	
3 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	14	3	
4 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	3	12	
5 "RIT" LEE RITENOUR (Elektra 6E-331)	4	18	
6 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	5	21	
7 APPLE JUICE TOM SCOTT (Columbia FC 37419)	8	9	
8 HUSH JOHN KLEMMER (Elektra 5E-527)	7	13	
9 THE DUDE QUINCY JONES (A&M SP 3721)	6	22	
10 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152)	10	14	
11 MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526)	12	5	
12 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	9	43	
13 LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL-STARS (GRP/Arista 5506)	13	6	
14 WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	16	8	
15 MAGIC MAN HERB ALPERT (A&M SP-3728)	19	3	
16 PIED PIPER DAVE VALENTIN (GRP/Arista 5505)	17	6	
17 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327)	18	5	
18 MECCA FOR MODERNS MANHATTAN TRANSFER (Atlantic SD 16036)	11	5	
19 FREETIME SPYRO GYRA (MCA 5238)	—	1	
20 FUSE 1 VARIOUS ARTISTS (CTI 9003)	23	4	
21 CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504)	21		
22 TARANTELLA CHUCK MANGIONE (A&M SP-6513)	22		
23 THREE QUARTETS CHICK COREA (Warner Bros. BSK 3552)	15		
24 BLUE TATTOO PASSFORT (Atlantic SD 19304)	26		
25 GALAXIAN JEFF LORBER FUSION (Arista AL 9545)	24		
26 SHOGUN JOHN KAIZAN KNEPTUNE (Inner City IC 6078)	31		
27 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153)	20		
28 SECRET COMBINATION RANDY CHAWFORD (Warner Bros. BSK 3451)	25		
29 INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201)	28		
30 LIVE STEPHANIE GRAPPELLI/DAVID GHISMAN (Warner Bros. BSK 3550)	29		
31 YELLOWJACKETS (Warner Bros. BSK 3573)	34		
32 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC 37126)	30		
33 MISTRAL FREDDIE HUBBARD (Liberty LT-1110)	—		
34 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010)	27		
35 'NARD BERNARD WRIGHT (GRP/Arista 5011)	35		
36 PAQUITO BLOWIN' PAQUITO D'RIVERA (Columbia FC 37374)	—		
37 VOICES IN THE RAIN JOE SAMPLE (MCA 5172)	32		
38 LOVE LIGHT YUTAKA (Alfa AAA-10004)	37		
39 RAIN FOREST JAY HOGGARD (Contemporary 140007)	33		
40 ALL MY REASONS NOEL POINTER (Liberty LT-1094)	39		

National Jazz Airplay

Heavy Rotation	
Miles Davis	Man With the Horn
Pat Metheny	As Falls Wichita
Woody Shaw	United
Manhattan Transfer	Mecca for Moderns
Heath Bros.	Expressions of Life
Carla Bley	Social Studies
Helen Humes	Helen
Brecker Bros.	Straphangin'
Moderate Rotation	
Jack DeJohnette	Tin Can Alley
Carmen McRae	Live at Bubba's
Chick Corea	Three Quartets
Pharoah Sanders	Rejoice
Charlie Parker	Swedish Schnapps
Ernestine Anderson	Never Make Your Move
Jay Hoggard	Rain Forest
Jaco Pastorius	Word of Mouth
Light Rotation	
Max Roach	Chatahoochee Red
Jessica Williams	Organonic Music
Sadao Watanabe	My Dear Life
Paquito D'Rivera	Blowin'
Dollar Brand	Echoes of Africa
Oscar Peterson	Royal Wedding Suite
Eddie Harris	Step Up
Dave Valentin	Pied Piper

Compiled from the follow playlists:
KSBP/Orange County; KCRW/Santa Monica; KLCC/Eugene; KMCR/Phoenix; KUHF/Houston; WUWM/Milwaukee; WBFO/Buffalo; WBUR/Boston; WEGO/Newark; WYRS/Stanford; KADK/Denver; WBYY/Columbus; KKGO/Los Angeles; KJAZ/San Francisco.

New Adds:
Joe Pass/Checkmate/Pablo; Arthur Blythe/Blythe Spirit/CBS; Al Jarreau/Breakin' Away/Warner Bros.; Duke Ellington/Sophisticated Ellington/RCA; Elji Kitamura/Swing Fuji/Concord; Spyro Gyra/Freetime/MCA.

National coordinator: John H. Hunt

AIR PLAY

LIVE CONCERTS ON THE RISE — Live concerts provided by syndication firms and networks was the subject of much discussion at the recent Radio Programming Conference held by the NAB in Chicago at a workshop entitled *Users of Programming from Outside Sources*. Live concert programming or recorded live concerts have primarily been traditional fare for AOR stations, which carry offerings from a number of sources. The major networks or specialized production companies like DIR Broadcasting or Arflet Blair. It was mentioned at the session that the three most available artists for broadcasts have been **Santana**, **Hall & Oates** and **Todd Rundgren**. With acts like these, programmers agreed that they had to exercise caution for themselves, as well as the acts involved, so as not to dilute the market with too much of the same thing. In fact, while the number of sources for concerts has increased over the past two years, the number of 'supergroups' available for this type of programming has diminished. One school of thought held that there simply aren't enough groups with superstar status around these days. Others disagreed and said that the threat of hometaping of these concerts made artists reluctant to do them. But, according to Starfleet's **Sam Copper**, a search study showed that only 5% of concert listeners bothered to tape a show and that these people were absolute 'rabid fans' of the act. **John McGhan**, director of programming for NBC's *The Source*, supported Copper's views that hometaping was not a consideration of the groups, but that the superstar list had shrunk because many days are demanding too much money for these broadcasts. Nevertheless, a point made was that with the many sources of outside programming available, and with the limited number of available groups that are currently hot at any given time, it is conceivable that two or three companies could offer the same group in concert on the same day or night, a dilemma that all concerned hoped would never occur.

NETWORK NEWS — The ABC Radio Networks have signed a letter of intent with Scientifica Atlanta, which will provide for the manufacture and marketing of satellite earth stations for use by ABC's network radio affiliates. This agreement also provides for the first digital transmission of audio signals via satellite by a radio network organization. According to ABC, the first installation of earth stations is expected to begin in mid-1982, with completion of the total system targeted for 1984. . . . RKO Radio Networks are ready to bow new programs this week. Beginning Sept. 1, RKO TWO will air *Ask The Expert*, hosted by **Margaret Jones**. The new program is a series of 90-second features with authorities on medicine, law, consumerism and psychology and will run 15 times a week. RKO TWO is also introducing a new weekly series of music specials on Sept. 5 called *Musicstar Weekends*. The first weekend special will feature **Don McLean**, followed by **The Pointer Sisters** on Sept. 12 and **Rupert Holmes** on Sept. 19. These music specials are produced in stereo and will be fed to RKO TWO affiliates via satellite and are produced by IS, Inc., with executive producers **Jo Terrante** and **Rob Slisco**. . . . NBC's *The Source* presented a two-hour special featuring live music and interviews with **Stevie Nicks** over the weekend of Aug. 28. The Stevie Nicks special was produced exclusively for *The Source* by **Denny Somach Prods.** . . . ABC Radio has scheduled its second Mello Yello weekend concert series for Oct. 9-11. **Jefferson Starship** will be featured on the ABC Contemporary Network on Oct. 9; the FM Network will carry the **Moody Blues** on Oct. 10; and the **Charlie Daniels Band** will air on the Entertainment Network on Oct. 11.

THE NUMBERS GAME — The latest RADAR report (Radio's All Dimension Audience Research, a method of measuring network listenership), conducted by Statistical Research, Inc., is out for Spring 1981. Based on 12+ audiences Monday-Sunday, 6 p.m.-midnight, cumulative audience, the NBC Radio Network reports that it now reaches more people 12+ than any other network with 27,958,000. The web also reports that it maintained its top status among measured networks in cumulative audience, adults 18 years+ with 25,965,000. In addition, NBC reported that its young adult network, *The Source*, now holds the first position in average audience in its primary 18-34 target demographic. . . . Meanwhile, based on the same RADAR report, ABC says that its FM Network ranked first in teens, persons 12-24, and persons 12-34. NBC said the FM network placed third in adults 18-24; adults 25-34; and adults 18-34; while ranking second in men 25-34; women 18-34; and women 18-49.

TONES PRESS AWAY — **The Rolling Stones** held a press conference on Aug. 26 in Philadelphia to announce their upcoming tour of the United States. DIR Broadcasting covered the event and fed the conference live on all of the ABC Radio Networks, according to a DIR spokesperson. Not all ABC O&Os or affils were obliged to run the broadcast. In Los Angeles, **KMET** was plugged into the conference via sister multimedia outlet **WMMR** in the City of Brotherly Love. The Stones' tour promises to be quite extensive, running from the end of September through December. Radio stations across the country should have a field day promoting this show along with the group's latest album, "Tattoo You."

SYNDICATION INDICATIONS — Los Angeles-based national syndicators Westwood One will be presenting seven concerts for rock, country and black formats in September. The rock series, *In Concert*, will feature **Ted Nugent** the weekend of Sept. 18 and **Ill J Squier** the following weekend. **Asleep At The Wheel** kicks off the country series *Live From Gilley's* on the first weekend in September (Sept. 4), followed on successive weekends by **David Frizzel** and **Shelly West**, **Hank Williams Jr.** and **Ray Price**. For black formats, *The Budweiser Concert of the Month* will feature **The Temptations** during the weekend of Sept. 18. . . . Jon Sargent Prod. in Los Angeles and New York-based London Wavelength, recently recorded **Blue Oyster Cult** in concert for an upcoming ABC Rock Hour. For further information on the BOC concert, contact **David Shapiro** at (313) 650-0765.

mark albert



AMAZING GRACE — After two sold-out performances at New York's Savoy in support of her latest album, "Nightclubbing," Island recording artist Grace Jones celebrated backstage. Pictured are (l-r): Frankie Crocker, WBLS program director; Jones; Ron Goldstein, president, Island Records; and Joan Paul Goode, production manager for Jones' show.

Burkhart Announces Satellite Music Network Program Web

NEW YORK — Riding the current wave of satellite radio broadcasting, Kent Burkhart and several long-time radio associates have formed the Satellite Music Network (SMN), a 24-hour-a-day web providing adult contemporary and country music to about 150 stations throughout the country music beginning Aug. 31.

The network is a joint venture of Burkhart, Abrams, Michaels, Douglas & Assoc. of Atlanta, United Video of Tulsa, John Tyler (president of KATT in Oklahoma City) and Bonneville broadcasting consultants of New Jersey. According to Burkhart, SMN is aiming to capture the national 25-49 market with its adult contemporary "Star Station" and "Country Coast to Coast" formats. Bonneville expects to launch its as-yet-unnamed beautiful music station later this fall.

24-Hour Service

SMN is providing full-service, 24-hour-a-day programming to stations wanting

that, but each station can also retain local news and commercials," said Burkhart. In addition to music, SMN broadcasts five minutes of national news each hour or a 90 second national news spot, allowing stations three-and-a-half minutes for local coverage. The network also produces Top 30 countdown shows on Saturday night and several short-form features. The formats of "Star Station" and "Country Coast to Coast" are strictly Top 40 adult contemporary and country, according to Burkhart. "We want to play it safe," he said.

The concept of founding a national satellite radio network originated about five years ago, according to Burkhart. However, the price of satellite space at the time made it too expensive to consider. However, "the price went down dramatically," Burkhart said.

SMN currently has around 150 subscriber stations. "We're gaining every day," said George Williams, network manager. One "Country Coast to Coast" station and one "Star Station" are permitted in a SMSA area, according to Williams. Country and A/C formats were chosen because they were seen as having the most mass appeal, Williams added. Most subscribers' stations are currently located outside the major markets, although some large markets such as Portland, Ore.; Seattle; and Reno have SMN stations.

Burkhart is not worried about promoting the web, whose studios and satellite uplink facilities are located near Chicago. "We had 900 phone calls in the first two weeks we announced this," he said. "The network is something we can grow into." He also plans to expand the number of formats and stations. "we're looking to have 350 stations by the end of 1983," Burkhart said.

Media Marketing Films Multi-Format Radio Commercial

By Jennifer Bohler

NASHVILLE — Utilizing the talents of domino special effects specialist Bob Specka, Media Marketing Services, the recently formed television commercial production arm of Top Billing, International, has produced a multi-format radio commercial for television, which will be available in September.

Specka, who has appeared on numerous television shows, including the *Tonight Show*, demonstrating his skill in setting up intricate patterns with dominos and the exciting cascade effect created when they fall in place, was in Nashville last week filming the commercial at Kingswood Studio, under the direction of Lance Simpson, head of Marketing Media Services.

Explaining the reasoning behind the unusual commercial idea, Simpson said, "In developing commercials for radio stations, it's very difficult to come up with ways to treat the call letters in a very effective manner. Call letters are not like brand names of shampoo — it's something people have no interest in. My target was to create a commercial where the people would follow the formation of the call letters, which is what they will do in this commercial."

Detailing the storyline of the commercial, Simpson said it opens with a close up of a hand setting the tone arm of a turntable on a record. Through a matched dissolve, the

(continued on page 34)

Cox Gets New Marketing Post With NBC Radio

LOS ANGELES — Kevin C. Cox was recently appointed vice president of marketing services, network radio, for NBC Radio. Formerly vice president of sales for the NBC Radio Networks, Cox' new responsibilities include development of business for NBC's network radio activities.

Cox joined NBC in 1975, eventually becoming director of sales for NBC's news and information service. Prior to that, he held the post of executive vice president, RKO radio representatives, New York City, a position he held for three years.

LP Chart Position

71 THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA
ADDS: None. **HOTS:** WLVO, KNCN, WSHE, WBCN, KZEL, WRNW, KZAM, KEZY. **MEDIUMS:** KMET, KMG, KSHE, WKLS, WOUR, WMMS, WROQ, KBPI, WWWW, WAAF, KOME, WKDF. **PREFERRED TRACKS:** Straight, Two, Title.
SALES: Moderate to fair in all regions; strongest in South.

121 JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM
ADDS: None. **HOTS:** WRNW. **MEDIUMS:** KSHE, WKLS, WSHE, WCCC, KBPI, WWWW, WLVO. **PREFERRED TRACKS:** Title, School.
SALES: Weak in Midwest; fair in others.

6 MOST ADDED

ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA
ADDS: KEZY, KOME, KZAM, WRNW, KZEL. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Alien.
SALES: Just shipped.

2 MOST ACTIVE

4 PAT BENATAR • PRECIOUS TIME • CHRYSALIS
ADDS: None. **HOTS:** WBLM, WLVO, KMET, KMG, KEZY, KSJO, KROQ, KSHE, WCOZ, KNCN, WKLS, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, KZAM, WMMS, WROQ, KBPI, KMEL, WAAF, KOME, WKDF. **MEDIUMS:** None. **PREFERRED TRACKS:** Fire, Title.
SALES: Good to moderate in all regions.



78 BLACKFOOT • MARAUDER • ATCO
ADDS: None. **HOTS:** KNCN, WKLS, WAAF. **MEDIUMS:** WCOZ, KZEL, WMMS, WROQ, KBPI, WWWW, KOME, KSJO, KMG, KMET, WBLM. **PREFERRED TRACKS:** Fly Away.
SALES: Fair in South; weak in others.

7 MOST ACTIVE

41 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA
ADDS: KMEL. **HOTS:** WLVO, KMET, KMG, KNCN, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, WMMS, KBPI, WAAF, KOME, WKDF. **MEDIUMS:** WBLM, KEZY, KMEL, KSHE, WCOZ, WKLS, KZAM, WWWW, KSJO. **PREFERRED TRACKS:** Burning, Joan.
SALES: Moderate in all regions; strongest in West.

#10 MOST ADDED

194 CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA
ADDS: WBLM, KOME, KZAM. **HOTS:** WWWW. **MEDIUMS:** KZEL, WMMS, KMG, KNX. **PREFERRED TRACKS:** Open.
SALES: Fair initial response in West and Midwest; weak in others.

108 TIM CURRY • SIMPLICITY • A&M
ADDS: None. **HOTS:** WBCN, WRNW, WMMS, WHFS. **MEDIUMS:** KZEL, WOUR, KOME, KROQ, KMG. **PREFERRED TRACKS:** Summer, Tan.
SALES: Fair in East and West; weak in others.

LP Chart Position

62 DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM
ADDS: None. **HOTS:** WMMS, WAAF, KOME, KMG. **MEDIUMS:** KNCN, WKLS, KZEL, KBPI, KROQ, KMET, WLVO, WBLM. **PREFERRED TRACKS:** Mirror, Let It, Title.
SALES: Moderate in East and West; fair in others.

190 DIESEL • WATTS IN A TANK • REGENCY
ADDS: None. **HOTS:** WOUR. **MEDIUMS:** WCCC, KZEL, KOME, KSJO, WBLM. **PREFERRED TRACKS:** Sausalito.
SALES: Fair in Midwest and West; weak in others.

8 MOST ADDED

120 THE DIRT BAND • JEALOUSY • LIBERTY
ADDS: WKDF, KOME, WROQ, WBCN. **HOTS:** KNX. **MEDIUMS:** WKDF, WKLS, WSHE, WOUR, KZAM, KBPI, WWWW, KEZY, WLVO. **PREFERRED TRACKS:** Open.
SALES: Weak in East; fair in others.

4 MOST ADDED

59 BOB DYLAN • SHOT OF LOVE • COLUMBIA
ADDS: KMG, KSJO, KROQ, KOME, KSHE. **HOTS:** KNCN, WHFS. **MEDIUMS:** KZEL, WOUR, WMMS, WWWW, KEZY. **PREFERRED TRACKS:** Open.
SALES: Moderate breakouts in all regions.



8 MOST ACTIVE

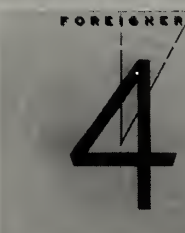
11 ELO • TIME • JET/CBS
ADDS: KMG, WCOZ. **HOTS:** KNX, KSHE, KNCN, WKLS, WSHE, WBCN, WRNW, KZAM, WMMS, KBPI, KMEL, WWWW, KOME, WKDF, KEZY. **MEDIUMS:** WLVO, KZEL, WOUR, KROQ, KMET. **PREFERRED TRACKS:** Hold On.
SALES: Good in all regions.

131 MICK FLEETWOOD • THE VISITOR • RCA
ADDS: None. **HOTS:** WHFS, KNX. **MEDIUMS:** WMMS, KOME, KMET, WBLM. **PREFERRED TRACKS:** Open.
SALES: Fair in East and West; weak in others.

94 FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARVILLE
ADDS: None. **HOTS:** KNCN, WAAF, KMG, KMET. **MEDIUMS:** KSHE, WCOZ, WKLS, KZEL, WMMS, KBPI, WWWW, KOME, KSJO, WLVO, WBLM. **PREFERRED TRACKS:** Open.
SALES: Weak in Midwest; fair in others.

1 MOST ACTIVE

2 FOREIGNER • 4 • ATLANTIC
ADDS: None. **HOTS:** WBLM, WLVO, KMET, KMG, KEZY, KSJO, KROQ, WKDF, KSHE, WCOZ, KNCN, WKLS, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, KZAM, WMMS, WROQ, KBPI, KMEL, WWWW, WAAF, KOME. **MEDIUMS:** KNX. **PREFERRED TRACKS:** Urgent, Night Life, Juke Box.
SALES: Good in all regions.



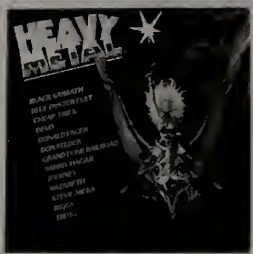
LP Chart Position

56 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.
ADDS: KMET. **HOTS:** WBCN, WRNW, KROQ, WHFS. **MEDIUMS:** WSHE, KZAM, KMG. **PREFERRED TRACKS:** Lips, Beat, This Town.
SALES: Moderate in East and West; fair in other

32 DEBBIE HARRY • KOOKOO • CHRYSALIS
ADDS: None. **HOTS:** KNCN, WBCN, WRNW, KNAC, WHFS. **MEDIUMS:** KZEL, KOME. **PREFERRED TRACKS:** Backfired.
SALES: Moderate in all regions; strongest in West.

5 MOST ACTIVE

19 HEAVY METAL • ORIGINAL SOUNDTRACK MOON/ASYLUM



ADDS: None. **HOTS:** WLVO, KMET, KMG, KROQ, KSHE, KNCN, WBCN, KZEL, WMMS, KBPI, KMEL, WWWW. **MEDIUMS:** KNX, WCOZ, WCCC, WAAF. **PREFERRED TRACKS:** C
SALES: Good to moderate in all regions; strongest in South

9 MOST ADDED

74 IAN HUNTER • SHORT BACK N' SIDES • CHRY
ADDS: KSJO, WKLS, KNCN. **HOTS:** WRNW, KNAC, WHFS. **MEDIUMS:** WBCN, KZEL, KOME. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; strongest in

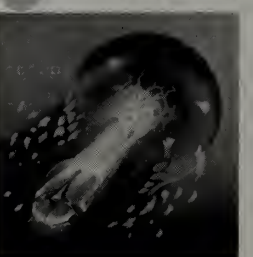
85 ICEHOUSE • CHRYSALIS
ADDS: None. **HOTS:** WBCN, WRNW, KMG, **MEDIUMS:** KNCN, KZEL, KOME, KROQ, KEZY, WBLM. **PREFERRED TRACKS:** We Can.
SALES: Weak in East; fair in others.

46 JEFFERSON STARSHIP • MODERN TIM GRUNT/RCA
ADDS: None. **HOTS:** KOME, WKDF, KSJO, KMET. **MEDIUMS:** KSHE, KBPI, WBLM. **PREFERRED TRACKS:** Stranger, Way Back.
SALES: Moderate in West; fair to weak in others.

9 RICKIE LEE JONES • PIRATES • WARNER BROS
ADDS: None. **HOTS:** WBLM, WLVO, KMET, KEZY, KSHE, WCOZ, WKLS, WSHE, WCCC, KZEL, WOUR, KZAM, WMMS, WROQ, KBPI, WWWW, WAAF, KOME, WKDF. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Crying, Stone, Title.
SALES: Good in all regions.

4 MOST ACTIVE

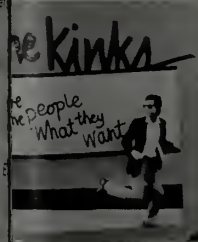
1 JOURNEY • ESCAPE • COLUMBIA
ADDS: None. **HOTS:** WLVO, KMET, KMG, KSHE, WCOZ, WKLS, WCCC, WBCN, KZEL, WOUR, WMMS, WROQ, KBPI, KMEL, WWWW, WAAF, WKDF. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Cry
SALES: Good in all regions.



51 THE GREG KIHN BAND • ROCKIHNROL BESERKLEY/ELEKTRA
ADDS: None. **HOTS:** KNCN, WWWW, KOME, **MEDIUMS:** WOUR, KZAM, KBPI. **PREFERRED TRACKS:** Breakup, Hurting.
SALES: Moderate in West; fair in others.

2 MOST ADDED

THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA



ADDS: KMET, WHFS, WCOZ, KNCN, WKLS, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, WMMS, WROQ, WWWM, WAAF, KOME, KROQ, KEZY, KNAC. **HOTS:** WBCN, WRNW, WAAF. **MEDIUMS:** KOME, KEZY, KNAC. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

LITTLE FEAT • HOY!-HOY! • WARNER BROS.
ADDS: KOME, KSHE. **HOTS:** WWWM, WHFS, KMET, KNX. **MEDIUMS:** WSHE, WBCN, KZEL, KEZY, KMG. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

5 MOST ADDED

LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL
ADDS: KSJO, WKDF, KBPI, WROQ, WRNW. **HOTS:** WKDF. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Owls. **SALES:** Just shipped.



#10 MOST ACTIVE

THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM
ADDS: None. **HOTS:** KNX, KEZY, KOME, KNCN, WKLS, WSHE, WBCN, WRNW, WOUR, WMMS, WROQ, KBPI, WWWM. **MEDIUMS:** WBLM, WLVQ, KMET, KSJO, WKDF, WAAF, KSHE, WCOZ, WCCC, KZEL, KZAM, KMEL. **PREFERRED TRACKS:** Voice, 22,000. **SALES:** Good to moderate in all regions.

3 MOST ACTIVE

TEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC
ADDS: None. **HOTS:** KNX, WBLM, WLVQ, KMET, WHFS, KMG, KEZY, KROQ, KOME, KSHE, KNCN, WKLS, WSHE, WBCN, KZEL, WRNW, KZAM, WMMS, WROQ, KBPI, KMEL, WWWM, WAAF. **MEDIUMS:** None. **PREFERRED TRACKS:** Draggin'. **SALES:** Good in all regions.

7 MOST ADDED

OVVO COMBO • POLYDOR/POLYGRAM
ADDS: WHFS, KROQ, KZEL, WBCN, WCCC. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Slight initial response in West; weak in others.

ZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS
ADDS: None. **HOTS:** WSHE, WMMS, WAAF, KMET. **MEDIUMS:** KSJO, KMG, WBLM. **PREFERRED TRACKS:** Crazy. **SALES:** Moderate in Midwest; fair in others.

LP Chart Position

48 PABLO CRUISE • REFLECTOR • A&M
ADDS: None. **HOTS:** KBPI, WKDF, KEZY. **MEDIUMS:** KNCN, KZEL, WOUR, KOME, KNX. **PREFERRED TRACKS:** Open. **SALES:** Moderate in West and South; fair in others.

THE JOE PERRY PROJECT • I'VE GOT THE ROCK 'N' ROLLS AGAIN • COLUMBIA
ADDS: None. **HOTS:** WCOZ, WBCN, WAAF, KMG. **MEDIUMS:** WMMS, KOME, KMET, WBLM. **PREFERRED TRACKS:** Buzz, East Coast. **SALES:** Weak in all regions.

17 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA
ADDS: None. **HOTS:** KMET, WHFS, KMG, KNCN, WBCN, WRNW, WOUR, KZAM, WMMS, WWWM, WAAF, KOME, KROQ. **MEDIUMS:** WBLM, WCOZ, KZEL, KMEL, KSJO, KEZY. **PREFERRED TRACKS:** Woman In, Nightwatchman, Waiting. **SALES:** Good to moderate in all regions; strongest in West.

95 POCO • BLUE AND GRAY • MCA
ADDS: None. **HOTS:** KZAM. **MEDIUMS:** KNCN, KBPI, KMG, KMET, KNX. **PREFERRED TRACKS:** Open. **SALES:** Moderate in West; fair in others.

107 POINT BLANK • AMERICAN EXCESS • MCA
ADDS: None. **HOTS:** WBLM. **MEDIUMS:** WCOZ, WKLS, WOUR, KOME, KSJO, KMG. **PREFERRED TRACKS:** Nicole. **SALES:** Moderate in South; fair in others.

24 PRETENDERS • PRETENDERS II • SIRE
ADDS: None. **HOTS:** WBCN, KZEL, WRNW, WMMS, WWWM, KOME, KROQ, KMG, KNAC, WHFS, KMET. **MEDIUMS:** KSHE, WSHE, KEZY. **PREFERRED TRACKS:** Spanked, Jealous, Adultress, Louie. **SALES:** Good to moderate in all regions; strongest in East and West.

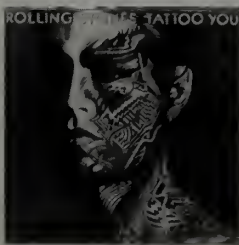
79 THE RAMONES • PLEASANT DREAMS • SIRE
ADDS: None. **HOTS:** WRNW, KROQ, KNAC, WHFS. **MEDIUMS:** WKLS, WBCN, KZEL. **PREFERRED TRACKS:** Airwaves, My Place. **SALES:** Moderate in East and West; fair in others.

RED RIDER • AS FAR AS SIAM • CAPITOL
ADDS: KSJO. **HOTS:** WCOZ, WAAF. **MEDIUMS:** WSHE, WBCN, KZEL, KZAM, WWWM, KOME, KMG, WBLM. **PREFERRED TRACKS:** Cowboys, Only Game. **SALES:** Fair in East and Midwest; weak in others.

153 RIOT • FIRE DOWN UNDER • ELEKTRA
ADDS: WAAF, WCCC. **HOTS:** None. **MEDIUMS:** WMMS, KMG, KMET, WBLM. **PREFERRED TRACKS:** Don't Hold, Swords, Tite. **SALES:** Moderate to fair in all regions; weakest in East.

1 MOST ADDED

THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC



Start.
SALES: Just shipped.

ADDS: WBLM, WLVQ, KMET, WHFS, KNAC, KEZY, KROQ, WKDF, KOME, KSHE, WCOZ, KNCN, WKLS, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, WMMS, WROQ, KBPI, WWWM, WAAF. **HOTS:** WLVQ, KEZY, KROQ, WKDF, WCOZ, KNCN, WSHE, WCCC, WBCN, WRNW, WOUR, WROQ, WAAF. **MEDIUMS:** KNAC, KOME, KZEL, KBPI. **PREFERRED TRACKS:**

123 SHOOTING STAR • HANG ON FOR YOUR LIFE • VIRGIN/EPIC
ADDS: KMG, WROQ. **HOTS:** WCOZ, KSJO. **MEDIUMS:** KSHE, WAAF, WLVQ, WBLM, WSHE, WBCN. **PREFERRED TRACKS:** Open. **SALES:** Moderate in West and Midwest; fair in others.

LP Chart Position

73 SQUEEZE • EAST SIDE STORY • A&M
ADDS: WKDF. **HOTS:** WRNW, KROQ, KNAC, WHFS. **MEDIUMS:** WKDF, KNCN, WCCC, WMMS, KOME, WBLM. **PREFERRED TRACKS:** Is That, Tempted. **SALES:** Moderate in East and West; fair in others.

9 MOST ACTIVE

8 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None. **HOTS:** WBLM, WLVQ, KMET, KMG, WCOZ, WSHE, WBCN, WRNW, KZAM, WMMS, WWWM, WAAF, KOME, KSJO. **MEDIUMS:** KNCN, WCCC, KBPI, KMEL, KROQ. **PREFERRED TRACKS:** Stroke, Dark, Daze. **SALES:** Good to moderate in all regions.

64 THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA
ADDS: KSJO. **HOTS:** WBLM, WLVQ, KMG, KEZY, KSHE, KNCN, WBCN, WRNW, WMMS, WWWM, WAAF, WKDF. **MEDIUMS:** KMET, WCOZ, WKLS, KZEL, KZAM, KBPI, KMEL, KOME. **PREFERRED TRACKS:** Open. **SALES:** Good in Midwest; fair in others.

118 RACHEL SWEET • ... AND THEN HE KISSED ME • COLUMBIA
ADDS: None. **HOTS:** WMMS, WHFS. **MEDIUMS:** WBCN, KZEL, WWWM, KROQ, KNAC. **PREFERRED TRACKS:** Open. **SALES:** Moderate in East and West; fair in others.

146 BILLY THORPE • STIMULATION • PASHA/CBS
ADDS: KZAM, KZEL. **HOTS:** None. **MEDIUMS:** KZEL, WOUR, WMMS, WWWM. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions; strongest in Midwest.

3 MOST ADDED

TRIUMPH • ALLIED FORCES • RCA



ADDS: KSHE, KNCN, KZEL, WRNW, WOUR, KOME, KMG, WHFS. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

75 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL
ADDS: None. **HOTS:** WBCN, WRNW, KZAM, WMMS, KOME. **MEDIUMS:** WCOZ, KNCN, WCCC, KZEL, WWWM, WAAF, KROQ, KSJO, KMG, KNAC, WBLM. **PREFERRED TRACKS:** Talk To Ya. **SALES:** Fair in all regions; strongest in Midwest.

178 BRAD WHITFORD/DEREK ST. HOLMES • COLUMBIA
ADDS: WBLM. **HOTS:** KSHE. **MEDIUMS:** WKLS, WSHE, WOUR, WAAF, KMG, KMET, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in all regions.

96 GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.
ADDS: None. **HOTS:** WWWM, KEZY. **MEDIUMS:** KSHE, KNCN, KROQ, WBLM, KNX. **PREFERRED TRACKS:** Really Wanna. **SALES:** Moderate to fair in all regions; weakest in Midwest.

6 MOST ACTIVE

20 ZZ TOP • EL LOCO • WARNER BROS.
ADDS: None. **HOTS:** WLVQ, KMET, KMG, KSHE, KNCN, WKLS, WSHE, WCCC, WBCN, KZEL, WOUR, WMMS, WWWM, WAAF, KOME, WKDF, KEZY. **MEDIUMS:** WBLM, WCOZ, WROQ, KROQ. **PREFERRED TRACKS:** Tube Snake. **SALES:** Good to moderate in all regions; strongest in South.

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	ENDLESS LOVE DIANA ROSS and LIONEL RICHIE	10
2	2	SLOW HAND POINTER SISTERS	15
5	3	QUEEN OF HEARTS JUICE NEWTON	15
3	4	THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY	17
4	5	JESSIE'S GIRL RICK SPRINGFIELD	24
9	6	URGENT FOREIGNER	10
10	7	STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS)	7
8	8	LADY (YOU BRING ME UP) COMMODORES	12
11	9	WHO'S CRYING NOW JOURNEY	8
12	10	(THERE'S) NO GETTIN' OVER ME RONNIE MILSAP	11
6	11	ELVIRA THE OAK RIDGE BOYS	18
7	12	I DON'T NEED YOU KENNY ROGERS	13
20	13	THE BEACH BOYS MEDLEY THE BEACH BOYS	7
17	14	HOLD ON TIGHT ELO	7
16	15	FIRE AND ICE PAT BENATAR	8
21	16	STEP BY STEP EDDIE RABBITT	7
19	17	COOL LOVE PABLO CRUISE	10
18	18	THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND	16
22	19	FOR YOUR EYES ONLY SHEENA EASTON	7
31	20	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS	4
24	21	THE VOICE THE MOODY BLUES	5
33	22	START ME UP ROLLING STONES	3
25	23	REALLY WANNA KNOW YOU GARY WRIGHT	10
27	24	I COULD NEVER MISS YOU (MORE THAN I DO) LULU	6
28	25	FEELS SO RIGHT ALABAMA	13
26	26	DON'T GIVE IT UP ROBBIE PATTON	9
13	27	BOY FROM NEW YORK CITY MANHATTAN TRANSFER	16
30	28	THAT OLD SONG RAY PARKER, JR. & RAYDIO	9
40	29	THE NIGHT OWLS LITTLE RIVER BAND	3
34	30	BREAKING AWAY BALANCE	9

LAST WEEK	THIS WEEK		WEEKS ON CHART
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PRIME MOVER

35	31	DRAW OF THE CARDS KIM CARNES ADDS: KOFM, KC101. JUMPS: WCAO Ex To 30, KEEL 32 To 27, KFMD 29 To 26, WBBF Ex To 21, KRBE 17 To 11, WFIL 30 To 27, WHHY Ex To 28, BJ105 23 To 20, Z93 27 To 21, KFYE Ex To 18, KIQQ 40 To 34, FM102 Ex To 29, WSEZ 21 To 15, KCPX 29 To 20, WWKX 30 To 25, KHFI Ex To 29, WXKS 16 To 13, Y103 31 To 22, KZZP 17 To 14, WSPT 29 To 24, WTIK 37 To 33, 94Q 20 To 17, KOPA 25 To 22, WKXX Ex To 30, KEYN 25 To 21, KJRB 16 To 13, WAYS 20 To 15, KERN 33 To 24, WGCL 28 To 25, KRQ 25 To 19, WKBW 28 To 22, WANS Ex To 28. SALES: Moderate in the Midwest. Fair in the West, East and South.	5
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23	32	LOVE ON A TWO WAY STREET STACY LATTISAW	12
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37	33	CHLOE ELTON JOHN ADDS: WBBF, Q102-35, KEEL, KGW, WTIK. JUMPS: KEZR Ex To 26, B97 29 To 26, 14Q 22 To 19, BJ105 39 To 34, WSKZ Ex To 30, KOFM 22 To 17, WHHY Ex To 29, WSPT 24 To 18, WZZP Ex To 20, KJRB 22 To 17, WSEZ 27 To 19, WISM 22 To 13, KHFI 14 To 8, WAXY Ex To 26, WSGN 15 To 12, WICC Ex To 30, WYYS 22 To 18, FM102 Ex To 27, WMC-FM 8 To 4, KNUS 32 To 22, WRJZ 27 To 24, WWKX 26 To 23, KINT 26 To 22, WZUU Ex To 30. SALES: Weak in all regions.	7
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14	34	HEARTS MARTY BALIN	16
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CASH SMASH

44	35	SUPER FREAK (PART 1) RICK JAMES ADDS: WFI-26, WKXX-29. JUMPS: WHHY 30 To 23, Q105 13 To 9, WSEZ 28 To 17, KFI 20 To 10, Y100 14 To 2, WWKX 12 To 5, WPRO-FM Ex To 20, KINT Ex To 26, B97 7 To 3, Z102 21 To 16, WPGC 25 To 15, KIQQ 9 To 5, KRLY 24 To 5, 13K 21 To 11, WXKS 8 To 5. SALES: Good in the West and South. Moderate in the East and Midwest.	5
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PRIME MOVER

43	36	IN YOUR LETTER REG SPEEDWAGON ADDS: Q102-34, WZZP, WPRO-FM, KXOK-25, WQXI, WIKS, 13K. JUMPS: KEZR Ex To 22, KRBE 21 To 12, KRTH Ex To 29, WHHY 27 To 22, BJ105 40 To 35, WAXY 17 To 14, KFYE Ex To 22, KIQQ 23 To 15, WFIL 29 To 24, WSEZ 31 To 28, KCPX 33 To 17, WFI 25 To 22, KTSA Ex To 29, KOFM 29 To 22, FM102 Ex To 23, KYXX 23 To 20, WSPT Ex To 30, KIMN Ex To 25, WAKY 19 To 13, KJRB Ex To 27, Y103 32 To 28, WBCY 24 To 19, KC101 17 To 12, WTIK 24 To 13, KEYN 26 To 23, KFI Ex To 28, WKXX 26 To 22, WAYS 17 To 14, WISM 19 To 12, B97 Ex To 28, KFMD 25 To 19, WKBW 26 To 21, WHBQ 12 To 10. SALES: Fair in the South.	5
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41	37	GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS ADDS: WPGC-28, KEEL, WICC. JUMPS: WBBF 23 To 17, Y103 Ex To 30, Y100 11 To 7, WTIK Ex To 37, WPRO-FM 10 To 6, WKXX 14 To 9, WRJZ 26 To 19, KINT 31 To 16, WGCL Ex To 22, JB105 17 To 13, BJ105 20 To 17, KIQQ 12 To 8, KCPX Ex To 27, KERN 28 To 20, KFRC Ex To 30. SALES: Moderate in the West. Fair in all other regions.	7
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42	38	YOU COULD TAKE MY HEART AWAY SILVER CONDOR ADDS: KTSA, WMAK, WXKS, Q105-28. JUMPS: WSEZ 20 To 16, WTIK 32 To 28, WSGN 13 To 10, WBCY Ex To 30, WMC-FM 25 To 21, WNCI 23 To 20, WRQT Ex To 24, Z102 26 To 22, KCPX 26 To 21, WSPT Ex To 32, KOPA Ex To 30, WISM 24 To 18, Y103 28 To 25. SALES: Weak in all regions.	7
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LAST WEEK	THIS WEEK		WEEKS ON CHART
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32	39	THE STROKE BILLY SQU	
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29	40	YOU'RE MY GIRL FRANKE & THE KNOCKOUT	
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HIT BOUND

64	41	PRIVATE EYES DARYL HALL JOHN OAT ADDS: KRTH, WFI-27, KBEQ-21, KIMN, Y103-1, WTIK, WKBW, WLS, JB105-33, KEEL, KRLY, 1 WSPT, KOPA, KERN-34, KRQ, WISM, KFI, KEZR, WRVQ, WSEZ, WTRY, KTSA, WSKZ, WZZP-29, WAKY-20, KEYN, WIKS, WGCL, WNBC-30. JUMPS: KHFI Ex To 28, KJRB Ex To 25, WABC Ex To 20, KC101 Ex To 29, WBCY Ex To 26, WFI Ex To 26, 94Q 27 To 23, Z93 Ex To 30, WMC-FM Ex To 22, WICC Ex To 25, Z102 31 To 27, WKXX Ex To 25, CKLW Ex To 30, KRBE Ex To 30, BJ105 Ex To 39, KDWB Ex To 24, KIQQ Ex To 30, KCPX Ex To 24. SALES: Just shipped.	
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49	42	JUST ONCE QUINCY JONES FEATURING JAMES INGHAM ADDS: KEZR, 14Q-26, WZZR, KEYN, WMC-FM, WNCI, Z102-34, KFMD, Y103-40, WTIK. JUMPS: WCAO Ex To 26, KOPA Ex To 28, WHHY Ex To 30, KRQ 30 To 27, KHFI 27 To 20, KC101 28 To 20, KRAV 24 To 20, WISM Ex To 28, WABC 31 To 27, WAXY Ex To 27, KZZP 26 To 23, Z93 Ex To 30, 94Q Ex To 27, KNUS 35 To 27, WAYS 30 To 27, WWKX Ex To 30, WRJZ Ex To 30, KCPX Ex To 26, WXKS Ex To 28, KOFM Ex To 30.	
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47	43	BACKFIRED DEBBIE HARRIS JUMPS: WTRY 28 To 24, KFRC 29 To 25, WPR-FM 21 To 14, WFI 19 To 16, WBCY Ex To 27, Y103 31 To 33, WBN-FM 39 To 35, WKXX 28 To 20, KINT 16 To 11, WGCL Ex To 29, Z102 34 To 27, BJ105 37 To 32, KIQQ Ex To 38, KCPX 37 To 30, WSPT Ex To 28, KERN Ex To 40. SALES: Moderate in the West, East and Midwest.	
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48	44	STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND ADDS: KHFI, KTSA, WIKS, BJ105. JUMPS: WRVQ 25 To 18, KERN Ex To 33, 96KX 27 To 20, WAXY Ex To 29, WSGN Ex To 29, Z93 29 To 20, WBCY 26 To 23, Y103 39 To 35, 94Q 25 To 20, WTIK 29 To 22, WMC-FM 15 To 12, WKXX Ex To 28, WNCI 27 To 24, WRQX Ex To 22, Z102 23 To 20, WMAK 29 To 24, KDWB 24 To 19, WSPT 30 To 27. SALES: Fair in the Midwest.	
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53	45	WE'RE IN THIS LOVE TOGETHER AL JARREAU ADDS: WSGN, WMC-FM, WBN-FM-17, Q102-25, WHBQ, WFIL. JUMPS: KHFI 23 To 18, WZZP Ex To 30, WBCY 23 To 16, 94Q 29 To 26, WAYS 19 To 30, WMAK 26 To 23, WPGC Ex To 27, KIQQ 1 To 26, KC101 Ex To 30, WAXY 28 To 22, Z93 Ex To 25. SALES: Fair in the Midwest.	
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55	46	I'M IN LOVE EVELYN KING ADDS: WGCL, KEEL, Q105-26, KFI. JUMPS: KIQQ Ex To 31, KCPX Ex To 37, KRTH 30 To 27, WFI 26 To 23, WTIK Ex To 36. SALES: Good in the East. Moderate in all other regions.	
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51	47	SOME DAYS ARE DIAMONDS JOHN DENVER JUMPS: WCAO 29 To 24, WHHY Ex To 30, WZZP Ex To 29, WRJZ Ex To 22, CKLW 20 To 15, KCPX 35 To 31, KERN Ex To 32, KNUS 37 To 32, WTIK Ex To 34. SALES: Moderate in the Midwest and South. Weak in the East and West.	
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50	48	YOU DON'T KNOW ME MICKEY GILLESPIE ADDS: WAKY-22. JUMPS: KEEL 17 To 11, KOFM 19 To 14, KERN Ex To 39, WROR 22 To 18. SALES: Weak in all regions.	
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BRING
THE TALENTS
OF
DICK CLARK
TO YOUR STATION.



"The Dick
Clark
Nation"

PRESENTED BY
HEARD ON
A WEEKLY

DIO CHART

TOP 100 SINGLES

September 5, 1981

HIS WEEK WEEKS ON CHART

HIT BOUND

HARD TO SAY DAN FOGELBERG 2
ADDS: FM102, KSTP-FM, WHB-20, KIMN, Y103-39, WKXX, WKBW, KDWB-25, KCPX, KOFM, WSPT, KJRB, KFI, WISM-30, WHBQ, KRTH, Z93, WCAO, WOW-18, WSKZ, WZZR, WAKY-21, KEYN, WAYS, WBEN-FM-39, 14Q-23, WIKS, WRJZ, WGCL, WAXY. **JUMPS:** KEZR Ex To 28, WRVQ Ex To 25, KHFI Ex To 27, KRAV Ex To 24, KZZP 28 To 21, WBCY Ex To 31, 94Q Ex To 29, Z102 32 To 27, KOPA Ex To 29, KRQ Ex To 28, WICG Ex To 27, KNUS Ex To 38.
SALES: Breakouts in the Midwest and South.

TEMPTED SQUEEZE 7
ADDS: WHHY. **JUMPS:** 94Q 24 To 20, WPGC 16 To 13, KRBE 25 To 21, KCPX 28 To 23, KJRB 24 To 18, KFMD 28 To 25, WTX 40 To 31.
SALES: Fair in the West and South. Weak in the East and Midwest.

HIT BOUND

WHEN SHE WAS MY GIRL THE FOUR TOPS 3
ADDS: WCAO, KEZR, WBEN-FM-16, CKLW, KIQQ, 13K, WANS, KFI, WROR-24, KFRC, WAXY, Z93, FM102, WWKX. **JUMPS:** KZZP 30 To 25, WAYS 26 To 21, WNCI Ex To 30, WRJZ Ex To 27, WPGC 21 To 18, WXXS 29 To 23, KJRB Ex To 24, WISM Ex To 29, WHBQ Ex To 12, WFIL Ex To 29, WFI Ex To 30, WKXX 29 To 24.

SQUARE BIZ TEENA MARIE 8
ADDS: Y100-26, KCPX. **JUMPS:** KRLY 9 To 4, KFRC 31 To 27, FM102 26 To 17.
SALES: Fair in all regions.

HIT BOUND

I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD 3
ADDS: WBCY, Z102-32, WPGC, JB105-35, WXXS, WANS, Z93, WWKX, Y103. **JUMPS:** WSKZ 29 To 23, KERN Ex To 28, Q102 35 To 31, WFI 30 To 25, WTRY Ex To 30, KHFI Ex To 30, Y100 28 To 23, WNCI Ex To 28, CKLW Ex To 27, KRBE Ex To 26, BJ105 Ex To 40, KIQQ 24 To 16, KCPX Ex To 40, KSFX Ex To 19.
SALES: Breakouts in all regions.

THE ONE THAT YOU LOVE AIR SUPPLY 17

HEAVY METAL (TAKIN' A RIDE) DON FELDER 7
JUMPS: WBCY 19 To 12, WRQX 20 To 9, KRBE Ex To 25, WSPT 19 To 15, KBEQ 8 To 4.
SALES: Fair in the South. Weak in all other regions.

FALLING IN LOVE AGAIN MICHAEL STANLEY BAND 5
ADDS: WZZP. **JUMPS:** 96KX 17 To 12, WAKY 20 To 16, WGCL 13 To 9, KNUS 40 To 35.
SALES: Fair in the Midwest.

THE SUN AIN'T GONNA SHINE ANYMORE NEILSEN/PEARSON 5
JUMPS: WZZR Ex To 28, WSGN Ex To 30, WAYS 27 To 23, KCPX 23 To 18, KERN Ex To 38, WROR 26 To 23.

TOUCH ME WHEN WE'RE DANCING CARPENTERS 12

LAST THIS WEEK WEEKS ON CHART

HIT BOUND

59 SHARE YOUR LOVE WITH ME KENNY ROGERS 1
ADDS: WWKX, KIMN, WKXX, KRQ, KC101, KFI, WISM, KFMD, KFRC-38, WHBQ, WFIL, WFI, Z93, WHB-21, KNUS-40, WBEN-FM-40, WRJZ, WGCL, Z102-33, KEEL, KIQQ, KRLY, KCPX, KOPA, KJRB, WCAO, WOW-17, KEZR, WBBF, WHHY, WTRY, KRAV, WSGN, KYXX, KZZP-26, WAKY-18, WAYS, WTX, B97, JB105-34. **JUMPS:** WDRQ Ex To 22.
SALES: Just shipped.

60 THE SENSITIVE KIND SANTANA 6

61 NICOLE POINT BLANK 11
ADDS: KSFX. **Day-Part:** WOW. **JUMPS:** WLS 36 To 25, WSPT 16 To 13.
SALES: Fair in the Midwest and South. Weak in the East and West.

62 ALL I HAVE TO DO IS DREAM ANDY GIBB & VICTORIA PRINCIPAL 4
ADDS: WKBO. **JUMPS:** KINT 25 To 18, KCPX 30 To 25, WNBC 27 To 22, WFIL Ex To 30, Y103 Ex To 37, WTX Ex To 38.
SALES: Fair in the East, Midwest and South.

63 BURNIN' FOR YOU BLUE OYSTER CULT 4
ADDS: WLS, KIMN. **JUMPS:** 96KX 31 To 28, WRQX 17 To 8, KRBE Ex To 20, WDRQ 20 To 17, KCPX 39 To 35, KSFX Ex To 18, KERN Ex To 37, KBEQ 14 To 11.
SALES: Moderate in the Midwest.

64 SILLY DENIECE WILLIAMS 4
ADDS: 94Q, KINT, BJ105, WFIL, WFI. **JUMPS:** WQXI 14 To 11, WMAK 22 To 16, WDRQ Ex To 21, KCPX Ex To 39, WXXS Ex To 30.
SALES: Good in the South.

65 A HEART IN NEW YORK ART GARFUNKEL 5
ADDS: 14Q-27, WKBO. **JUMPS:** WSEZ Ex To 33, WABC 38 To 23.

66 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON 3
ADDS: WSEZ, KINT, B97, WFI. **JUMPS:** KIQQ 27 To 22, KRLY 12 To 6.
SALES: Good in the East. Moderate in the South and West.

67 IN THE AIR TONIGHT PHIL COLLINS 15

68 DOUBLE DUTCH BUS FRANKIE SMITH 15

69 SHAKE IT UP TONIGHT CHERYL LYNN 5
JUMPS: KRLY 21 To 18, WXXS 28 To 24, KRTH Ex To 28.
SALES: Fair in the West.

70 BETTE DAVIS EYES KIM CARNES 24

71 THE THEME FROM HILL STREET BLUES MIKE POST 3
ADDS: WCAO, WKBO, WZZR, WXXS, WTX. **JUMPS:** KINT 33 To 28, KEEL Ex To 30, KCPX 40 To 33, KNUS 36 To 29.

72 EVERLASTING LOVE REX SMITH/RACHEL SWEET 11

73 GIVE IT TO ME BABY RICK JAMES 16

74 IT'S NOW OR NEVER JOHN SCHNEIDER 15

75 ALIEN ATLANTA RHYTHM SECTION 2
ADDS: WSKZ, WSEZ, KHFI, WZZR, WRJZ, KRBE, WISM. **JUMPS:** KEZR Ex To 24, Z93 Ex To 29.

76 LOVE ALL THE HURT AWAY ARETHA FRANKLIN/GEORGE BENSON 2
ADDS: CKLW, KEEL, KC101, Z93, WWKX. **JUMPS:** KRLY Ex To 24, WXXS Ex To 29, WTX Ex To 40.
SALES: Breakouts in the Midwest.

LAST THIS WEEK WEEKS ON CHART

77 ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN 15

78 DEDICATED TO THE ONE I LOVE BERNADETTE PETERS 5

79 STARS ON 45—MEDLEY STARS ON 45 22

80 OUR LIPS ARE SEALED GO GO'S 2
ADDS: BJ105, 13K. **JUMPS:** KZZP 29 To 24, WXXS 19 To 11, KRTH 8 To 5.
SALES: Moderate in the West.

81 WE CAN GET TOGETHER ICEHOUSE 5

82 GEMINI DREAM THE MOODY BLUES 14

83 SWEET BABY STANLEY CLARKE/GEORGE DUKE 19

84 WORKING IN THE COAL MINE DEVO 1
ADDS: KHFI, Y100-31, KYXX, WRJZ, BJ105, WICC. **Day-Part:** KJRB. **JUMPS:** WBCY 28 To 14, WSPT 32 To 25. **ON:** WQXI, WKXX, KRBE, KIQQ.

85 YOU MAKE MY DREAMS DARYL HALL & JOHN OATES 19

86 A WOMAN IN LOVE (IT'S NOT ME) TOM PETTY and the HEARTBREAKERS 7

87 EASY TO LOVE AGAIN CAROLE BAYER SAGER 1
ADDS: KINT, Q105-27. **ON:** WGH, BJ105, KCPX, KIQQ, Z93.

88 NOT FADE AWAY ERIC HINE 2
JUMPS: KINT Ex To 30, KCPX Ex To 38, WTX Ex To 37.

89 AT THIS MOMENT BILLY & THE BEATERS 1
ADDS: KINT, WMAK. **JUMPS:** WAKY 22 To 17. **ON:** KCPX, WGH, KIQQ, BJ105, KNUS.

90 STAY AWAKE RONNIE LAWS 1
ADDS: KIQQ. **ON:** BJ105, WXXS, KINT, WGH, KRLY.

91 DON'T WANT TO WAIT ANYMORE TUBES 12

92 TIME THE ALAN PARSONS PROJECT 21

93 STARS ON 45—MEDLEY II STARS ON 45 9

94 TOM SAWYER RUSH 11

95 JUST BE MY LADY LARRY GRAHAM 5

96 NIGHTWALKER GINO VANNELLI 11

97 FLY AWAY BLACKFOOT 11

98 DON'T LET HIM GO REO SPEEDWAGON 13

99 NOTHING EVER GOES AS PLANNED STYX 9

100 STRANGER JEFFERSON STARSHIP 9

LOOKING AHEAD

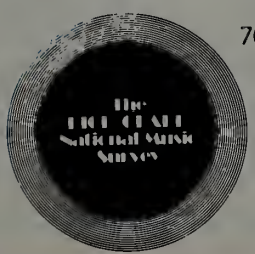
BLUE MOON MECO
ADDS: WRJZ, BJ105, KIQQ, KERN. **ON:** WQXI

HOUSE OF THE RISING SUN DOLLY PARTON
ADDS: KFI, KCPX

NO TIME TO LOSE TARNEY/SPENCER BAND
ADDS: WLS

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

Clark
Music Survey™
 MUTUAL BROADCASTING SYSTEM AND
 MORE THAN 520 TOP RADIO STATIONS.
 VIEW OF TOP HITS COMPILED BY CASH BOX



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MERCHANDISING



STREETWIDE DOCTOR — Streetwide recording group Arroyo literally took the music to the streets during a visit to Milwaukee's Radio Doctors to promote release of its self-titled debut album. The promotion was held in conjunction with the store's Summerfest Super Sale.

Co-Op Print Ads Rebounding

(continued from page 5)

for free weekly entertainment oriented papers like *The Reader* and *The L.A. Weekly*. "The *Times* can get awfully crowded," insisted Cohen. "We're going with the alternatives a lot and we're about to start advertising in several area magazines as well."

Diane Weidling, advertising director for Hasting Books and Records in Amarillo, Tex., and John Grandoni, vice president of Buffalo Enterprises/Cavages in Buffalo, N.Y., also extolled the virtues of alternatives to the major newspapers.

"We're advertising more and more in college newspapers and publications like *Buddy Magazine* in Dallas because print advertising (rates) in the major newspapers are 20 times higher than they should be," said Weidling.

Grandoni's reasoning for avoiding traditional Sunday newspaper ads and advertising in the entertainment section tabloid (*The Gusto*) in the Friday edition of the Buffalo Evening News and university publications is "consistency."

"You can get lost in a big newspaper," said Grandoni, "but if you are in the same place in the same section every week people will become conscious of the ad. The *Gusto* section hangs around the house all weekend. And a larger demographic than we could get on fragmented radio is aware of that ad."

However, Grandoni did add that print wasn't the total answer to his advertising problems. "It's important to have a good media mix," he explained. "Radio is still the dominant factor and TV can't be overlooked either. All three forms of advertising are important."

While several of the retailers said that print advertising was up 10-20% over last year and that it has boosted sales significantly in such areas as classical, audiophile, midline, video cassette and country product, ads in consumer publications are still not as prevalent as they were two years ago.

Record labels are still committed heavily

Atlantic To Take Over Regency's Distribution

NEW YORK — Atlantic Records has assumed the distribution of Regency Records, previously distributed by MCA Records. Under the new agreement, Atlantic will be rush re-releasing "Watts In A Tank" by Diesel. The album has been available for a month through MCA.

to radio with their ad dollars, and TV is also coming into its own as an advertising medium.

"Our ad ratio right now is 60% (radio, 30% (TV), 10% (print) and we're about to embark on a major TV campaign," said Marcie Penner, director of advertising for the Waxie Maxie chain in Washington, D.C. "We've had a good reaction to TV and print is just too expensive right now."

According to Alan Schwartz, advertising director for the Music Plus chain in Los Angeles, record labels just aren't print oriented right now.

"It's hard to get print dollars for anything other than special projects," said Schwartz. "The companies are more geared to radio and TV."

He went on to say that a wide range of vendors have a variety of stations to choose from when advertising on the radio, and that it ultimately had a better affect for the dollar than print, because it reached so many people at once.

Likes TV

"Print appeals to the older demographics in our market," said Kenn Wolfe, advertising manager for Great American Music in Minneapolis. "But for the most part, the response to our TV ads has been far greater than print."

Wolfe continued that the Minneapolis-St. Paul market was unusual because print isn't that important. "The 20-34 age group gets its news from the half hour capsulization on one of our four TV channels rather than reading the newspaper," he said. "TV is the future of advertising in this market."

But even though radio maintains its stranglehold on the labels advertising dollars and television continues to grow as a sales medium, retailers are, for the most part, still making a commitment to print advertising.

Tom Beaver, director of advertising for Everybodys Records in Portland, Ore. was quick to describe the strongpoints of print advertising.

"The co-op print ad is more open ended than that of radio because it doesn't have to adhere to a format or a certain amount of time," he said. "And as far as new artists are concerned on radio, if it's no airplay it's no ad money."

In sum, Beaver maintained that print advertising in an alternative publication is the best way to go in generating interest in an artist that radio isn't accepting. "The label reps are starting to back me up in that belief," he added.

SINGLE BREAKOUT OF THE WEEK

THE NIGHT OWLS • LITTLE RIVER BAND • CAPITOL P-A-5033

Breaking out of: P.B. One Stop — St. Louis, Port O' Call — Nashville, Richman Brothers — Philadelphia, Wherehouse — Los Angeles, Tower — W. Covina, Radio Doctors — Milwaukee, Alta — Phoenix, Charts — Phoenix

SINGLES BREAKOUTS

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

Breaking out of: Poplar Tunes — Memphis, Turtles — Atlanta, Radio Doctors — Milwaukee, Record Theatre — Cleveland, Charts — Phoenix, Port O' Call — Nashville, Tape City — New Orleans

ARTHUR'S THEME (BEST THAT YOU CAN DO) • CHRISTOPHER CROSS • WARNER BROS. WBS 49787

Breaking out of: Alta — Phoenix, Wherehouse — Los Angeles, Oz — Atlanta, Camelot — National, Peaches — Memphis, Record Theatre — Cincinnati, Poplar Tunes — Memphis

START ME UP • ROLLING STONES • ROLLING STONES/ATLANTIC RS21003

Breaking out of: Radio Doctors — Milwaukee, Peaches — Columbus, Record Theatre — Cincinnati, Musicland — St. Louis, Poplar Tunes — Memphis, Charts — Phoenix, P.B. One Stop — St. Louis

I'VE DONE EVERYTHING FOR YOU • RICK SPRINGFIELD • RCA PB-12166

Breaking out of: Turtles — Atlanta, Richman Brothers — Philadelphia, Everybody's — Portland, Radio Doctors — Milwaukee, Tower — W. Covina, Tower — Sacramento

LOVE ALL THE HURT AWAY • ARETHA FRANKLIN AND GEORGE BENSON • ARISTA AS 0624

Breaking out of: Peaches — Columbus, Turtles — Atlanta, Record Theatre — Cincinnati, Harmony House — Detroit, Lieberman — Portland, Record Theatre — Cleveland

ALL I HAVE TO DO IS DREAM • ANDY GIBB AND VICTORIA PRINCIPAL • RSO RS 1065

Breaking out of: Peaches — Columbus, Richmond Brothers — Philadelphia, Port O' Call — Nashville, Tower — Seattle

FASTEST MOVING MIDLINES

- AC/DC • Let There Be Rock • Atco SD 36151
- Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020
- Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- B-52's • Party Mix • Warner Bros. MINI 3596
- Tommy Bolin • Teaser • Nemperor/CBS PZ 37534
- Doors • The Doors • Elektra EKS 74007
- Exposed/A Cheap Peek At Today's Provocative New Rock • Various Artists • Columbia X2 37124
- Billy Joel • Piano Man • Columbia PC 32544
- Carole King • Tapestry • Columbia PE 34946
- John Lennon • Mind Games • Capitol SN/16068
- Lene Lovich • New Toy • Stiff/Epic 5E 37452
- Tom Petty And The Heartbreakers • You're Gonna Get It • MCA DA 52029
- Pretenders • Extended Play • Sire MINI 3563
- Secret Policeman's Ball — The Music • Various Artists • Island IL 9630
- Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407
- Visage • Polydor/PolyGram PX-1-501
- Brad Whitford/Derek St. Holmes • Columbia NFC 37365
- Who • Live At Leeds • MCA 3023

COMPILED FROM: Musicland Group — National, Cutler's — New Haven, Peaches — Oklahoma City, Sound Warehouse — San Antonio, Lieberman — Portland, Tower — San Diego, Record Theatre — Cincinnati, Sounds Unlimited — Chicago, Charts — Phoenix, Musicland — St. Louis

TOP SELLING ACCESSORIES*

- Allsop 3 Cassette Head Cleaner 70300
- Discwasher DW Record Care Kit
- Discwasher D-4 Fluid Re-Fill 1/4 oz.
- Discwasher VRP Anti Static LP Inner Sleeve
- Eveready Alkaline D-Cell Battery 2/Card
- Le-Bo Outer LP Protective Sleeve
- Le-Bo Cassette Carrying Case TA 133
- Maxell UDXL II C-90
- Maxell UDXL II C-60
- Maxell UDXL I C-60
- Maxell UD C-90 3 Pack
- Maxell LN C-60
- Memorex MRX2 C-90 2 Pack
- Savoy Cassette Carrying Case 2130
- Scotch Video Cassette VHS T-120
- TDK SA C-90
- TDK DC-90 2 Pack
- Watt's Parastat Disc Preener 96200010

COMPILED FROM: Musicland Group — National, Cutler's — New Haven, Peaches — Oklahoma City, Sound Warehouse — San Antonio, Lieberman — Portland, Tower — San Diego, Record Theatre — Cincinnati, Sounds Unlimited — Chicago, Charts — Phoenix, Musicland — St. Louis

* Excludes T-Shirts & Paraphernalia

Heavy Sales

Children's Records: Stepped-Up Marketing = Explosive Growth

by Fred Goodman

"While the record industry has been in the dumps, our business has been experiencing a fantastic growth," says Gary Krisel, vice president and general manager, music division, Walt Disney Productions. With an increase in sales of over 60% for the last fiscal year, Disney's dramatic growth is typical of the results children's record companies are getting through imaginative and stepped-up marketing.

Historically perceived by record

retailers to be a seasonal business, children's records have usually been banished to the darkest corner of the record store, where they languish until it's time to dust them off for Christmas or Easter. But through their use of computer ordering systems, expanded crossmerchandising, expansion into foreign language productions and increased number of licensing agreements, kiddie labels are making it obvious to record stores what rack jobbers, discount department stores and toy merchants have known all along: children's records are a varied, inexpensive, quick turnover, high profit item that can build store traffic.

"Toy store operators have substantially expanded their business by stressing children's records," says Al Berger, vice president, sales and marketing, A.A. Wonderland Records Inc. "I can't blame record stores for going with hot product, but if they stopped and gave attention to children's records, they'd see that the profit picture for children's records is substantially greater per piece."

With over 1,000 titles in a wide assortment of configurations, children's records remain a prime impulse item with a ceiling list price of \$5.98 for picture discs. "The majors fell on their faces with picture discs," says Sheldon Tirk, vice president, national sales, Kid Stuff Records. "But we've been able to keep it attractive by coming in with new product at \$5.98." Most singles list at 99 cents, and 7" book and record packages are available for \$1.79. LPs are still an attractive item priced between \$2.98 and \$4.98, and cassette versions of many titles are also available at the same price, with or without books.

"We're seeing a tremendous growth in cassettes," says Wonderland's Berger. "Most parents don't want their young children using their expensive stereo equipment, and the availability of inexpensive cassette players makes tapes a very attractive alternative." Jim Monehan, director of sales for Peter Pan Records agrees with Berger. "Our entire line is duplicated on cassette," he reports.

Although impulse buying is the name of the game, children's records manufacturers realize that quality is an important ingredient in attracting repeat buyers. "I believe that kids make parents buy the records," says Art Dennish of Sesame Street Records. "But we try to make everything as good as we can artistically. We get the best musicians we can."

"The only way you get a repeat customer is by giving him a good quality product," says Wonderland's Berger. "If you put out bad records, then certainly you won't get a repeat business. But if they've been satisfied, they come back."

"If parents buy their children terrible records, the kids get bored very quickly," says Disney's Krisel. "Record stores have traditionally looked at children's records as budget product and bought any garbage as long as it was three cents cheaper. But you can increase your volume in children's records ten-fold by carrying the proper product."

Established manufacturers like Disney are starting to realize a new payoff from their longstanding commitment to quality product — second generation customers. "We've been manufacturing records for 26 years," says Kisel. "'Bambi' was a high emotional experience in the childhood of most of today's young parents. They remember it and they buy the product for their own children."

Kid Stuff Records, which features a Raggedy Ann and Andy series, also understands the importance of parental recognition in determining sales. "All moms and dads know Raggedy Ann stories," says Tirk. The company has also licensed rights to produce albums based on the Barbie Doll, a product that has been available in toy stores for over 25 years. "If you separated sales figures on Barbie Dolls from Mattel's other products, the Barbie Doll would be the fourth largest toy business in America," adds Tirk. "I constantly meet women in the industry who confess that they still own their Barbie Dolls."

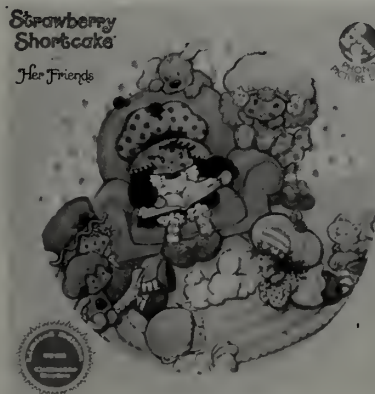
Licensing is also playing a larger role in currently popular products and personalities. A Disney Lucasfilm series features record and tape packages as well as 24-page "Storyteller" books geared to children between the ages of 3 and 9. A 7" "Little LP" and "Read-Along Book," and similar cassette configuration for *Raiders of the Lost Ark* have recently been released by the company. Previously released *Star Wars* and *The Empire Strikes Back* packages have sold exceptionally well, with the combined sales on *Star Wars* records and tapes approaching the one million mark. In addition to the Lucasfilm product, Disney also produces Charles Schultz Peanuts records.

"We'd like to represent hi-quality product in the children's record field," says Krisel. "Of course, it also has to be commercially attractive." He added that although Disney has a wealth of its own characters to draw on, the company entered the licensing area because "we're very proud of our sales and production capabilities. We saw a lot of good product that we felt wasn't being handled properly," according to Krisel. However, Krisel adds that the company is very selective. "For every product that we do decide to license, we have to turn down many, many more."

Peter Pan Records has also built a large part of its catalog around licensed, exclusive properties. Aside from its own in-house creations of Irwin the Dynamic Duck and Barney the Book Bear, the company produces recordings featuring Bugs Bunny, Popeye, Batman, Superman, the Hulk, Woody Woodpecker and others.

While the established visibility of these characters gives the companies an

(continued on page C-4)



Sales of children's records have grown tremendously as manufacturers utilize creative in-store displays and picture discs to attract customers both young and old.

A Retailer Talks About Children's Records



"We are quite happy to say that we carry children's records and that they are very profitable for us," says Terry Cooper, vice president of Modern Record Service/Recordland retail stores, a 35-store chain of 2,000 square foot outlets located in malls in six states, with the biggest concentration on Ohio and Michigan.

As a full-line retailer from its inception, the Recordland chain has always carried children's product. However, Cooper points to the start of TV advertising tie-ins for children's records a few years back as providing the stimulus for a tremendous growth in kids' record sales.

"For years," Cooper states, "kids' records had to sell in the stores because no one played them (on the radio). They had to relate to a storybook. If a kid had 'The Three Little Pigs' or 'Jack and the Beanstalk' the parent might check to see if there was an album available, or if they saw a Disney movie they might check to see if there was a record. It was a very small, quiet market.

"Then along came 'Sesame Street Disco' and 'Chipmunk Punk,' albums that received tremendous TV exposure, and it really has made a big difference in volume and turnover sales in children's records. By creating an awareness that there were children's records available of those things, most of the public who were not even aware that they existed now wanted to buy them."

Even with greater public awareness of their availability, Cooper says that children's records remain very much a point of purchase sale. He likens the situation to a candy store, where a child sees the product and decides that he or she must have it. "If the kid sees it," Cooper says, "he's going to drag the parent over to it and say 'I want that.'" For that reason, according to Cooper, it is important to

make the children's section visible within the store, either through graphics that appeal to children or via merchandising aids such as dumps and waterfall racks.

At Recordland, Cooper says, the older stores, designed before the children's record boom merely have children's sections "identified by a header card and possibly some display material." However, in the chain's newer outlets a corner of the store is set aside as a children's area, with wall graphics and racks designed to appeal to kids by presenting easily recognizable characters from television.

As a large chain, Recordland qualifies for rack jobber prices from most manufacturers due to the volume it turns over. However, Cooper states, because of that favorable pricing and "comfortable profit margin," the chain is expected to create its own displays and receives "very little help from the manufacturers" in terms of advertising dollars and display items such as mobiles and posters. "Occasionally they'll send us a dump, but mostly we have to do it on our own," he says.

Recordland currently carries four lines of children's product, which account for from 2% to 5% of total inventory. Of those four lines, three are purchased direct from the manufacturer. The fourth, Cooper maintains, is such a strong seller that Recordland is willing to take a smaller profit margin in order to carry the line. He says that each of the Recordland stores carries approximately the same size inventory of children's product, which he fixes at 150 to 200 titles on LP and cassette. These are mostly carried on a single piece per title basis and are "continuously replaced by computer when a piece is sold." That way, Cooper claims, "the piece count is kept way down, while the selection spread is great." This factor makes children's records especially attractive to the retailer, since it means very little money is tied up in unsold inventory.

Another attractive element of children's records, Cooper says, is the price. Most kid's product, he states, lists at \$3.98 and is sold by Recordland stores for \$3.69. "Compared to the cost of toys these days," Cooper offers, "records are a terrific buy for kids. With electronic games at \$25 and dolls selling for \$15 or so, a parent has to feel that if they can get about a half hour of instruction, stories or music to occupy their child's time it's worth the money. We've found that for records anything under \$5 is acceptable to the buyer, and that we can make a good profit at that price as well."

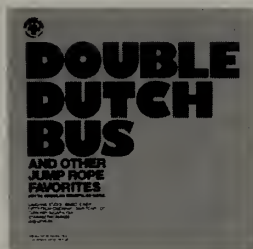
—dave schulps

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Stepped-Up Marketing Increases Sales Of Children's Records

(continued from page C-1)

instant recognition with the consumer, other product, which started as exclusively album characters, have since branched out to include television as a means of building a profile. Kid Stuff's Strawberry Shortcake character has already been the subject to two television specials, with a third to air within the year. Additionally, the character has been chosen as the symbol for this year's Easter Seals campaign, and has been licensed for use in books, games and toys.

The wide variety of associated lines has led to the creation of Strawberry Shortcake "islands" in discount and department stores, where everything from pillowcases to records are displayed.

The wide popularity of *Sesame Street* led to the formation of that record venture, and the records receive a shot in the arm every time the show is seen or the Muppet characters enter into a new production like the recent *Great Muppet Caper*. "We have unbelievable exposure," says Sesame Street's Dennish. "The show is on three times a day in New York, and of course, that's what sells our records."

But aside from relying on established characters and their ties to cross-merchandised product, children's labels carefully watch for general trends in the record business. The success of Disney's "Mickey Mouse Disco" album came as no surprise to the manufacturers, all of whom try to market with an ear to the present. Aside from the Disney record, other trend-oriented big sellers have included "Sesame Street Fever" and Kid Stuff's "A Child's First Disco Album."

"At Kid Stuff, we see six strong selling points for children's records," said Tirk. "They require little space, have a high turn-over, a very good profit margin, few returns, do not depend on radio for exposure and are one of the few things you can buy for a child for less than \$2."

"According to the recent NARM sur-

(continued on page C-6)

IRWIN'S NEWEST HIT ALBUMS



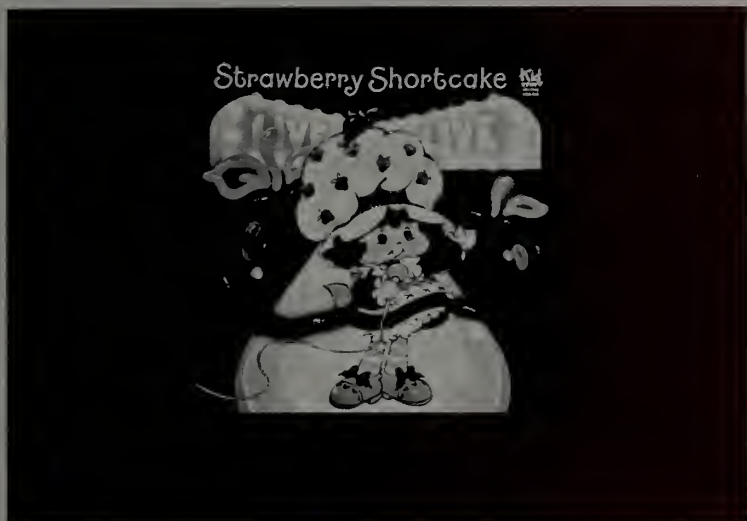
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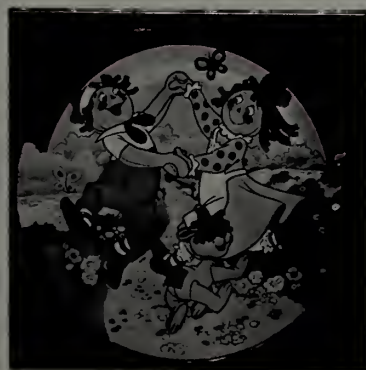
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SHELDON TURK



Children's Records: Stepped Up Marketing = Explosive Growth

(continued from page C-4)

vey, we have a bigger percentage of the record market than jazz, comedy or classical records," adds Kid Stuff president Irv Schwartz. "Yet the trades have never treated children's records as part of the industry. Small retailers who read the trades have no idea of what's happening. It's impossible for us to reach them on a one-to-one basis. Without the trades, our market will never reach them. We should at least be charted monthly."

The misconception manufacturers would most like to dispell is that children's music is a seasonal business. Although many still prepare a large percentage of their product with the holiday season in mind, it is a deemphasized facet of the business. "Ten years ago, you lived or died with Christmas," says Disney's

Krisel. "But Christmas has become less important because we've staggered our releases. We've been having a tremendous summer, and I feel that the seasonality of the business is effected more by availability of stock than by the consumer."

Tirk agrees. "The business has traditionally been seasonal for record retailers because they shove the product to the back of the store when the holidays are over," he says. "The retail end has been the weakest part of the business."

Aside from good product, Krisel credits the computer with drawing attention to the potential sales of children's records. "It's really been a big breakthrough," he reflects. "The volume that's being done is finally being noticed."

Looking to the future, the labels are also seeking to expand in another way. "We're making a very conscious effort to expand our age group," says Schwartz. "Years ago, kids hung onto fairy tales. Now they want to be with it. This is the area we want to fill."

"We found that the 'Mickey Mouse Disco' had a very broad appeal," says Krisel. "The *Raiders of the Lost Ark* records have also expanded our age group, and we're going to continue to do projects like that. Our business has expanded so rapidly in the last four years that we're constantly wondering what we can do next."

"If there's a trend, we're there," said Kid Stuff's Tirk. "How many Mother Goose Rhymes can you do? Anything we bring out is tied with current trends. We

have a 'Pink Panther Punk' album and a 'live' Strawberry Shortcake featuring 'The Strawberry Rap.' You know how hot dance exercise records are — we now have one for children."

"Our main theme is staying attuned to the times," adds Kid Stuff's Schwartz. "I like to think that Kid Stuff's main contribution has been an updated, progressive approach to children's records. We feel this has generated a lot of excitement."

A new market, foreign language recordings, is also being entered vigorously by children's labels. With an already established Spanish film market, Disney has bowed such albums as "Blanca Nieves" (*Snow White*), "La Cenicienta" (*Cinderella*) and "Que Pequeno Es El Mundo" (*It's A Small World*). Each label presently has Spanish recordings available or in the works, and each views the market as potentially huge and untaped.

With such a diversity of products, it's not surprising that each label has a somewhat different personality and approach to marketing and sales. Most rely heavily on point of purchase displays, although some gear to children while others are aimed at the parents. "We try to keep things close to the ground," said Sesame Street's Dennish, who added that the company employs an array of Big Bird stand-ups and display bins to draw attention to its product.

Whether directed at the parent or the child, all manufacturers employ in-store aids. In addition, each relies to varying degrees on complementary advertising such as in-store appearances. A particularly unique approach has been Disney's use of direct television sales and extensive direct mailing. "Aside from our one-shot TV offers, we send direct mail-

ings four or five times a year to 22 million homes," said Disney's Krisel. "Our experience has been that we only get between one and five orders for every 1,000 mailings, but we feel it has a very big spill over effect in terms of record store sales."

Full-line record stores are where the manufacturers are now looking to increase their volume. Traditionally doing the bulk of their business with rack jobbers and toy stores, the companies are seeking to make record retailers more aware of the potential for year-round sales of children's records.



Racks Bullish On Children's Records

For rack jobbers, children's records represent a "stable, high profit business, with the additional advantage of higher inventory turnover than regular records and tapes," according to David Hutkins, general merchandise manager, Pickwick International. Hutkins' concise description goes a long way toward explaining why rack jobbers have been increasing their involvement in children's music of late.

"From a corporate standpoint, we looked at the profits you can make as a record merchandiser and found out we'd go out of business if we sold only hit record product. If you carry children's product, accessories and other items that offer you a high margin you can probably stay in business for a while," Hutkins offers as the reason for Pickwick's increased activity in the children's field.

Tom Schlesinger, buyer for the Handelman Co., which is currently "intensifying our efforts in the children's field," adds that "the product fits in with our customer profile; that is, we sell to family-oriented outlets." In addition, he says, "Children's product has improved, the packaging is far better and it is getting more TV exposure than ever before."

"The fact that children's records are a stable item, in the sense that they are not affected by radio airplay or other unstable factors, makes it easier to plan your inventory," says Pickwick's Hutkins. "It enables you to be a smarter merchant and to increase your inventory turnover, and in these days of 20% and 21% interest, inventory turnover is a very key factor. As far as we're concerned, children's records are a great item not just for the rack jobber but for the rack jobber account."

Hutkins says that children's records now occupy from four to 11 feet of fixture space at every account serviced by Pickwick. The rack carries five major children's lines — Sesame Street, Disney, Peter Pan, Kid's Stuff and A.A. Wonderland — which are displayed in the stores in "special fixtures designed for kids."

Last week, Pickwick initiated its first major children's record campaign, "Music: A Class Act," which will run through Sept. 25 and tie in with the back-to-school season. "This is the first year we've gotten as aggressive as we are on children's

merchandising," claims Hutkins. "We've spent a great deal of money on merchandising materials. We'll be giving out free coloring books at point of purchase featuring the better known children's characters from TV and on the back is a full-color page of album artwork. In addition, there will be full-color bag stuffers, posters, calendars, divider strips and category signs advertising the promotion."

Pickwick is now promoting children's records "as aggressively as regular product" from an advertising, promotion and merchandising standpoint, according to Hutkins. For Pickwick, this includes advertising time buys on TV and in print — Hutkins says children's advertising doesn't come off very well on radio.

Although Handelman's Schlesinger says his company does not feel the need for totally children's oriented advertising buys, he says "we try to incorporate kid's product into our regular ads whenever feasible." According to Schlesinger, the company "treats children's records like it was regular product in terms of merchandising, tracking sales the way we would with any record." However, he mentions that "display material is not nearly as meaningful with children's records because the covers of the records themselves are so good."

Both Pickwick and Handelman are now seeing more children's records than ever before occupying places on their best sellers charts. "A remarkable percentage of our top 500 are children's records," says Handelman's Schlesinger, while Pickwick's Hutkins points to the longevity of "Mickey Mouse Disco" as an indication of how this market is expanding. "It was the biggest selling children's record ever," he states, "and after all this time it's still a top 40 seller for us."

"Children's records were an untapped resource that we just discovered," concluded Pickwick's Hutkins. "We were dumb before and now we're getting smart."

"Our general feeling towards children's records is very positive," says Handelman's Schlesinger. "We see it as an area of expansion and growth all the way down the line."

— dave schulps

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

SHOT OF LOVE • BOB DYLAN • COLUMBIA TC 37496

Breaking out of: Musicland — National, Sound Unlimited — National, Licorice Pizza — Los Angeles, Wherehouse — Los Angeles, All Record Service — Oakland, Everybody's — Northwest, Lieberman — Portland/Dallas, Tower — Los Angeles/San Francisco/Campbell/Seattle, Mile Hi — Denver, Independent — Denver, King Karol — New York, Disc 'O' Mat — New York, Cutler's — New Haven, Harvard Coop — Boston, Flipside — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis.

MERCHANDISING AIDS: Album Flats, Oversize Artist Poster.

ALBUM BREAKOUTS

FREETIME • SPYRO GYRA • MCA 5238

Breaking out of: Record Bar — National, Sound Unlimited — National, Everybody's — Northwest, Western Merchandisers — Southwest, Spec's — South Florida, Gary's — Virginia, Lieberman — Dallas, Radio Doctors — Milwaukee, City One Stop — Los Angeles, Tower — Los Angeles/Seattle, Independent — Denver, Big Apple — Denver, Mile Hi — Denver, Flipside — Chicago, Peaches — Cleveland, Harvard Coop — Boston, Tape City — New Orleans, Wilcox — Oklahoma City.

MERCHANDISING AIDS: 1x1 Album Front Boards, 2x2 Album Announcement Poster, Multi Use Counter Header, Wall Display Piece and Mobile.



BRICK

SUMMER HEAT • BRICK • BANG/CBS FZ 37471

Breaking out of: Camelot — National, Sound Unlimited — National, Turtles — Atlanta, Peaches — Atlanta, Lieberman — Dallas, Sound Warehouse — San Antonio, Boatner's — New Orleans, Streetside — St. Louis, Radio Doctors — Milwaukee, Soul Shack — Washington, Tape City — New Orleans, Mile Hi — Denver, Independent — Denver.

MERCHANDISING AIDS: Album Flats, 2x2 Cover Blowup, Logo.

THERE'S NO GETTIN' OVER ME • RONNIE MILSAP • RCA AHL 1-4060

Breaking out of: Record Bar — National, Western Merchandisers — Southwest, Gary's — Virginia, Wilcox — Oklahoma City, Oz — Atlanta, Tape City — New Orleans, Alta — Phoenix, Big Apple — Denver, Lieberman — Portland, Licorice Pizza — Los Angeles.

MERCHANDISING AIDS: 2x2 Flats, Poster, Standup Displays.



GLADYS KNIGHT & THE PIPS

TOUCH • GLADYS KNIGHT & THE PIPS • COLUMBIA FC 37086

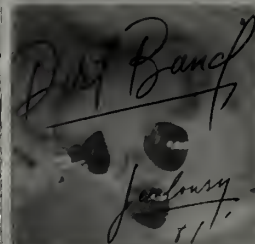
Breaking out of: Sound Unlimited — National, King Karol — New York, Webb's — Philadelphia, Disc 'O' Mat — New York, Soul Shack — Washington, Turtles — Atlanta, Rose Records — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis, Tower — Los Angeles, Independent — Denver, Mile Hi — Denver.

MERCHANDISING AIDS: album Flats, Oversize Artist Poster, Logo.

THE TIME • WARNER BROS. BSK 3598

Breaking out of: Strawberries — Boston, Soul Shack — Washington, Cavages — Buffalo, Radio Doctors — Milwaukee, PB One Stop — St. Louis, Streetside — St. Louis, Boatner's — New Orleans, Wherehouse — Los Angeles, Mile Hi — Denver.

MERCHANDISING AIDS: 1x1 Flats, Poster



JEALOUSY • THE DIRTY BAND • LIBERTY LW 1106

Breaking out of: Wherehouse — Los Angeles, Charts — Phoenix, Mile Hi — Denver, Tower — Sacramento, Lieberman — Dallas, Radio Doctors — Milwaukee, Harmony House — Detroit, Record Theatre — Cincinnati, Turtles — Atlanta.

MERCHANDISING AIDS: 1x1 Flats, 24x36 Poster.

ARTHUR-THE ALBUM • ORIGINAL SOUNDTRACK • WARNER BROS. BSK 3582

Breaking out of: Record Bar — National, Lieberman — Dallas, Wilcox — Oklahoma City, Turtles — Atlanta, Flipside — Chicago, Radio Doctors — Milwaukee, Everybody's — Northwest, Licorice Pizza — Los Angeles, Tower — Los Angeles, Mile Hi — Denver, Record & Tape Collector — Baltimore.

MERCHANDISING AIDS: 1x1 Flats, Streamer, Movie One Sheets.



STARS IN CLEVELAND — A&M recording group Atlantic Starr recently dropped by Lakeside One Stop in Cleveland in support of its latest LP, "Radiant." Pictured in the front row are (l-r): Porter Carrol of the group; Evan Vanguard, co-owner of Lakeside; and Sharon Bryant of the group. Pictured in the middle row are (l-r): Wayne Lewis of the group; Mel Vanguard, co-owner of Lakeside; Marianne Eggleston, A&M merchandiser; and Chuck Guilo, A&M promotion rep. Pictured in the back row are (l-r): Bill Suddereth of the group; Andre Morgan, A&M promotion rep; and Clifford Archer of the group.

WHAT'S IN-STORE

PICKWICK NAMES NEW ACCOUNTS — The Pickwick Rack Services division has announced the addition of 20 Gaylords and five S.E. Nichols outlets in the Southeastern states during August. In addition, the rack giant will also add six Kmart locations in October. The new Kmart locations will be located in Wyoming, New Jersey, Oklahoma, Kentucky, North Carolina and Utah.

SOPHISTICATED PROMOTION — To help sell the soundtrack to *Sophisticated Ladies*, the Broadway revue of Duke Ellington's music, RCA Red Seal is making a variety of point-of-purchase materials available. The in-store aids include a 27"x 22" color poster, flats, empties and flyers. There is also a very limited number of in-store samplers available. If you're quick, they can be obtained by writing to Peter Elliott, RCA Records, 10th Floor, 1133 Avenue of the Americas, New York, N.Y. 10036. Incidentally, RCA tells us that fashion designers and cosmetic firms are presently working on *Sophisticated Ladies* lines for the fall. Should be good for a few cross-merchandising tie-ins.

RIAA GUIDE SUPPLEMENT — The Recording Industry Assn. of America (RIAA) has issued the second supplement to its Freight Transportation Shipping Guide. The new supplement provides information on Air Freight Shipping, and includes basic information needed to shop for air services with an overview of the type of services available and a relative idea of their cost relationship. Also included is information on types of carriers, types of services available with a relative cost ranking, rates and their application, cargo valuation, carrier liability, claims and insurance. A glossary of common air freight shipping terms is provided, plus appendices on executing the air waybill, small package services and containerization. Since the Guide may be helpful to customers who use air to ship returns or exchanges to the manufacturers, the Supplement is being made available to NARM members. Information on the Air Freight Shipping Supplement, as well as the first supplement, the UPS Weight Break Shipping Guide, and the original Freight Transportation Guide is available from the RIAA, 889 Seventh Ave., New York, N.Y. 10106.

RECORD BAR NEWS — To promote the Mel Brooks' film, *History of the World, Part I* at a local theater, the Iowa City, Iowa outlet marked one dollar off the soundtrack. In addition, anyone purchasing the album received a free numbered movie poster of *History*. If their poster had one of Record Bar's lucky numbers, the customer received a free movie pass. In another movie/soundtrack promotion, the store decorated its front display window with Kermit and Miss Piggy in support of *The Great Muppet Caper*. Customers purchasing the soundtrack received free passes to the film... In Cedar Rapids, Iowa, over 1,000 people registered to win the 101-second Hawk record run, co-sponsored by the store and radio station K-101. Columbia recording group members Hawk lent their bodies as well as their names, making an in-store appearance during the run... Dolphin recording group Brice Street also did an in-store for the chain, greeting customers at the Wilmington, N.C. outlet... In between putting up and taking down exotic display windows, the Norfolk, Va. Tracks store sponsored an Urban Chipmunk promotion. Children under 12 were invited to submit drawings of Alvin, with the best five receiving a Chipmunk poster and a cowboy play set. The Norfolk outlets also sponsored a "Be A Long Distance Voyager" contest in cooperation with Polydor Records. The grand prize was a round trip to New York's Madison Square Garden to see the Moody Blues in concert.

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

fred goodman

8-Track Sales Down Overall, But Still Healthy In Country

by Jennifer Bohler

NASHVILLE — The recently released National Assn. of Recording Merchandisers (NARM) survey (*Cash Box*, Aug 29) indicated a decline in the total sales of pre-recorded 8-track tapes, a configuration that is traditionally a top seller in the country music market, while cassettes enjoyed a fairly healthy upward move. Despite this decline, the country music divisions of various labels report 8-track sales to be intact. Furthermore, the label representatives had no plans to shift emphasis from 8-track to cassette, nor do they plan to phase out the 8-track market.

The survey, based on a questionnaire delivered to NARM members, revealed that pre-recorded tapes now account for 39% of total prerecorded music sales, up 20% over 1979 and 24% since 1978. Within this three year period, the percentage of 8-tracks sold as compared to cassettes has completely reversed itself, with cassettes responsible for more than 60% of tape sales in 1980. In 1978, 8-tracks were at 65% of the tape market. These figures are based on total industry sales. A further breakdown of the figures for the different types of music was not available from NARM.

While labels acknowledge a growth in the cassette market, all agree it has in no way detracted from their 8-track market. Chic Doherty, vice president of sales and marketing for MCA's Nashville division, noted a "steady" 8-track market, pointing out that MCA's 8-track sales level this year is relatively equal to that of 1979.

Steady Market

Likewise, Elektra/Asylum has experienced a steady market. Ewell Roussell, general manager of Elektra/Asylum's Nashville division, noted that 50% of the company's pre-recorded tape sales in the country division come from attributed to 8-track. At one time, he said, the label had

Judge Prohibits Use Of Opry Trademarks

NASHVILLE — U.S. District Court Judge Thomas Wiseman, Jr. has ruled that two defendants, C & J Enterprises, Inc. and Tennessee Sales Co. involved with separate suits with WSM, Inc. be permanently enjoined from displaying the trademarks of the Grand Ole Opry and Opryland, U.S.A.

The court held that the defendants had engaged in unfair competition and infringed upon WSM's trademarks by displaying and appropriating the marks and variations on the marks on souvenir merchandise. Judge Wiseman granted permanent injunctions and ruled that WSM, owner of the Grand Ole Opry radio show and Opryland, U.S.A. amusement park, is entitled to all profits gained by the unlawful use of the trademarks. The defendants were also ordered to cover the court costs and legal fees incurred by WSM in the court battle.

Disallows Use

The injunctions disallow the unauthorized use of the plaintiff's Opry and Opryland marks and imitations of other marks, words or names that bear similarities to WSM's trade labels. The court held that the illegal use of the marks was likely to cause confusion or deceive the public in violation of federal and common law.

Representatives of WSM stated that through the use of the marks by WSM for more than 50 years, the Opry marks have come to symbolize WSM's valuable goodwill throughout the United States and internationally.

toyed with the idea of deleting 8-track from the country market, but immediately dropped the idea when the company's branches determined that idea unsuitable. Roussell concluded that the configuration is still a very "powerful item for us."

Roy Wunsch, vice president of marketing, CBS Nashville, agreed that the 8-track market has diminished somewhat since 1978, but feels there has been a definite "overreaction" at the account level and how they are viewing the "supposed demise of 8-tracks, which has me greatly concerned." Sizing up a prosperous market, Wunsch explained that a large percentage of overall sales for some of country's more traditional artists are through 8-track, adding that in some specific areas, such as Dallas or Houston, 8-track sales may even surpass album sales. Detailing it further, he said that as the artist's image becomes more contemporary, cassette sales will increase, with 8-track's declining.

Speaking in terms of the 8-track consumer, all label representatives touched on a rather nebulous, yet potent market — the truck driver, who has proven to be a mainstay for 8-track product since the majority of the big rigs are equipped with 8-track players. Likewise, many automobiles are equipped with 8-tracks rather than cassettes, which provides yet another outlet for the product.

"Car sales are down — people are holding onto their automobiles, which may have been equipped with 8-track," said Joe Galante, division vice president of marketing with RCA's Nashville division. "In terms of the pick up in sales of cassettes, I feel that is due to in-home use — more people are buying cassette tape players for their homes." Galante additionally noted that RCA's country division is now running about even in terms of sales between 8-track and cassette product.

Truckers Use 8-tracks

Dan Roberts, unit manager for Truckstops of America in Nashville, one of the largest truck stops in the country, supported the label's beliefs that truckers comprise a large share of the 8-track buyer, saying that the bulk of the sales to truckers is still 8-tracks. But, he noted that trend may be changing somewhat with more of his customers having cassette players installed in their trucks.



DO THESE KISSERS LOOK LIKE "OLDER WOMEN"? — Epic recording artist Ronnie McDowell was recently involved in a "lip synch" engagement in San Antonio when he participated in the KIKK Kissing Contest sponsored by KIKK/Houston at the San Antonio Rose. Participants received free T-shirts and copies of McDowell's latest album, "Good Time Lovin' Man." Additionally, \$100 worth of western clothing was given away by Stelzigs Western Wear. McDowell, appearing in support of his current single, "Older Women," is shown above with four "not-so-old-looking" females.



GLASER BROTHERS PACK PALOMINO — Tompall and the Glaser Brothers, coming off a Top 5 single, "Loving Her Was Easier (Than Anything I'll Ever Do Again)," played two sets to full houses at the Palomino Club in North Hollywood. They also performed several other tunes from their forthcoming "Busted" album. Set for a late-September release on Elektra/Asylum, the album was produced by Jimmy Bowen. Pictured between shows are (l-r): Jim and Tompall Glaser of the group; Charlie Cook, program director, KHJ; Sue Satriano, national publicity director, Elektra/Asylum; Chuck Glaser of the group; and Nick Hunter, marketing director, Elektra/Asylum, Nashville.

K-Tel Representative Speaks Before Publishers Meeting

by Tom Roland

NASHVILLE — Bill Issacs, a representative of K-Tel Records, told 60-75 members of the Nashville music community that publishers should expect a reduced royalty rate when their copyrights are included in K-Tel product. Issacs made his remarks during a Nashville Music Publishers' Forum entitled "Record Packaging," held at ASCAP Aug. 25, in which he covered the usual terms given to both publishers and record labels who have product included on K-Tel albums.

According to Issacs, K-Tel normally includes 14-18 tracks on an album and gives it a list price between \$4.99 and \$7.99. With a heavy television advertising budget (usually \$500,000-\$1 million), the per unit cost of an album is often driven as high as \$5-\$6, forcing K-Tel to ask the publisher for a reduced royalty rate.

Usually, the publisher will receive a mechanical royalty of 50-75% of the statutory rate depending on the record's chart position. He cited, as an example, a #1 record as receiving 75% of the statutory rate, which currently stands at 4 cents per title per unit sold, whereas a record that peaked on the charts at #60 would probably receive just 50% of the statutory rate. When questioned, Issacs revealed that in extreme cases where a publisher absolutely deman-

ded the full rate and K-Tel felt the song was essential to the package, the company would grant the full rate, but he added that such a publisher would probably not receive any cuts on future K-Tel projects. All licenses are non-exclusive and last 2-3 years. If, when the first license runs out, the album is still selling through K-Tel's catalog division, Dominion Music, K-Tel may extend the agreement.

Issacs also indicated that K-Tel refuses to provide for a "favored nations" clause in its contracts with publishers. A favored nations clause is a term in a contract which guarantees that the individual publisher will receive no less than the maximum royalty rate given to any other publisher on the same album. When one publisher stated that he had, in fact, heard that such a clause could be obtained from K-Tel, Issacs replied, "Let's put it this way: I've been with K-Tel four years and I've never given one."

Royalty Payments

Additionally, Issacs touched on the subject of payment. He said that royalties are accounted for on a quarterly basis, and that the company was usually flexible on advances, frequently giving advances on country albums against the first 200,000 to 300,000 copies sold. He also said that occasionally, advances for pop packages may cover the first 500,000 copies.

Issacs noted that four standard types of packages were put together by K-Tel: pop, teen, MOR and country. However, special concept albums are employed such as a recent album that contained only southern rock. Also, K-Tel occasionally offers an entire album of product by one particular artist.

When asked if K-Tel was interested in gospel product, Issacs replied that his company was "definitely interested" and in-

(continued on page 45)

Roy Acuff Celebrates 50 Years In Industry

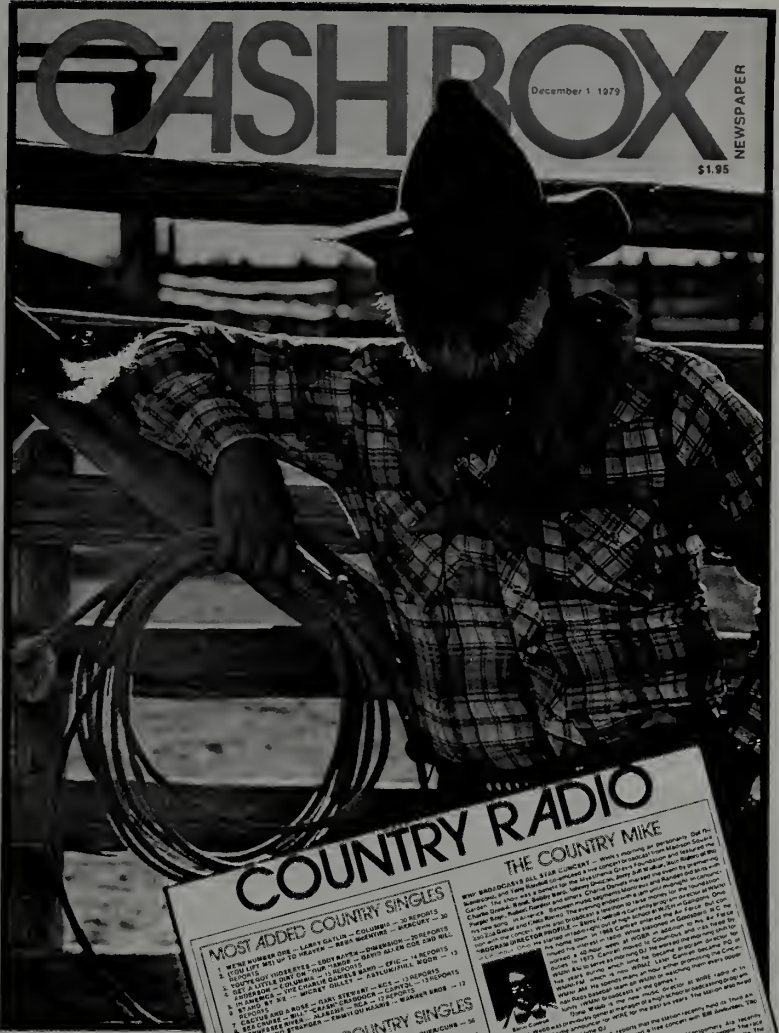
NASHVILLE — The Hyatt Regency Ballroom will be the site of Acuff's Golden Celebration, a celebrity roast honoring Roy Acuff and his 50 years in the entertainment industry, Sept. 20.

The event, tagged at \$100 per person, is being sponsored by the Nashville Area Junior Chamber of Commerce, and proceeds will benefit Buddies of Nashville. Minnie Pearl, Archie Campbell and Tennessee Governor Lamar Alexander will act as emcees, and Dolores Seigenthaler and Wesley Rose will serve as general chairmen. John Jay Hooker is the honorary chairman for the event.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 FANCY FREE OAK RIDGE BOYS (MCA-5209)	2 14	38 YOU DON'T KNOW ME MICKY GILLEY (Epic FE-37415)	39 3
2 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1 25	39 ONE TO ONE ED BRUCE (MCA-5138)	40 19
3 SHARE YOUR LOVE KENNY ROGERS (Liberty LCO-1105)	3 19	40 DRIFTER SYLVIA (RCA AHL 1-3936)	23 20
4 JUICE JUICE NEWTON (Capitol ST-12158)	4 26	41 GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399)	45 4
5 YEARS AGO STATLER BROTHERS (Mercury/PolyGram 3HM-1-6002)	5 9	42 PLEASURE DAVE ROYLAND AND SUGAR (Epic 5E-523)	41 13
6 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36362)	6 25	43 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	42 124
7 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	7 8	44 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AHL 1-3932)	25 21
8 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	8 31	45 THE MINSTREL MAN WILDE NELSON (RCA AHL 1-4045)	40 7
9 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	9 6	46 THE BARON JOHNNY CASH (Columbia FC-37179)	43 11
10 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	10 50	47 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36803)	47 28
11 STEP BY STEP EDDIE RABBITT (Elektra 6E-532)	17 3	48 SHOULD I DO IT TANYA TUCKER (MCA-5228)	48 8
12 LEATHER AND LACE WAYLON AND JESSIE (RCA AHL 1-3931)	13 27	49 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	50 55
13 RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216)	20 8	50 MORE GOOD 'UNS JERRY CLOWER (MCA-5215)	54 3
14 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37102)	18 17	51 BLUE PEARL EARL THOMAS CONLEY (Surbird ST-50105)	33 24
15 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LCO 1072)	15 45	52 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 56752)	55 53
16 CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	16 16	53 AS IS BOBBY BARE (Columbia FC-37157)	53 12
17 NOW OR NEVER JOHN SCHNEIDER (Scotti Bros. ARZ 37409)	11 11	54 ENCORE MICKY GILLEY (Epic JF-36851)	51 43
18 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	60 2	55 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	44 49
19 WILD WEST DOTTIE WEST (Liberty LT-1062)	19 27	56 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3852)	56 40
20 MR. T CONWAY TWITTY (MCA-5234)	12 10	57 I HAVE A DREAM CRISTY LANE (Liberty LT-1083)	46 24
21 URBAN CHIPMUNK THE CHIPMUNKS (RCA AHL 1-4027)	28 12	58 THESE DAYS CRYSTAL GAYLE (Columbia JC 36512)	59 2
22 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	30 62	59 TAKE THIS JOB AND SHOVE IT ORIGINAL SOUNDTRACK (Epic SE-37177)	52 12
23 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	32 44	60 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	65 37
24 MAKIN' FRIENDS RAZZY BALEY (RCA AHL 1-4026)	14 17	61 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	57 31
25 I'M COUNTRYFIED MFL McDaniel (Capitol ST-12116)	21 27	62 ENCORE CHARLY McCLAIN (Epic FE 37347)	38 5
26 DARLIN' TOM JONES (Mercury/PolyGram SRM-1-4010)	26 12	63 MR. SONGMAN SLIM WHITMAN (Epic/Cleburn International FE 37463)	64 2
27 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-339)	27 44	64 WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l. JE-37107)	69 21
28 HORIZON EDDIE RABBITT (Elektra 6E-276)	28 50	65 STARDUST WILLIE NELSON (Columbia JC 36505)	70 175
29 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	35 45	66 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-30002)	71 68
30 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	31 6	67 EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3505)	67 30
31 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3526)	23 20	68 JUST LIKE ME TERRY GREGORY (Handshake JW 37131)	66 4
32 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	— 1	69 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-36642)	72 113
33 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SO-12144)	24 15	70 ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA AHL 1-3935)	53 21
34 WITH LOVE JOHN CONLEE (MCA-5213)	34 7	71 ENCORE BOBBY BARE (Columbia FC 37351)	62 4
35 LIVE BARBARA MANDRELL (MCA-5243)	61 2	72 LOVE IS FAIR BARBARA MANDRELL (MCA-5136)	63 50
36 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	37 15	73 HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36882)	73 9
37 LIVE HOYT AXTON (Jeremiah JH-6002)	29 17	74 ENCORE GEORGE JONES (Epic FE 37346)	66 6
		75 BACK TO THE BARROOMS MERLE HAGGARD (MCA-5139)	75 44



CASHBOX

December 1 1979 \$1.95 NEWSPAPER

COUNTRY RADIO

- ### MOST ADDED COUNTRY SINGLES
1. LARRY GATLIN - COLUMBIA - 14 REPORTS
 2. BOBBY BARE - COLUMBIA - 14 REPORTS
 3. TANYA TUCKER - MCA - 13 REPORTS
 4. BOB DYLAN - COLUMBIA - 13 REPORTS
 5. JERRY LEE - MCA - 13 REPORTS
 6. BOB DYLAN - COLUMBIA - 13 REPORTS
 7. BOB DYLAN - COLUMBIA - 13 REPORTS
 8. BOB DYLAN - COLUMBIA - 13 REPORTS
 9. BOB DYLAN - COLUMBIA - 13 REPORTS
 10. BOB DYLAN - COLUMBIA - 13 REPORTS

- ### MOST ACTIVE COUNTRY SINGLES
1. BOB DYLAN - COLUMBIA - 14 REPORTS
 2. BOB DYLAN - COLUMBIA - 14 REPORTS
 3. BOB DYLAN - COLUMBIA - 14 REPORTS
 4. BOB DYLAN - COLUMBIA - 14 REPORTS
 5. BOB DYLAN - COLUMBIA - 14 REPORTS
 6. BOB DYLAN - COLUMBIA - 14 REPORTS
 7. BOB DYLAN - COLUMBIA - 14 REPORTS
 8. BOB DYLAN - COLUMBIA - 14 REPORTS
 9. BOB DYLAN - COLUMBIA - 14 REPORTS
 10. BOB DYLAN - COLUMBIA - 14 REPORTS

Procox Purchases Line-Up Announced

WVOL in Nashville... Procox... Line-Up... Announced... Procox... Line-Up... Announced...

THE COUNTRY MIKE

WHY RADIO'S ALL STAR... THE COUNTRY MIKE... WHY RADIO'S ALL STAR... THE COUNTRY MIKE... WHY RADIO'S ALL STAR... THE COUNTRY MIKE...

PROGRAMMERS PICKS

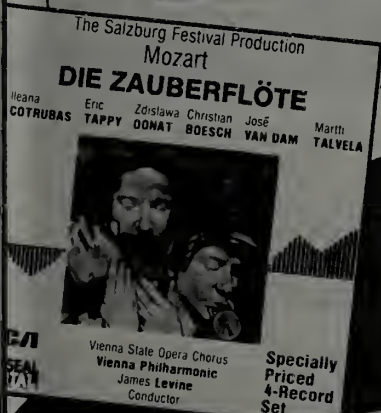
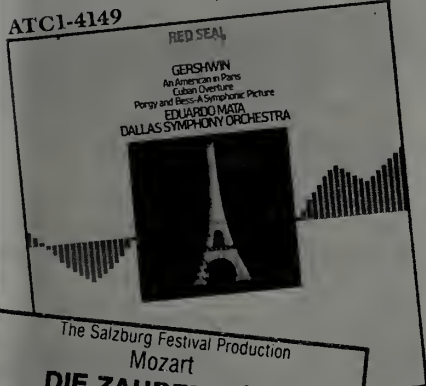
WVOL in Nashville... PROGRAMMERS PICKS... WVOL in Nashville... PROGRAMMERS PICKS... WVOL in Nashville... PROGRAMMERS PICKS...

COUNTRY RADIO AND CASH BOX:

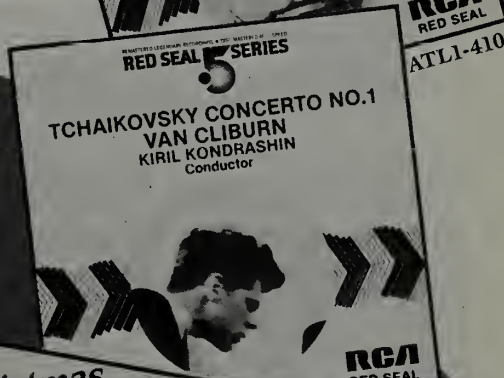
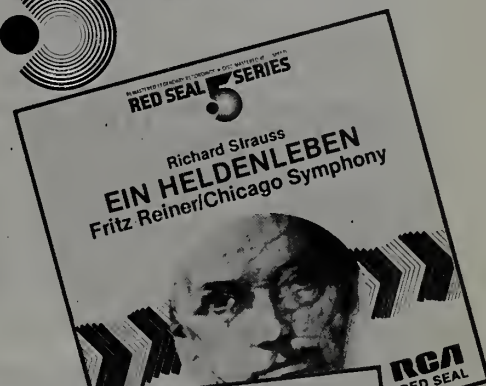
The Only Trade To Devote A Full Page Every Week To Country Radio!

FOR THE FALL SELLING SEASON RED SEAL MEANS BUSINESS

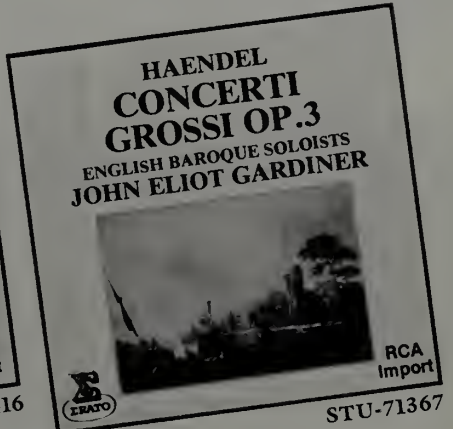
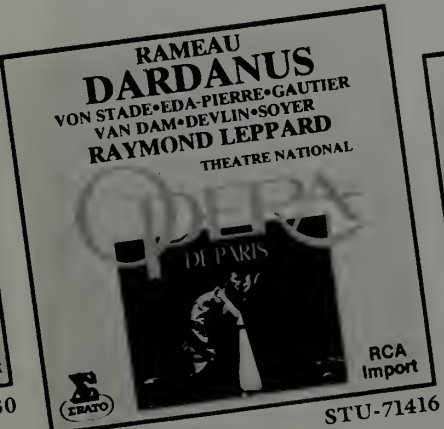
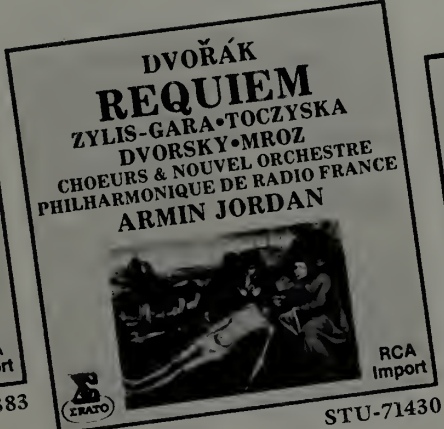
RED SEAL
SERIES



RED SEAL
SERIES



The Classic French Import



COMING IN OCTOBER: Cavalli: Ercole Amante STU-71328 Faure: Penelope STU-71386



Give the gift of music.

RED SEAL
Where artists become legends.

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

- 1 FANCY FREE — OAK RIDGE BOYS — MCA — 59 REPORTS
- 2 WISH YOU WERE HERE — BARBARA MANDRELL — MCA — 56 REPORTS
- 3 ONE-NIGHT FEVER — MEL TILLIS — ELEKTRA — 36 REPORTS
- 4 ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) — HANK WILLIAMS, JR. — ELEKTRA — 35 REPORTS
- 5 CRYING IN THE RAIN — TAMMY WYNETTE — EPIC — 19 REPORTS
- 6 SHE'S STEPPIN' OUT — CON HUNLEY — WARNER BROS. — 18 REPORTS
- 7 MISS EMILY'S PICTURE — JOHN CONLEE — MCA — 18 REPORTS
- 8 LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN) — SUSIE ALLANSON — ELEKTRA — 15 REPORTS
- 9 ONE SIDE OF THE STORY — ED WALTERS — STARGEM — 15 REPORTS
- 10 PUT IN A QUARTER — DAVID HEAVENER — BRENT — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

- 1 NEVER BEEN SO LOVED (IN ALL MY LIFE) — CHARLEY PRIDE — RCA — 57 REPORTS
- 2 STEP BY STEP — EDDIE RABBITT — ELEKTRA — 48 REPORTS
- 3 HURRICANE — LEON EVERETTE — RCA — 43 REPORTS
- 4 TEACH ME TO CHEAT — THE KENDALLS — MERCURY — 42 REPORTS
- 5 I LOVE YOU A THOUSAND WAYS — JOHN ANDERSON — WARNER BROS. — 41 REPORTS
- 6 I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) — JANIE FRICKE — COLUMBIA — 39 REPORTS
- 7 SLEEPIN' WITH THE RADIO ON — CHARLY McCLAIN — EPIC — 39 REPORTS
- 8 RIGHT IN THE PALM OF YOUR HAND — MEL McDANIEL — CAPITOL — 38 REPORTS
- 9 GRANDMA'S SONG — GAIL DAVIES — WARNER BROS. — 38 REPORTS
- 10 I RECALL A GYPSY WOMAN — B.J. THOMAS — MCA — 37 REPORTS

Multi-Format Radio Commercial Designed By Media Marketing

(continued from page 17)

turntable fades into a concentric circle of dominos, shaped like the record on the turntable and moving at the same speed. The domino pattern moves out of that shot into a detailed radio tower about 15 feet high. At the top of the tower is a red light, it lights up, issuing radio signals, of course made of falling dominos. As the dominos fall in this scene, they will flip album covers, which will coincide with the format of the station using the commercial. For example, a country-tailored commercial will feature mainstream country artists, while AOR designed commercials will feature classic rock album jackets, such as the Rolling Stones' "Sticky Fingers."

After the album jackets are flipped, the dominos will fall into the radio station's call letters. The signal continues into a domino house and traces a line to a table, where a portable radio sits. The last domino falls to the switch on the radio and turns it on, at

which point the commercial goes into an air check of the station, incorporating the slogan, "knocking you over," to tie in with the falling domino theme. The final scene, which is of the dominos falling into the shape of the station's call letters, reinforces the station's identity. The commercial will also feature tailored theme music, once again depending upon the format of the station.

The commercial, which will be available in 60-, 30- and 10-second configurations, has already been sold to pilot stations KX 104/Nashville; WNDU-FM/South Bend, Ind.; KHEY-FM/El Paso, Tex.; KALL/Salt Lake City; and KNIX/Phoenix.

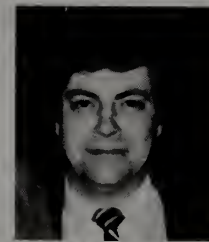
Shot in 35mm, the commercial took two days to film and required 10,000 multi-colored wooden dominos, compliments of the Milton Bradley Co. Simpson added that he has also made a special demo reel of the commercial to send to radio stations for their perusal.



IT WAS A VERY GOOD BOOK — The staff at WWWW/Detroit held a big celebration after the station became the #1 country outlet in the market. After abandoning an AOR format in January, the station, behind the efforts of program director Dene Hallam, debuted the country format with a 4.4 share of the Detroit area (12+) — a full share ahead of the nearest country station. The station also placed second in the city overall in the 25-54 demographic. Pictured is the staff with a few well-wishers.

THE COUNTRY MIKE

TM BOWS 'COUNTRY TOUR U.S.A.' — TM Broadcasting Special Projects vice president and general manager **Nell Sargent** has announced the initiation and availability of newest country project, *Country Tour U.S.A.* The 26-hour radio program, available in September via the Dallas-based TM Special Projects, is produced by Popular Music Products of Los Angeles and co-hosted by Warner Bros. recording artists **Gail Davies** and **T.G. Sheppard**. According to Sargent, *Country Tour U.S.A.* "will be a tour de force of country music on a nationwide basis. We have taken the theme of touring as a vehicle to travel every state in the U.S. musically. We will be surveying the country through music-related events in each state." Each hourly, self-contained segment will feature interviews with artists talking about their music and life on the road. Artists scheduled to be interviewed include **Anne Murray, Kenny Rogers, Conway Twitty, Loretta Lynn, Emmylou Harris, Barbara Mandrell, Dottie West, Eddy Arnold, Alabama** and **John Conlee**. TM Special Projects recently enjoyed successes with country-oriented special projects *Country Love, Clear Creek* and *The Kenny Rogers Radio Special*. For further information, contact TM Special Projects at (214) 685-1111.



Denny Long

ATTENTION XCJs — If you are, or know someone who is an X or ex-country radio disc jockey, an historical record is presently being compiled to serve as a permanent document on the people who have gone down in the annals of country radio history, and your input is needed. No matter what business you might be in now, no matter how long you have been since you've been on the air, please send the following information to **Biff Collier**, P.O. Box 213, Brentwood, Tenn., 37207: Your name, present address, former stations, call letters and air times, the years served at each station and your present phone number. Your help is needed to ensure the success of this project, and the accuracy of a documented country radio history.

Congratulations to **Lee Phillips** and his wife **Kathy** on the birth of 7 pound, 10 ounce **Justin Joshua**, Aug. 17. Lee is the music director at **WKMF/Flint, Mich.**

ALL-NIGHTERS GET TOGETHER — **Doc Lemon**, host of **WHK/Cleveland's** all-night show, took time out from his well-deserved vacation to celebrate his birthday with **Scott Miller** on his All-Night Truckin' Show, Aug. 10, on **WWVA/Wheeling, W.Va.** The family midnight-to-6 a.m. shift was spent conversing about a variety of country bits, as well as fielding calls from listeners across the Eastern seaboard and other parts of the nation. A question who should be the first caller? None other than **Charlie Douglas**, host of the all-night truckin' show from 50,000 watt **WWL/New Orleans**.

KVOO HOSTS 'BIG COUNTRY PICNIC' — An estimated 35,000 country music fans packed Expo Square in Tulsa, Sunday, Aug. 16, for **KVOO's** 10th annual "Big Country Picnic." As the thousands munched from stuffed picnic baskets, **Wayne Kemp, Carl Bell, Merle Travis** and a variety of local country artists provided the afternoon's entertainment.

FOUR BROADCASTERS FORM UNITED STATIONS — **Cash Box** has learned that four influential broadcasters — **Dick Clark, Ed Salamon**, program director, **WHN/New York**; **Nick Verhulsky**, senior vice president, stations and operations, **Mutual Broadcasting**; **Frank Murphy**, vice president, station relations, **Mutual Broadcasting**; have formed a general partnership dubbed **United Stations**. The new firm will distribute a country format via satellite to client stations across the nation 24 hours a day, seven days a week. Salamon could not elaborate any further on the company, as it is currently involved in negotiations with **Mutual Broadcasting**, which owns **WHN**.

PERSONALITY PROFILE — After graduating from Brown Institute in Minneapolis with a degree in communications, **Denny Long** began his broadcasting career in 1964 with **WJFJ/Webster City, Iowa**. Long handled a split shift and became sports director for a multi-formatted station for approximately one year before moving back to his home state of Minnesota, where he was hired as a split shift air personality with full service station **KRFO/Owatonna**. In 1966, Long joined the National Guard, moved back home to Minneapolis, took over the early morning shift with MOR station **WMKT** and got married. A few months later, he moved 'cross town to the first Minneapolis simulcast station, **KRSI-ALBany, Minn.**, where he filled the all night slot for a year-and-a-half, when he was named music director and switched shifts from 9 a.m. to noon. In 1971 he was hired as music director of **WCCO/Minneapolis**, responsible for a 7-10 a.m. daily magazine program, as well as commercial advertisements and daily news reports.

country me

PROGRAMMERS PICKS

Buddy Covington	KNUZ/Houston	All My Rowdy Friends (Have Settled Down) — Hank Williams, Jr. — Elektra
Steve Wilmes	WIRE/Indianapolis	Fancy Free — Oak Ridge Boys — MCA
Bill White	WEPP/Pittsburgh	My Baby Thinks He's A Train — Rosanne Cash — Columbia
John Brejot	WKHK/New York	Fancy Free — Oak Ridge Boys — MCA
Ron Norwood	KMPS/Seattle	The Closer You Get — Don King — Epic
J.D. Cannon	WFMS/Indianapolis	Fancy Free — Oak Ridge Boys — MCA
Debbie Fradln	WMZQ/Washington, D.C.	Crying In The Rain — Tammy Wynette — Epic
Bill Berg	WWVA/Wheeling	It's All I Can Do — Anne Murray — Capitol
Mike Hinrichs	KYEV/El Paso	Wish You Were Here — Barbara Mandrell — MCA
Dale Elchor	KWMT/Fort Dodge	I'll Drink To That — Billy Parker — Soundwaves
Ross Corson	KBMY/Billings	Fancy Free — Oak Ridge Boys — MCA
Tiny Hughes	WROZ/Evansville	Never Been So Loved (In All My Life) — Charley Pride — RCA

COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



KIPPI BRANNON (MCA 51166)
Slowly (3:03) (Cedarwood Publ. Co., Inc. — BMI)
 (T. Hill, W. Pierce) (Producer: C. Howard, Jr.)

She's only 15 years old, but Kippi Brannon possesses the charm and talent of a much older, more seasoned performer. She and producer Chuck Howard, Jr. have done an impressive job on this tender Tommy Hill-Webb Pierce classic. A top choice for radio and jukebox operators.

ICKY SKAGGS (Epic 14-02499)
You May See Me Walkin' (2:25) (Amanda-Lin Music — ASCAP) (T. Uhr) (Producer: R. Skaggs)
 A touch of bluegrass, a slash of rock and a dash of country combine to make Skaggs's upbeat release an instant add at radio for sure. Skaggs effectively melds his traditionalist's common sense with today's commercial savvy, and the result is a sound that is fresh, alive and totally Skaggs.



HITS OUT OF THE BOX

ENNY ROGERS (Liberty P-A-1430)
Share Your Love With Me (3:19) (Duchess Music Corp. (MCA — BMI) (A. Braggs, D. Malone) (Producer: L.B. Richie, Jr.)
GEORGE STRAIT (MCA-51170)
Down and Out (2:23) (Pi-Gem Music, Inc./Golden Opportunity Music — BMI/SESAC) (D. Millon, F. Dycus) (Producer: B. Mavis)

FEATURE PICKS

ICKEY LEE (Mercury 57056)
Wonder If I Care As Much (2:45) (Acuff-Rose Pub., Inc. — BMI) (D. Everly) (Producer: B. Mason)
ROY CLARK (Songbird MCA-51167)
The Last Word In Jesus Is Us (3:00) (Combine Music Corp./Music City Music, Inc. — BMI/ASCAP) (B. Zerface, J. Zerface, B. Morrison) (Producer: L. Butler)
ELEN CORNELIUS (Elektra E-47190)
Where Did Our Love Go (2:45) (Stone Agate Music Div. — BMI) (B. Holland, L. Dozier, E. Holland) (Producer: J. Stroud)
ART ESSERY (NSD-102)
Down In the Boondocks (Lowery Music Co., Inc. — BMI) (J. South) (Producer: R. J. Jones)
YONDA K. LANCE (Sunbird SBR7567)
I'll Really Need Is You (2:24) (Evil Eye Music — BMI) (S. Silverstein) (Producer: N. Larkin)
MARLENE AUSTIN (F&L 513A)
Let's Get Married Again (3:06) (Chappel Music — ASCAP/Trichappel Music — SESAC) (C. Black, R. Burke, J. Gillespie) (Producer: B. Haynes)
COLN COUNTY (Soundwaves NSD-SW-464)
Worst End of The Deal (3:13) (Phono Music — SESAC) (V. Wilson, C. Blackburn) (Producers: Lincoln County Prods.)

ALBUM REVIEWS

TRAIT COUNTRY — George Strait — MCA MCA-5248 — Producer: Blake Mevls — List: 8.98

Following his first single release, "Unwound," there was much speculation within the industry that newcomer Strait was the heir apparent of the traditional country music crown. Evidence is given to that speculation with the release of Strait's first album, a country purist's dream. Honky tonk songs, steel guitar and fiddles dart through a 10-song package that boasts proven country themes. Choice cuts include "Her Goodbye Hit Me In The Heart," "Honky Tonk Down Stairs" and the single.



Limpic To Produce For Bee Gee Label

ASHVILLE — Myrrh recording artist Jerry Limpic has been named as album producer for Dr. Byron Spears' Bee Gee label. Limpic will produce and handle arrangements for a series of Bee Gee products, beginning with Olda Sain's contemporary pop/Latin album, "Comin' through."

Limpic has produced countless custom albums as well as film scores, commercials for radio and television and albums for major gospel labels like Light, Maranatha and Myrrh. Limpic has also developed his own custom album production service in which he will offer his services as a producer, composer and arranger to prospective music groups who desire to record their own album.

Georgia Music Fest Set For Sept. 19-27

ATLANTA — The fourth annual Georgia Music Festival, previously known as Georgia Music Week, has been scheduled for Sept. 19-27. Themed "Something For Everyone," the Festival will feature a more diverse assortment of music events and activities than it has in years to allow for greater statewide participation.

Among the major events of the festival will be the 1981 Gospel Awards Show on Sept. 19, produced by James Bullard, and the Atlanta Songwriters Assn. Showcase on Sept. 24. In addition, the Atlanta Pops Orchestra is scheduled to perform a Stone Mountain Concert on the closing day of the show, Sept. 27, and there will be a number of free concerts held throughout the state.

THE COUNTRY COLUMN

THEY WANT CRYSTAL GAYLE EYES — Kim Carnes may have had a monster hit with "Bette Davis Eyes," but according to the American Nasal and Facial Surgery Institute, Crystal Gayle's eyes are tops. Female patients request eyes like Gayle's over any other celebrity. **Dolly Parton** also made the most wanted list. People like her nose.

HAPPY ANNIVERSARY — MCA in Nashville hosted a surprise anniversary party for **Chic Doherty**, who last week celebrated 35 years with the company. Held at the Spence Manor, Doherty was caught completely off guard when upwards of 200 people converged on the hotel suite to celebrate with the man. MCA played it very cool, too, so the surprise was a total one when Doherty knocked on the door of the suite, thinking he was about to have a business meeting with **Loretta Lynn**. Lynn was there all right, along with a hundred or so other people, including members of the **Oak Ridge Boys**, **Conway Twitty**, **Kippi Brannon** and lots of other well wishers.



Crystal Gayle

PROPHET TO PERFORM NATIONAL ANTHEM — **Ronnie Prophet** is set to perform the National Anthem Sept. 1 at the Tennessee National Walking Horse Celebration in Shelbyville, Tenn. Kicking off Aug. 27, the 11-night event traditionally draws 30,000 spectators per night. Additional performers set for the celebration include **Chet Atkins**, **Larry Gatlin**, **Sylvia**, **Jake Hess**, **Miss Tennessee** and **Miss Nashville**. Later that night, Prophet will present an event classification award.

ROLLING FOR THE CAUSE — The Music City Rollers, which includes a number of music business people, will put on an exhibition at both the Charlotte Skate Center and Music City Skate Center Sept. 2 to raise money for the Nashville Symphony.

HERE AND THERE — Songwriter **Bob Morrison** can be seen performing a medley of some of his biggest compositions, as well as a new tune that hasn't yet been recorded on the **Merv Griffin Show**, which is set to air in most major markets Sept. 4. Morrison, you may recall, has composed such songs as "Looking For Love," "I Still Believe In Waltzes" and countless others. . . WSM recently hosted a showcase to exhibit the talents of some of Opryland's performers and musicians. Several Music Row execs took advantage of the showcase to scout out potential up and coming artists. . . **Gail Davies** and **T. G. Sheppard** will be co-hosting **Country Tour U.S.A.**, a 26-hour radio program that will focus on country music throughout America and will begin airing in September via Dallas-based TM Special Projects. Each hour program will feature interviews with some of country's top names.

Meanwhile, Davies has been in Los Angeles working on her third Warner Bros. album. . . **Nightstreets** has signed with Buddy Lee Attractions. . . "Leather And Lace," a composition on **Stevie Nicks'** solo album, "Bella Donna," was written for **Waylon Jennings** and **Jessie Colter**. . . The **Emmons 'n' Baugh Sound Factory** has recorded a country version of **Al Jarreau's** current single, "We're In This Love Together." The tune was penned by Nashville-based songwriters **Roger Murrah** and **Keith Stegall**. The single is scheduled to ship this week on the Sound Factory label. . . Little Giant artist **Jerril Kelly** is scheduled to appear with **Boxcar Willie** and **Bobby Bare** on the **Freddy Quinn Show**, which will be televised in Berlin Sept. 8. Kelly has already released one album in Germany on the Intercord label.



Mel McDaniel

NEJA BENEFIT — The **Burrilo Brothers** and **Calamity Jane** will be the featured performers in a benefit Sept. 16 at The Cannery in Nashville. All proceeds from the five dollars a ticket concert will go to the National Entertainment Journalists' Assn. (NEJA), a non-profit professional organization headquartered in Nashville. The show starts at 9:00 p.m.

ONE OF THE BEST — **Ernest Tubb's** famous record shop in Nashville has been dubbed #8 on the list of America's Top 20 record shops by *Ovi* magazine.

CONGRATULATIONS — To former **Cash Box** staffer **Denise Meek** on the birth of her eight pound, nine ounce son, born Aug. 24 at Baptist Hospital in Nashville.

MCDANIEL AT LYN-LOU — **Mel McDaniel** is in the studio again, working on a follow-up album to his highly successful "I'm Countryfied" Capitol release. McDaniel, with producer **Larry Rogers**, is using Lyn-Lou Studio in Memphis.

KNOLL HOSTS COTTON TAPING — Newly created, New York-based Knoll Records hosted a reception for rock/pop artist **Gene Cotton** last week to introduce local members of the press to the excellent singer/songwriter and his upcoming album release, "Eclipse Of The Blue Moon." Cotton has enjoyed a number of successful singles, including "Don't You Let My Heart Know That You're Leaving" and his recent duet with **Kim Carnes**, "You're A Part Of Me." We're glad to hear that Cotton has new product coming out. He's been a personal favorite for years.

Jennifer Bohler

IN THE CHARTS AGAIN. . .

"IRENE"
 (OB-327)

CASH BOX
 88 • BULLET

ERNIE
 ASHWORTH

AND COMING SOON!
 AN INSTRUMENTAL VERSION OF
 "FRAULEN"
 BY
 LITTLE ROY WIGGINS



O'BRIEN
 RECORDS



STAR UNVEILED — In honor of his many contributions to the music industry and his impact on gospel music in particular, Rev. James Cleveland recently had a star placed on the Hollywood Walk of Fame. The ceremonies came amid the 14th annual convention of the Gospel Music Workshop, Inc., which Cleveland founded. The week-long convention, held at the Los Angeles Hilton Hotel, the Shrine Civic Auditorium and the First United Methodist Church, attracted record attendance from around the country, representing every facet of the gospel music industry. During the star unveiling a substantial bloc of the community, the recording industry, civic leaders, family and friends came out for the ceremonies. The presentation was a major event covered by nearly all local media. A reception in honor of the event followed the presentation. Pictured with Cleveland (c) are Los Angeles Mayor Tom Bradley (near right), Los Angeles Councilman Dave Cunningham (near left) and a host of family, friends and members of the Hollywood Chamber of Commerce.

First Artist Management Enterprises Bows Gospel Arm

NASHVILLE — First Artist Management Enterprises Inc. (FAME), a full-service booking and personal management agency has opened a new division to serve contemporary Christian and gospel music artists with initial representation of Joe English, Stephanie Boosahda, Followers of Christ and Moose Smith.

The Tulsa-based firm is staffed by Carl Lund, the former director of marketing for the Jim Halsey Company; Dianna Pugh, former executive vice president of the Halsey agency; and Joe Welling, president of Welling, Minton and Vanderslice Inc., an international market research firm.

Singer/songwriter David Gates, founder and leader of the pop group Bread, will be working with FAME's artists in career

management and record production.

The new gospel division will be headed by Haran Hunter, Mike Vacale and Wayne Boosahda. Before joining FAME, Hunter was formerly associated with the artist development and promotion department at RCA Records, Nashville and with the William Morris Agency, Nashville. Hunter has also been involved in developing and building gospel representation for Joe English and Bonnie Bramlett.

Cavale is the former president of Ministry Administrators Inc., a booking/promotion/personal management firm. Boosahda will become an exclusive consultant in personal management, artist development and record production for the new division of FAME.

FAME is located at 7030 South Yale Ave., Suite 602, Tulsa, Okla., 74117. The telephone number is (918) 492-2482. The Nashville office is located at P.O. Box 121414, 2500 Hillsboro Road, Sweetbriar Building, Suite 7B, Nashville, Tenn. 37212. The telephone number is (615) 298-4457.

Word Previews New Releases

NASHVILLE — The Word Record and Music Group previewed third quarter product at its summer sales conference held in Newport Beach, Calif., July 14-18. The conference included a review of all sales and marketing in the first six months of 1981, highlighting the success of the black gospel division and the simultaneous rise of Al Green in the gospel community.

New record product introduced at the conference included Tom Netherton's "Reflections," Randy Stonehill's "The Glory and The Flame," Shirley Caesar's "Go," Joni Eareckson's "Joni's Song," B.J. Thomas' "Amazing Grace," two new Inspirations' releases and Kid's Praise II on Maranatha! Music. The Imperials' new album, "Priority," was recognized as the fastest selling record in Word history.

New music product introduced at the conference included the *Best of Praise* choral book, the *New American Country Hymn Book, Vol. III*, four new Sing Traxs and a vocal book, *23 Gospel Greats (One More Song For You)*.

Supreme Angels Pact With Black Label Records

NASHVILLE — Larry Blackwell, president of Black Label Records, a division of H.S.E. of America, Inc., has announced the signing of an exclusive recording agreement with Howard Hunt and The Supreme Angels.

Shannon Williams, gospel director of Black Label, also announced that he had reached an agreement with Fred Mendelsohn, president of Savoy Records, whereby Black Label will issue an album by Savoy artist Rev. Isaac Douglas and the St. Jude Deliverance Choir of Indianapolis, Ind. Williams has produced both The Supreme Angels and Rev. Douglas during his tenure at Nashboro Records.

TOP 20 ALBUMS

Spiritual

		Weeks On 8/22 Chart	
1	THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661)	3	38
2	THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770)	2	36
3	CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	1	30
4	BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046)	4	14
5	IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	6	18
6	20TH ANNIVERSARY ALBUM JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059)	5	26
7	TRUE VICTORY MIN. KEITH PRINGLE (Savoy SGL 7053)	7	32
8	THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	9	20
9	GOD IS OUR CREATOR ALBERTINA WALKER (Savoy SL 14583)	11	26
10	GOD'S WAY (IS THE BEST WAY) JAMES CLEVELAND & THE VOICES OF WATTS (Savoy SL 14631)	14	4
11	RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227)	15	38
12	YOU DON'T KNOW HOW GOOD GOD'S BEEN TO ME CHARLES FOLD & THE FOLD SINGERS (Savoy 7061)	17	4
13	MORE OF THE BEST ANDRAE CROUCH (Light LS 5785)	8	10
14	PRESENTING THE WINANS (Light 5792)	—	2
15	SAINTS HOLD ON SENSATIONAL NIGHTINGALES (Malaco 4373)	—	2
16	GOLDEN HITS SLIM AND THE SUPREME ANGELS (Nashboro 7324)	12	14
17	I WANT TO BE READY JAMES CLEVELAND & THE LOS ANGELES CHAPTER (Savoy 7071)	—	2
18	YOU MAKE EVERYTHING ALRIGHT TRIBORO MASS CHOIR (Savoy 14628)	—	2
19	MIRACLES JACKSON SOUTHERNAIRES (Malaco M-4370)	13	38
20	EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14580)	10	32

Inspirational

		Weeks On 8/22 Chart	
1	PRIORITY IMPERIALS (Dayspring DST 4017)	1	24
2	AMY GRANT IN CONCERT (Myrrh MSB 6668)	2	12
3	FAVORITES, VOL. 1 EVIE TOURNQUIST (Word WSD 8845)	3	34
4	BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	4	44
5	MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	5	182
6	NEVER ALONE AMY GRANT (Myrrh MSB 6645)	6	64
7	FORGIVEN DON FRANCISCO (New Pax NP 33042)	7	144
8	REJOICE 2nd CHAPTER OF ACTS (Sparrow SPR 1050)	8	1
9	THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	9	54
10	MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	11	38
11	BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	10	54
12	FOR THE BRIDE JOHN MICHAEL TALBOT (Sparrow BWR 2021)	—	—
13	SOLDIERS OF THE LIGHT ANDRUS BLACKWOOD & COMPANY (Greentree 3738)	13	—
14	DALLAS HOLM LIVE DALLAS HOLM & PRAISE (Greentree H 3441)	14	11
15	COMING HOME MIKE WARNKE (Myrrh MSB 6670)	15	—
16	HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	20	144
17	ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST 4015)	—	—
18	AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675)	—	—
19	SEEDS OF CHANGE KERRY LIVGREEN (Kirshner/CBS NJZ 36537)	—	—
20	PRAISE V VARIOUS ARTISTS (Maranatha MM 0076)	12	—



ALBUM REVIEWS

I'M JUST AN OLD CHUNK OF COAL — The Lewis Family Caanan CAS 9874 — Producer: Herman Harper — List: 7.9

Despite the timeliness of the title cut, this album is purely traditionalist's treat. The Lewis Family gives Billy Joe Shave recent hit a bluegrass treatment, complete with burning ban-licks. This album projects an image of old-time gospel singing with traditional tunes like "Down By The Riverside." The musicianship of the Lewis boys is enhanced by the likes of Buddy Spicher, Hargus "Pig" Robbins and Josh Graves. **JONI'S SONG** — Joni Eareckson — Word WSB 8856 Producer: Kurt Kaiser — List: 7.98

"Thought I spend my mortal lifetime in this chair, I refuse to waste it living in despair." So goes "Joni's Waltz," an autobiographical tune indicative of Joni Eareckson's ideology. Dedicated to helping the handicapped, Eareckson formed Jesus and Friends, a ministry dedicated to that cause. Eareckson chose to spread the word through music, and her underlying message is never diminished, only strengthened by her sincere delivery. "Joni's Song" has a strong pop appeal, a feeling exemplified by smooth vocals.

STOP THE DOMINOES — Mark Heard — Home Sweet Home R2101 — Producer: Mark Heard — List: 7.98

This album represents the first release for the newly formed Home Sweet Home label, but Heard is no newcomer to the Christian music scene, having performed throughout the world. Heard is a jack-of-all trades, writing, performing and producing "Stop the Dominoes," as well as designing the album cover. His message comes through most clearly on driving rockish cuts like "I'm In Chains."

TOP 75 ALBUMS

Rank	Album	Weeks On Chart		Rank	Album	Weeks On Chart	
		8/29	Chart			8/29	Chart
1	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	1	20	38	WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	34	19
2	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	2	13	39	NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	38	9
3	DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33232)	3	8	40	THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482)	42	3
4	IN THE POCKET COMMODORES (Motown M8-955M1)	5	9	41	A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	40	21
5	I'M IN LOVE EVELYN KING (RCA AFL1-3962)	4	8	42	MIRACLES CHANGE (Arista SD 193C1)	36	21
6	CARL CARLTON (20th Century-Fox/RCA T-628)	8	7	43	THE STRIKERS (Prelude PRL 14100)	46	6
7	ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SFR1-1-2001)	14	5	44	CLASS THE REDDINGS (Believe In A Dream/CBS FZ 37175)	43	7
8	WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	7	9	45	SUMMER HEAT BRICK (Bang/CBS FZ 37471)	—	1
9	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	6	11	46	BEING WITH YOU SMOKEY ROBINSON (Tamiya/Motown T8-375M1)	44	27
10	JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	11	5	47	TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	—	1
11	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	9	10	48	THE TIME (Warner Bros. BSK 3598)	62	2
12	CHILDREN OF TOMORROW FRANKIE SMITH (WMOT FW 37391)	12	7	49	UNLIMITED TOUCH (Prelude PRL 12184)	35	12
13	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	13	8	50	TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	—	1
14	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	27	3	51	LET THE MUSIC PLAY THE JAZZ BAND (Motown M8-957M1)	50	14
15	IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	15	9	52	CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD-1-6327)	54	4
16	THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	20	6	53	WANTED DREAD AND ALIVE PETER TOSH (Rolling Stones/EMI America SO-17055)	47	9
17	BLACK TIE THE MANHATTANS (Columbia FC 37156)	17	5	54	ALICIA ALICIA MEYERS (MCA-5161)	51	20
18	MY MELODY DENISE WILLIAMS (ARC/Columbia FC 37048)	18	23	55	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	52	43
19	WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	10	8	56	BILLY PRESTON & SYREETA (Motown M8-958M1)	59	4
20	THE BROOKLYN, BRONX & QUEENS BAND (Capitol ST-12155)	23	5	57	BUSTIN' LOOSE ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	49	10
21	KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	16	14	58	"RIT" LEE RITENOUR (Elektra 6E-331)	58	15
22	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	19	19	59	EBONEE WEBB (Capitol ST-12148)	64	2
23	WALL TO WALL RENE & ANGELA (Capitol ST-12161)	24	6	60	TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	53	14
24	LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	32	2	61	SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	56	16
25	STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-705)	26	17	62	MY SPECIAL LOVE LaTOYA JACKSON (Polydor/PolyGram PD-1-6328)	—	1
26	THE DUDE QUINCY JONES (A&M SP-3721)	21	23	63	GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	60	37
27	THE TEMPTATIONS (Gordy/Motown G8-1006M1)	45	2	64	DEUCE KURTIS BLOW (Mercury/PolyGram SRM-1-14020)	55	7
28	THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	28	34	65	CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	63	25
29	CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	30	8	66	L.J. REYNOLDS (Capitol ST-12127)	48	10
30	TOO THE S.O.S. BAND (Tabu/CBS FZ 37449)	37	3	67	IT'S WINNING TIME KLIQUE (MCA-5198)	57	12
31	SWEET AND WONDERFUL JEAN CARL (TSOP/CBS FZ 36775)	33	5	68	CLOSER GINO SOCCIO (Atlantic SD 16042)	61	15
32	RADIANT ATLANTIC STARR (A&M SP-4833)	31	27	69	HOT! LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605)	67	12
33	NIGHT CLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	22	16	70	LOVE IS... ONE WAY ONE WAY (MCA-5163)	66	28
34	SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	29	15	71	GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147)	70	15
35	VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	25	26	72	TOO HOT TO SLEEP SYLVESTER (Fantasy F-9607)	65	13
36	MAGIC MAN HERB ALPERT (A&M SP-3728)	41	4	73	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	68	19
37	JUST A LIL' BIT COUNTRY MILLIE JACKSON (Spring/PolyGram SP-1-6732)	39	4	74	THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153)	71	13
				75	TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	72	14



A KING IN BROOKLYN — RCA recording artist Evelyn King recently took part in a community-oriented function at the Abraham & Strauss department store in Brooklyn, sponsored by radio station WWRL. Pictured during an on-the-air interview from the store are (l-r): Vi Higginson, WWRL radio personality; King; and Bob Law, program director, WWRL.

THE RHYTHM SECTION

ALL THAT JAZZ — Members of the Universal Jazz Coalition, in conjunction with funding from the National Endowment for the Arts, will be presenting some new and unique music in New York during September. Set to perform his own compositions during a show at the Carnegie Recital Hall Sept. 11 is tenorist **Ricky Ford** with his quartet. Ford, who joined the **Duke Ellington** Orchestra under the direction of **Mercer Ellington** at age 20, will ply his trade during the set with pianist **Albert Dally**, **Rufus Reid** on bass and **Jimmy Cobb** on drums. At Saint Peter's Church Sept. 20 is tuba player **Bob Stewart** playing in "A Tuba Spectacular," which will trace the growth of tuba music from the days of Dixieland to contemporary application. Joining Stewart, who will play in a variety of settings, will be saxophonist **Arthur Blythe**, **Doc Cheatham**, **Britt Woodman**, **Norris Turney**, **Sharon Freeman**, **Warren Smith**, **Major Holly**, **Howard Johnson**, **Red Callender** and **Ray Draper**. . . Bringing a bit of jazz tradition to L.A.'s be bop badlands is **Atty. Phil Jefferson**, who has revived the Memory Lane nightclub there with plans to offer Sunday Jazz Brunches. Artists to be featured include **Ernie Andrews**, **Lorez Alexandria**, the **Gil Askey Big Band** and **Sam Fletcher**. . . Fusionist **Lee "Capt. Fingers" Ritenour** is in the studio producing a LP by **Eric Tagg**, who sings and plays on the guitarist's "Rit" LP on E/A. The album's current single, "Mr. Briefcase," features Tagg. The newcomer is recording the album for Japan Victor. . . Trumpeter **Fredde Hubbard** has been blowing his horn for a variety of labels since departing the Columbia fold. In recent months he has released a live album on Pablo, titled "Live at the North Sea Festival." He also recently had an album released on East World/Liberty, a project jointly produced by Contemporary Records' head **John Koenig** and **Yoichiro Kikuchi**, titled "Mistral." On the way from the Fantasy label is "Splash," which Hubbard describes as "the most beautiful funk I've ever made." Held at bay currently and looking for a home is still another project by Hubbard, which was produced by former **Cash Box** staffer **Jeffrey Weber**.

STEALING THE SHOW — It's appropriate that Cotillion/Atlantic artist **Stevie Woods** had been doing gigs like the **Hungry Tiger** in L.A. before being "discovered" by German producer **Jack White** during a Southland talent search. The young Woods left Columbus, Ohio to satiate a hunger for performing and his quest is finally reaching fruition. The artist, along with producer White, cut eight distinctly different tunes — encompassing music genres from R&B to rock — to shop the product in a variety of markets. Two cuts from the session, "Holiday" and "Letters From The Road," were shopped successfully with Ariola in Europe. A third song, "Steal The Night," was recently released here on Cotillion. Woods was brought to the attention of Atlantic label brass by **Paul Cooper**, national director of creative services. While the company was thrilled with Woods' work, four of the eight songs were put on hold and four new songs were recorded to replace them. Although Woods is eager to begin building his career, he is intent on not becoming the stereotypical star. According to Woods, "People who don't change with success — that's the stuff superstars are made of."

VIDEO FREAK — Motown's **Rick James** might be involved in a couple of screen projects. The company is currently in production on a full-length video film of James' recent two-day sell-out performances at the Long Beach Arena for possible programming at cable TV outlets and in foreign markets. Portions of the film are also to be used as promotional videos and advertising spots. James has also reportedly written a piece titled "Alice In Ghet-toland" as a vehicle for labelmate **Teena Marie**. Portions of James' "Super Freak" promo video were recently aired on a segment of ABC-TV's *Good Morning America*.

HOT CROSSOVER VINYL — Bang/CBS' new **Brick** album, "Summer Heat," (#105 bullet); **Gladys Knight and the Pips'** Columbia LP, "Touch" (#130 bullet); "Tonight" by Casablanca/PolyGram's **Four Tops** (#157 bullet); "My Special Love" by Polydor/PolyGram artist **LaToya Jackson** (#175 bullet) are the top R&B to pop crossovers on the **Cash Box** Top 200 Albums chart. . . **Ronnie Laws'** "Stay Awake" (#90 bullet) on Liberty is the only B/C crossover on the **Cash Box** Top 100 Singles chart. . . **Debbie Harry's** Chrysalis single "Backfired," debuted this week at #88 bullet on the **Cash Box** Top 100 Black Contemporary Singles chart.

SHORT CUTS — Rick James' two-day sold-out sets recently at the Long Beach Arena will be used on an upcoming live album by the artist. The recording was done by the Record Plant. . . Mirus Music, Inc., the people that brought you the ever popular "Exercise & Dance" album by **Carol Hensel**, have moved into the singles market. Two R&B releases include "It's Gonna Take A Miracle," by **Truth**, to be released by Devaki Records, and **Charles Sharell's** "If I Only Had A Minute," which will be released by Muscle Records. . . PolyGram group **Cameo** recently received the keys to the cities of Dallas, Tex. and Mobile Ala., where Mayor **Robert Doyle** made members of the group honorary citizens. Do they have to pay honorary taxes? Hmmm.

michael martinez

CASHBOX TOP 100

September 5, 1981

		Weeks On 8/29 Chart			Weeks On 8/29 Chart			Weeks On 8/29 Chart	
1	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	2	12	35	7	68	FREAKY DANCIN' CAMEO (Chocolate City/PolyGram CC 3225)	30	18
2	ENDLESS LOVE DIANA ROSS AND LIONEL RICHIE (Motown M 1519F)	1	9	36	6	69	FUNKY BEBOP VIN ZEE (Emergency EMS-4512)	54	9
3	SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F)	3	12	37	5	70	YOU GOT THE PAPERS (BUT I GOT THE MAN) JEAN KNIGHT & PREMIUM (Cotillion/Atlantic 46020)	79	2
4	I'M IN LOVE EVELYN KING (RCA PB-12243)	4	12	38	8	71	SHE GOT THE PAPERS (I GOT THE MAN) BARBARA MASON (WMOT WS9 02506)	81	2
5	JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)	6	11	39	6	72	NIGHT (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic 19-02053)	47	18
6	SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G 7205F)	10	6	40	5	73	ARE YOU SINGLE AURRA (Salsoul/RCA S7 2139)	61	19
7	LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	5	11	41	8	74	WE CAN WORK IT OUT CHAKA KHAN (Warner Bros. WBS 49759)	59	9
8	SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)	9	13	42	2	75	YOU OUGHT TO BE WITH ME CARL WEATHERS (Mirage/Atlantic WTG 3834)	77	4
9	SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	8	15	43	4	76	THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)	—	—
10	LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015)	7	14	44	7	77	WHO'S BEEN KISSING YOU? HOT CUISINE (Prelude PRL 8035)	80	3
11	DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W 85351)	11	28	45	5	78	SATURDAY NIGHT BOBBY BROOM (GRP/Arista GS 2516)	87	2
12	I'LL DO ANYTHING FOR YOU DENROY MORGAN (Becket BKA45-5)	20	11	46	6	79	SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122)	—	1
13	LOVE YOU MORE RENE & ANGELA (Capitol P-5010)	14	12	47	5	80	CLASS (IS WHAT YOU GOT) THE REDDINGS (Believe In A Dream/CBS ZS5 02437)	88	2
14	THIS IS FOR THE LOVER IN YOU SHALAMAR (Solar/RCA YB-12250)	12	12	48	3	81	INCH BY INCH THE STRIKERS (Prelude PRL 8033)	86	3
15	WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746)	17	8	49	5	82	SECRETS BOBBY WOMACK (Beverly Glen 2000)	—	1
16	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN and MICHAEL HENDERSON (Arista AS 0606)	16	10	50	7	83	GET ON UP DO IT AGAIN SUZY Q (RFC/Atlantic 3837)	76	7
17	SWEAT (TIL YOU GET WET) BRICK (Bang/CBS ZS5 02246)	25	8	51	9	84	TIME TO THINK ROCKIE ROBBINS (A&M 2355)	—	1
18	DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)	21	9	52	3	85	WHO'S SAD SMOKEY ROBINSON (Tamla/Motown T 54332F)	85	2
19	WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	28	4	53	5	86	KOOL WHIP FATBACK (Spring/PolyGram SP 3020)	—	1
20	ON THE BEAT THE B.B.&Q. BAND (Capitol P-4993)	24	10	54	4	87	COOL LOVE PABLO CRUISE (A&M 2349)	89	4
21	JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191)	22	10	55	3	88	BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526)	—	1
22	THAT OLD SONG RAY PARKER, JR. AND RAYDIO (Arista AS 0616)	23	8	56	4	89	PULL FANCY DANCER/PULL — PART 2 ONE WAY (MCA 51165)	—	1
23	SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406)	29	5	57	3	90	CUTIE PIE DAYTON (Liberty 1414)	82	10
24	FUNTOWN U.S.A. RAFAEL CAMERON (Salsoul/RCA S7 2144)	26	11	58	6	91	FUNKY SENSATION GWEN MCRAE (Atlantic 3853)	—	1
25	HERE I AM DYNASTY (Solar/Elektra S-47932)	27	10	59	5	92	BODY FEVER (LET'S GO PARTY) LINDA JONES (Spirit SP-B-777-12)	92	2
26	LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	32	3	60	2	93	COME CLOSER PURE ENERGY (Prism PFF 321)	98	2
27	VERY SPECIAL DEBRA LAWS (Elektra E-47142)	19	16	61	4	94	I'VE BEEN WATCHING YOU MIDNIGHT STAR (Solar/Elektra S-47933)	83	10
28	THE REAL THING THE BROTHERS JOHNSON (A&M 2343)	13	12	62	4	95	SEARCHING TO FIND THE ONE UNLIMITED TOUCH (Prelude PRL 8029)	84	16
29	SEND FOR ME ATLANTIC STARR (A&M 2340)	18	13	63	3	96	YOU STOPPED LOVING ME ROBERTA FLACK (MCA 51126)	72	12
30	GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 719F1)	15	24	64	4	97	HOLD TIGHT CHANGE (Atlantic 3832)	74	9
31	A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Prelude PRL 8034)	36	6	65	4	98	RUNNING AWAY MAZE featuring FRANKIE BEVERLY (Capitol P-5000)	78	17
32	NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	40	5	66	9	99	USE ME GRACE JONES (Island IS 49776)	93	3
33	STAY THE NIGHT LATOYA JACKSON (Polydor/PolyGram PD 2177)	34	8	67	20	100	PUSH ONE WAY (MCA 51110)	75	17
34	FREEWAY PEACHES & HERB (Polydor/PolyGram PD 2178)	39	6						

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

A Little Bit (Lynton Muir/Tycho — license pending)	31	Funtown U.S.A. (One To One — ASCAP)	24	Let's Dance (Funky P.O./At Home — ASCAP)	49	BMI)	33
Aiming At Your (Assorted (Admin. By Mighty Three) — BMI)	54	General Hospi-Tale (Solid Smash — ASCAP)	40	Love All The Hurt (Irving/Ljesrika — BMI)	26	Stay Awake (Sweetbeat — ASCAP)	43
Anybody Wanna (Ebonye Webb/Cessess — BMI)	65	Get It Up (Tionna-license pending)	48	Love Has Come (Blackbyrd — BMI)	45	Summer Fun (Blissum/Pure Delite — BMI)	46
Are You Single (Lucky Three/Red Aura — BMI)	73	Get On Up Do It Again (J.C. Music/Larry Spier — ASCAP)	83	Love On A Two Way Street (Gambi — BMI)	10	Super Freak (Jobete & Stone City — ASCAP)	6
Backfired (Chic — BMI)	88	Give It To Me (Jobete & Stone City — ASCAP)	30	Magic Man (Almo — ASCAP/Irving — BMI)	36	Sweat (WB/Good High — ASCAP)	17
Before I Let Go (Amazement — BMI)	57	Gonna Find Her (Marvin Gardens — ASCAP)	53	Mighty Fine (Marv Stuart/Jabo — BMI)	47	That Old Song (Raydiola — ASCAP)	22
Body Fever (Sanyon/Edlujon/Fulatab — BMI)	92	Heartbeat (Kenix/Sugar Biscuit — ASCAP)	67	Never Too Much (Uncle Ronnie's — ASCAP)	32	The Real Thing (State Of The Arts/Brojaj — ASCAP)	28
Can't We Fall (ATV/Ivers — BMI)	16	Here I Am (Spectrum VII/Silver Sounds — ASCAP)	25	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP)	72	This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP)	14
Class (Dexotis/Band of Angels — BMI)	80	He's Just A Runaway (Walden/Gratitude — ASCAP/Irving — BMI)	44	Night Games (Cotillion — BMI)	55	This Kind Of Lovin' (Spectrum VII/Silver Sounds — ASCAP)	76
Classy Lady (Phivin Int'l/Faulkner — ASCAP/BMI)	50	I Do Anything For You (Elig Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	12	On The Beat (Little Macho — ASCAP)	20	Time To Think (Rockie/Almo — ASCAP/Kersey — BMI)	84
Come Closer (Prismatic — BMI)	93	I'm In Love (Duchess — MCA)	4	Pull Fancy (Duchess/Perk's — BMI)	89	Turn It Out (Yougoulei — ASCAP)	38
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP)	87	I Just Want (Clarkee — BMI)	61	Push (Perk's/Duchess — BMI)	100	Turn Out The Night Light (Brass Heart — BMI/Werdna Kioflow — ASCAP)	66
Cutie Pie (Johusa — ASCAP)	90	I Like It (Better Days/Better Nights — ASCAP)	60	Rockin Big Guitar (Lena/Funky Feet — BMI)	63	Use Me (Interior — BMI)	97
Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Interior/Sigidi — BMI)	18	I Love You More (A La Mode/Arista — ASCAP)	13	Running Away (Amazement — BMI)	98	Very Special (At Home/Jeffix — ASCAP)	29
Do You Love Me? (Rodsongs (PRS) Admin. by Rondor (London)/Admin. in the U.S. & Canada by Almo — ASCAP)	37	If That'll Make (Nick-O-Val — ASCAP)	56	Saturday Night (Roaring Fork/Blue Sky — BMI)	78	We Can Work It Out (Macien — BMI)	74
Don't Stop (Total X — ASCAP)	59	I Heard It (Ston Agate — BMI)	52	Searching (Trumar — BMI/Unlimited Touch — ASCAP)	95	We're In This (Blackwood/Magic Castle — BMI)	15
Double Dutch (WIMOT/Frashion/Supermarket — BMI)	11	I'll Do Anything For You (Elig Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	12	Secrets (Asntray/Mi-Alma — license pending)	82	When She Was My (MCA — ASCAP)	19
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	2	I'm In Love (Duchess — MCA)	4	Send For Me (Irving/Mercy Kersey — BMI)	29	Who's Been Kissing (Subludu B.V./April/Chappells/Roker/ATV-license pending)	77
Everybody's Broke (Hancock/Polo Grounds — BMI)	64	Inch By Inch (Trumar/Strikers — BMI)	81	Shake It Up Tonight (April — ASCAP)	9	Who's Sad (Chardax-BMI)	85
Freaky Dancin' (Better Days — BMI/Better Nights — ASCAP)	68	It's Your (Modern American/Mike/Rob — ASCAP)	41	She Don't Let (Fekaris — ASCAP/M&M — BMI)	79	Wikka Wrap (Screen Gems/EMI — license pending)	39
Freeway (Bull Pen/Wah Watson — BMI)	34	I've Been Watching You (Hip-Trip/Mid-Star — BMI)	94	She Got The Papers (Framingreg/Marc James — BMI)	71	You Got The Papers (Old New Orleans — BMI)	70
Funky Bebop (Soul Chak/Emergency — BMI)	69	Just Be My Lady (Nineteen Eighty Foe — BMI)	5	She's A Bad Mama Jama (Jim/Edd — BMI)	1	You Ought To Be (H&H Team/Green Cayenne & Synthesis — ASCAP)	96
Funky Sensation (Kenix — ASCAP)	91	Just Once (ATV/Mann and We!! — BMI)	62	Shine Your Light (Dahl!! — BMI)	51	You Stopped Loving Me (Duchess — BMI)	75
		Knock! Knock! (Jazzy Autumn & Three Go — ASCAP)	58	Silly (Rosebud — license pending)	23	You Were Right Girl (Chardax — BMI)	35
		Kool Whip (Fired-Up — ASCAP)	86	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	8		
		Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	7	Square Biz (Jobete — ASCAP)	3		
				Stay The Night (Blackwood/Screen Gems — EMI)	—		

BLACK CONTEMPORARY

MOST ADDED SINGLES

- THIS KIND OF LOVIN' — THE WHISPERS — SOLAR/RCA**
WUFO, WNHC, WHRK, WTLC, WAWA, WGIV, KSOL, WWDM, WDAO, WGPR-FM.
- SHE DON'T LET NOBODY (BUT ME) — CURTIS MAYFIELD — BOARDWALK**
WWRL, WEDR, WVEE, WSOK, KGFJ, WYLD-FM, WJLB, WRBD, WGPR-FM.
- AIMING AT YOUR HEART — TEMPTATIONS — GORDY/MOTOWN**
WBMX, WDIA, WVEE, WJMO, WHRK, WWDM.
- IF THAT'LL MAKE YOU HAPPY — GLADYS KNIGHT & THE PIPS — COLUMBIA**
WEDR, WENZ, WGCI, WPAL, KGFJ, WGPR-FM.
- I CAN'T LIVE WITHOUT YOUR LOVE — TEDDY PENDERGRASS — PHILA. INT'L/CBS**
WDIA, WENZ, WNHC, KDKO, WJLB.
- JUST ONCE — QUINCY JONES featuring JAMES INGRAM — A&M**
WWRL, WENZ, KSOL, WRBD, WDAO.
- SECRETS — BOBBY WOMACK — BEVERLY GLEN**
WWRL, WBMX, WDAS-FM, KGFJ, KDAY.

MOST ADDED ALBUMS

- TOUCH — GLADYS KNIGHT & THE PIPS — COLUMBIA**
KDAY, WHRK, WPAL, WTLC, WAWA, WGIV, WLUM, WILD, WYLD-FM, WAOK, WDAO.
- SUMMER HEAT — BRICK — BANG/CBS**
WEDR, WPAL, WTLC, WSOK, WLUM, WILD, WRBD, WDAO, WGPR-FM.
- I BELIEVE IN LOVE — ROCKIE ROBBINS — A&M**
WWRL, WEDR, WPAL, WSOK, WGIV, KDKO, WRBD.

UP AND COMING

- ZULU — THE QUICK — PAVILLION/CBS**
- PIECES OF A DREAM — WARM WEATHER — ELEKTRA**
- MIDDLE OF A SLOW DANCE — KLIQUE — MCA**
- ANOTHER DAY WON'T MATTER — BILLY OCEAN — EPIC**
- TAKE MY LOVE — MELBA MOORE — EMI-AMERICA**

BLACK RADIO HIGHLIGHTS

ATLANTA — CARL CONNOR, PD
HOTS: R. Flack, Commodores, E. King, Ebonee Webb, Rene & Angela, Manhattans, P. Hyman/M. Henderson, Change, T. Marie, N. Pointer, Brick, C. Carter, Time, L. Vandross, N. Straker Band, Al Jarreau, P. Austin, G. Knight, S. Lattisaw, C. Carlton, Dynasty, 4 Tops, Afternoon Delights, Stylistics, Temptations, Raydio. ADDS: Roger, Bits & Pieces, D. Ross/L. Richie, Klique, H. Hancock, Graingers, R. Jones, D. Byrd, D. Morgan. LP ADDS: J. Carn, Manhattans, G. Knight, Al Jarreau, B. Ocean, Love Limited Orch.

ATLANTA — SCOTTY ANDREWS, PD
HOTS: D. Williams, D. Ross/L. Richie, L. Graham, C. Carlton, E. King, S. Lattisaw, C. Lynn, Ebonee Webb, Brick, D. Morgan, Pointer Sisters, Commodores, Aurra, Atlantic Starr, Evasions. ADDS: Temptations, Cameo, C. Mayfield, S. Mills. LP ADDS: Al Jarreau, The Time, Bob James, H. Alpert, Commodores.

BOSTON — BUTTERBALL, JR., PD — #1 — D. ROSS/L. RICHIE
HOTS: R. James, 17 To 9 — V. Mason, 22 To 15 — Al Jarreau, 24 To 17 — N. Straker Band, 20 To 24 — Sparque, 29 To 21 — D. Williams, 32 To 25 — N. Pointer, 35 To 27 — L. Vandross, 36 To 29 — D. Byrd, 38 To 31 — Temptations, 39 To 32 — 4 Tops, HB To 33 — B. Mason, HB To 34 — Hot Cuisine, 2 To 35 — P. Austin, HB To 36 — Maze, HB To 37 — Q. Jones, HB To 39 — A. Franklin/G. Benson, HB To 40 — R. Laws. ADDS: One Way, M. Moore, B. Ocean, Aurra, Reddings, Fatback, Bros. Johnson. LP ADDS: G. Knight, L. Jackson, Tavares, Brick.

BUFFALO — DAVE MICHAELS, MD — #1 — D. ROSS/L. RICHIE
HOTS: S. Lattisaw, C. Carlton, L. Graham, Commodores, P. Hyman/M. Henderson, L. Vandross, Midnight Star, The Time, D. Byrd, P. Austin, N. Straker Band, N. Cole, S.O.S. Band, Pointer Sisters, Tavares, Dazz Band. ADDS: Roger, Kraftwerk, D. Harry, Whispers, C. Mayfield, L.J. Reynolds.

CHARLESTON — DON KENDRICKS, MD — #1 — D. ROSS/L. RICHIE
HOTS: R. James, B.B.&Q. Band, D. Williams, S.O.S. Band, West Street Mob, Al Jarreau, E. King, D. Morgan, L. Graham, Dynasty, P. Hyman/M. Henderson, T. Marie, Was (Not Was), Bros. Johnson, Cameron, G. Soccio, Maze, Evasions, 4 Tops. ADDS: Pieces Of A Dream, Johnny & Michael Hill, D. Washington, D. Renee, Mass Production, Wild Sugar, G. Knight, K. Diamond, Imagination, K. Blow, et al. LP ADDS: Ebonee Webb, G. Knight, Staples Singers, Brick, R. Robbins, A. Franklin, Tavares, B. Broom.

CHARLOTTE — JOAN GRAHAM, MD — #1 — BRICK
HOTS: D. Ross/L. Richie, Evasions, B.B.&Q. Band, T. Marie, L. Vandross, D. Morgan, Afternoon Delights, 4 Tops, L. Graham, T.T.F., A. Meyers, C. Weather, E. King, Pointer Sisters, G. Knight, Raydio, Wonder. ADDS: G. Khan, Whispers, S.O.S. Band. LP ADDS: G. Knight, 4 Tops, Millie Jackson, R. Robbins, Manhattans.

CHICAGO — STEVE HARRIS, PD
HOTS: C. Carlton, E. King, Roger, Afternoon Delights, L. Vandross, R. James, T. Marie, D. Ross/L. Richie, Pointer Sisters, Brick. ADDS: Tyrone Davis, West Street Mob, G. Knight, 3rd World, Pieces Of A Dream, B. Broom. LP ADDS: Bob James, B.B.&Q. Band.

CHICAGO — PAM WELLES, MD
HOTS: E. King, Rene & Angela, Commodores, Brick, L. Vandross, 4 Tops, S.O.S. Band, C. Carlton, T. Marie, D. Morgan, R. James, Evasions, Graingers, Pointer Sisters, D. Byrd, S. Lattisaw, Dynasty, C. Lynn, Al Jarreau, H. Alpert, N. Straker Band, S. Vaughn, J.G. Watson, P. Hyman/M. Henderson, A. Ayers, Omni, Dazz Band. ADDS: Temptations, Gwen McCrae, B. Ocean, Pure Energy, B. Womack. LP ADDS: 4 Tops, Peaches & Herb, Sheree Brown, P. Hyman, Pointer Sisters.

CINCINNATI — MIKE ROBERTS, MD
HOTS: C. Carlton, Brick, T. Marie, Rene & Angela, L. Graham, Shalamar, E. King, Midnight Star, P. Hyman/M. Henderson, Pointer Sisters, Commodores, Atlantic Starr, Bros. Johnson. ADDS: B. Ocean.

CLEVELAND — ERIC STONE, PD — #1 — D. MORGAN
HOTS: C. Carlton, D. Ross/L. Richie, E. King, Rene & Angela, P. Hyman/M. Henderson, Shalamar, D. Williams, S. Lattisaw, Vin Zee, Tavares, 4 Tops, N. Straker Band, Al Jarreau. ADDS: Cameo, N. Cole, Peaches & Herb, L. Vandross, Temptations, R. Robbins. LP ADDS: F. Smith, L. Graham, Rene & Angela, B.B.&Q. Band, Al Jarreau, M. Davis, P. Hyman, T. Marie.

DETROIT — GEORGE WHITE, PD — #1 — COMMODORES
HOTS: S. Lattisaw, R. Cameron, Rene & Angela, C. Carlton, Was (Not Was), P. Hyman/M. Henderson, Ross/L. Richie, Dayton, L. Graham, B.B.&Q. Band, Change, The Time, D. Morgan, Manhattans, Jacksons, Al Jarreau, N. Straker Band, Suzi Q, S.O.S. Band, Dynasty, H. Alpert, Raydio, L. Jackson, N. Pointer. ADDS: Bros. Johnson, L. Vandross, Sheree Brown, C. Mayfield, L.J. Reynolds, Quick, LaBelle, G. Knight, M. Moore, Whispers, K. Blow. LP ADDS: Ebonee Webb, J. Carn, Keille Marie, A. Franklin, Brick.

DETROIT — JOHN EDWARDS, MD — #1 — E. KING
HOTS: 10 To 7 — B.B.&Q. Band, 15 To 10 — Al Jarreau, 14 To 11 — Tavares, 19 To 12 — Ebonee Webb, 17 To 13 — Manhattans, 20 To 14 — L. Jackson, 21 To 15 — C. Carlton, 22 To 16 — J. Carr, 25 To 18 — Evasions, 23 To 18 — K. Rogers, 24 To 19 — H. Alpert, 26 To 20 — Raydio, 27 To 21 — N. Pointer, 22 To 22 — D. Williams, 29 To 23 — S. Clarke/G. Duke, 28 To 24 — Pablo Cruise, 31 To 25 — Q. Jones, 26 To 26 — N. Cole, 35 To 28 — Manhattan Transfer, 33 To 27 — C. Khan, 36 To 29 — S.O.S. Band, 34 To 30 — Tierra, 37 To 31 — High Gloss, 38 To 32 — Time, 40 To 34 — Dayton, LP To 35 — Graingers, LP 36 — L. Vandross, LP To 37 — T.T.F., LP To 38 — Dazz Band, LP To 39 — D. Byrd, LP To 40 — A. Franklin/G. Benson. ADDS: Hot Cuisine, C. Mayfield, One Way, T. Pendergrass, N. Straker Band, Tasty. LP ADDS: J. Carn, Al Jarreau, L. Graham, Bob James, H. Alpert, Ahmad Jamal, Love Limited Orch., Journey, 4 Tops, Walter Jackson, J. Knight, B. Womack, P. LaBelle, Fuset, Pure Energy.

FT. LAUDERDALE — JOE FISHER, PD — #1 — D. WILLIAMS
HOTS: 10 To 2 — D. Ross/L. Richie, 8 To 3 — D. Morgan, 11 To 4 — P. Hyman/M. Henderson, 12 To 5 — E. King, 15 To 7 — Commodores, 17 To 8 — Evasions, 21 To 9 — G.M. Flash/Sugarhill Gang, 14 To 5 — S.O.S. Band, 19 To 11 — Afternoon Delights, 20 To 12 — Rene & Angela, 39 To 13 — Brick, 22 To 10 — Tavares, 27 To 15 — West Street Mob, 28 To 17 — Dynasty, 32 To 18 — C. Weather, 34 To 19 — B.B.&Q. Band, 33 To 25 — K. Diamond, 36 To 27 — I. Vandross, 43 To 28 — A. Franklin/G. Benson, 40 To 31 — 4 Tops, 38 To 32 — D. Valentini, 41 To 35 — H. Alpert, Ex To 36 — Rick James, 45 To 37 — P. Stin, Ex To 38 — S. Mills, Ex To 39 — Cameo, Ex To 40 — J. Knight, Ex To 41 — B. Mason, Ex To 42 — J. Ross, HB To 43 — D. Byrd, HB To 44 — N. Straker Band, HB To 45 — P. LaBelle. ADDS: Fatback, One Way, RJ's Latest Arrival, Freedom Express, Q. Jones, Bohannon, C. Mayfield, V. Mason, Mastermind, by Brother. LP ADDS: Brick, R. Robbins, Freedom, Ebonee Webb.

HOUSTON — ROSS HOLLAND, MD — #1 — D. ROSS/L. RICHIE
HOTS: R. James, F. Smith, C. Carlton, T. Marie, D. Laws, Brick, D. Williams, E. King, Jacksons, Maze, Pointer Sisters, C. Lynn, G. Jones, S. Clarke/G. Duke, R. James (new), Klique, Shalamar, Commodores. ADDS: Pointer Sisters, Dynasty, Manhattans, A. Franklin/G. Benson, Donald Byrd. LP ADDS: R. Ayers, Spyro Gyra.

LOS ANGELES — J.B. STONE, PD — #1 — D. ROSS/L. RICHIE
HOTS: C. Carlton, E. King, A. Starr, D. Morgan, T. Gardner, T. Marie, Aurra, L. Graham, D. Laws, R. James, Commodores, S.O.S. Band, P. Hyman/M. Henderson, B.B.&Q. Band, Rene & Angela, H. Hancock, Dynasty, S. Lattisaw. ADDS: G. Knight, Time, C. Mayfield, B. Womack. LP ADDS: T. Pendergrass, Q. Jones, W. Jackson, D. Byrd.

LOS ANGELES — JON BADEAUX, MD — #1 — C. CARLTON
HOTS: D. Ross/L. Richie, L. Graham, R. James, Al Jarreau, D. Williams, L. Vandross, Raydio, Pointer Sisters, Commodores, N. Straker Band, Brick, 4 Tops. LP ADDS: G. Knight, B.B.&Q. Band.

MILWAUKEE — JIMMY GOODTIME, MD — #1 — D. WILLIAMS
HOTS: R. James, E. King, R. Cameron, C. Lynn, Pointer Sisters, L. Graham, Dynasty, Al Jarreau, Commodores, P. Hyman/M. Henderson, Rene & Angela, Brick, S.O.S. Band, Millie Jackson, N. Straker Band, J.G. Watson, Raydio, Sister Sledge, B.B.&Q. Band, Vin Zee, S. Clarke/G. Duke, A. Franklin/G. Benson, Roger, Temptations, T. Pendergrass, The Time. ADDS: Maze, West Street Mob, Aurra, T. Davis, Whispers, Quick, T.T.F., Sue Ann, Dream Machine. LP ADDS: Ebonee Webb, B. Bland, R. Ayers, J. Carn, E. King, G. Knight, M. Davis, B. Broom.

MILWAUKEE — BILLY YOUNG, PD
HOTS: R. James, Cameo, Bros. Johnson, Reddings, D. Williams, J. Carn, L. Graham, T. Marie, Commodores, Al Jarreau. ADDS: Roger, L. Jackson, D. Harry, Koko Taylor, Tavares, B.B.&Q. Band, S. Mills. LP ADDS: A. Franklin, G. Knight, R. Ayers, S.O.S. Band, Brick, H. Alpert.

MEMPHIS — SHARON SMITH, MD
HOTS: Pointer Sisters, C. Carlton, B.B.&Q. Band, E. King, Brick, 4 Tops, L. Graham, D. Ross/L. Richie, Al Jarreau, R. James, Rene & Angela, D. Morgan, D. Williams, Commodores, T. Marie. ADDS: N. Straker Band, L. Vandross, Temptations, Whispers. LP ADDS: Graingers, T.T.F., Strikers, G. Knight, S.O.S. Band, R. Fields, Bob James, 4 Tops.

MEMPHIS — MARK CHRISTIAN, PD
HOTS: R. James, T. Marie, C. Carlton, D. Williams, Al Jarreau, Evasions, D. Ross/L. Richie, Cameron, S.O.S. Band, Brick, L. Graham, Shalamar, Manhattans, Raydio, Dynasty, P. Hyman/M. Henderson, Commodores, Ebonee Webb, S. Clarke/G. Duke, Pointer Sisters, E. King, C. Lynn, D. Laws. ADDS: A. Franklin/G. Benson, B.B.&Q. Band, B. Mason, D. Morgan, L. Vandross, T. Marie, Temptations, T. Pendergrass.

MIAMI — GEORGE JONES, MD — #1 — C. CARLTON
HOTS: Ex To 4 — Dayton, 10 To 5 — B.B.&Q. Band, 17 To 9 — Vin Zee, 18 To 10 — Klique, Ex To 12 — Brick, 19 To 15 — Graingers, 24 To 14 — Evasions, Ex To 27 — R. James, Ex To 26 — Peaches & Herb, Ex To 25 — Bill Summers, Ex To 24 — L. Vandross. ADDS: Imagination, K. Blow, T. Pendergrass, R. Robbins, B. Womack, J. Knight & Premium, Hot Cuisine, Gwen McCrae, Temptations. LP ADDS: A. Franklin, Ebonee Webb, B. Bland, Buddy Guy, Sheree Brown. ADDS: G. Knight, Baby Brother, Truth, C. Mayfield, Cameo, Fatback, L. Jordan. LP ADDS: Tavares, Brick, Stylistics, R. Robbins, Temptations.

NEW ORLEANS — JAMES ALEXANDER, MD — #1 — S. LATTISAW
HOTS: D. Ross/L. Richie, E. King, T. Marie, Pointer Sisters, P. Hyman/M. Henderson, L. Graham, Al Jarreau, Atlantic Starr, C. Lynn, Commodores, Rene & Angela, D. Williams, D. Laws, R. Flack, Dynasty, Emotions, L. Jackson, N. Pointer, H. Alpert, A. Franklin/G. Benson, 4 Tops, Change, Sister Sledge, L. Vandross, S. Robinson, Q. Jones. ADDS: B. Mason, C. Mayfield, Maze. LP ADDS: R. Ayers, Bob James, G. Knight, A. Franklin.

NEW YORK — BARRY MAYO, ASS'T PD
HOTS: D. Ross/L. Richie, T. Marie, F. Joli, E. King, Rene & Angela, N. Straker Band, C. Lynn, S. Lattisaw, B.B.&Q. Band, Pointer Sisters, R. James, Dynasty, F. Smith, Commodores, Shalamar, Sparque, Hot Cuisine, C. Carlton, Atlantic Starr, R. Fields, D. Morgan, Graingers, P. Hyman/M. Henderson, Al Jarreau.

NEW YORK — WANDA RAMOS, MD
HOTS: A. Franklin/G. Benson, R. Crawford, P. Hyman/M. Henderson, D. Ross/L. Richie, G. Knight, Al Jarreau, S. Clarke/G. Duke, Hot Cuisine, L. Graham, R. Ayers, H. Alpert, N. Straker Band. ADDS: B. Womack, S. Mills, Pieces Of A Dream, Brick, C. Mayfield, Q. Jones, Shock. LP ADDS: H. Belafonte, P. D'Rivera, A. Blythe, Millie Jackson, C. Mayfield, Staples Singers, R. Robbins, Bob James.

PHILADELPHIA — JOE TAMBURRO, PD — #1 — D. ROSS/L. RICHIE
HOTS: L. Graham, Commodores, C. Lynn, B.B.&Q. Band, D. Morgan, C. Carlton, P. Hyman/M. Henderson, E. King, West Street Mob, R. James, T. Marie, Rene & Angela, Vin Zee, Pointer Sisters, Al Jarreau, N. Pointer, R. Cameron, Manhattans, L. Vandross, P. Austin, D. Byrd, Stylistics, Graingers, Afterbach, S. Mills, 4 Tops, G. Knight, A. Franklin/G. Benson. ADDS: R. Winters & Fall, B. Womack, J. Knight — Premium, Wild Sugar, B. Broom. LP ADDS: 4 Tops, Tom Grant.

RICHMOND — PAUL CHILDS, PD — #1 — D. ROSS/L. RICHIE
HOTS: 8 To 4 — C. Carlton, 10 To 7 — Pointer Sisters, 15 To 10 — R. James, 19 To 14 — Rene & Angela, 18 To 15 — Al Jarreau, 23 To 19 — D. Morgan, 24 To 20 — Brick, 25 To 22 — Dynasty, 28 To 23 — Evasions, HB To 24 — S.O.S. Band, 30 To 25 — B.B.&Q. Band, HB To 28 — 4 Tops, HB To 30 — Bits & Pieces. ADDS: G. Knight, T. Pendergrass, Bohannon, Afternoon Delight, Q. Jones, T.T.F. LP ADDS: Millie Jackson, Inner Life.

ST. LOUIS — STEVE WEED, MD — #1 — D. ROSS/L. RICHIE
HOTS: F. Smith, Commodores, C. Carlton, Pointer Sisters, L. Graham, T. Marie, E. King, Afternoon Delight, R. James, D. Williams, Shalamar, Al Jarreau, S. Lattisaw. ADDS: Zapp, D. Harry, P. Hyman/M. Henderson.

SAN FRANCISCO — BERNIE MOODY, PD — #1 — D. ROSS/L. RICHIE
HOTS: 13 To 6 — R. James, 17 To 11 — S.O.S. Band, 19 To 14 — Tierra, 16 To 13 — B.B.&Q. Band, 20 To 15 — Evasions, 21 To 16 — Brick, 22 To 17 — Dazz Band, 24 To 18 — Manhattans, 25 To 19 — Sister Sledge, 31 To 20 — Vin Zee, 29 To 21 — Temptations, 30 To 22 — Afterbach, 31 To 23 — L. Jackson, 32 To 24 — B. Summers, 33 To 25 — Emotions, 34 To 26 — Al Jarreau, 35 To 27 — H. Hancock, 36 To 28 — Tavares, 37 To 29 — L. Vandross, 38 To 30 — Time, 39 To 31 — A. Franklin/G. Benson, 40 To 32 — Roger, 41 To 33 — T. Pendergrass, 42 To 34 — Cameo, 43 To 35 — S. Mills, 44 To 36 — S. Clarke/G. Duke. ADDS: P. Austin, One Way, D. Williams, D. Byrd, Q. Jones, Whispers, Shock.

INTERNATIONAL

INTERNATIONAL PROFILE

Gilbert O'Sullivan: Coming On After Five Years Away From The Studio

by Christopher Pickard

RIO DE JANEIRO — A recent surprise visitor to Brazil was Columbia recording artist Gilbert O'Sullivan. For those who have short memories, O'Sullivan, from the U.K., was responsible for some classic pop singles in the early-'70s, among them "Claire," "Alone Again (Naturally)," "Get Down" and "Nothing Rhymed."

So where has O'Sullivan been for the last five years? Has he been having a long holiday?

"I wish I had," he says. "In fact, my disappearance from the music scene was due to a management and record company feud that I found myself in the middle of, and this stopped me recording for over three years. Being a songwriter and performer, I could at least write songs, even though I wasn't recording, but with all the problems going on, it was difficult to keep one's mind uncluttered and write."

O'Sullivan is also very much a working songwriter, who likes to try and write every day in a very business-like fashion. "As one's material wealth grows, I find it very easy to get lazy and put off writing songs," he says. "Therefore, I tend to work as if I am in an office. I lock myself away and work nine to five. Perhaps at the end of that time, I will have nothing, or perhaps a couple of songs. I can never tell, but that's the way I work best."

WEA Ups Nobs To European Artist Relations Position

NEW YORK — Claude Nobs, who founded the Montreaux Jazz Festival 15 years ago, has been promoted to managing director, European artist relations, WEA International. In addition, Nobs, who is based in Montreaux, Switzerland, will continue to supervise WEA International's audio/video planning division there.

Nobs, who also serves as European consultant for Warner Communications, Inc. (WCI), has been WEA International's director of European artist relations since 1972. Since that time, he has developed and implemented the full range of the company's activities in Montreaux, from the coordination of European concert and/or promotional tours for artists on WEA labels, to the making and distribution of videos on various artists.

In another move, Jacquelyne Ledent-Vilain was promoted to director, tour coordinator for WEA artists in Montreaux. Ledent-Vilain will travel with and coordinate itineraries for WEA artists working in Europe. She will also handle some arrangements for tours outside Europe.



Gilbert O'Sullivan

"It is really only working the same principle as (Gerry) Goffin and (Carole) King did. They, and others like Neil Sedaka, used to lock themselves away day after day in the Brill Building just writing songs. If you look at all the magical and wonderful songs they turned out between them, it is proof that this system works for some of us."

So what was O'Sullivan doing in South America?

"My new album, 'Off Centre,' and the single, 'What's In A Kiss,' both went to the #1 spot in Spain, and because of this, they were picked up by the Spanish speaking countries in South America that keep an eye on what is breaking in Spain."

"I was invited for a television program in Chile and took the chance to pay a promotional visit to Argentina. Brazil, of course, does not fit into the Spanish speaking circle, but I was informed that the single was picking up airplay, and so I dropped in on Brazil to do some television and radio spots," he says.

O'Sullivan seems content with life and will now start work on his next album. "Off Centre" has done quite well, and he is happy that his British following is still there. He says that he is happy with the album, because it is the first that he has written as a concept. Before, he would have a hit single, and the record company would push for an album, with a lot of filler material on it.

"I was happy with the results of the album, because so much has changed within the British market since my last album. In Britain, the radio is a pretty good reflection of the public's taste, and even at the height of punk, I still would find a lot of stuff I liked, so I was confident that my public would still be there."

"America is a different story. I will just wait and see how the album and single do. I really don't have the time needed to tour and work in America, and that is vital for success there. I am a bit disappointed by the sameness that the American charts are reflecting at the moment — everything is the big production love song, just look at REO Speedwagon and Styx," he adds.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — At a press conference held at ATC, the execs of the record division of the State-owned TV channel unveiled the details of the second International record Fair, to be held the Sept. 4-21 at the Rural Fairgrounds. All the local record companies will be present at the event, and a dance and skating rink, plus four stages (one of them devoted solely to classical music) have been designed. The first fair, held last April, attracted more than 100,000 tickets paying visitors, and it is expected that the second fair will surpass these figures.

Diego Verardo, commercial director of CBS, reported that his company expects a good year end season, in spite of the gloomy state of the market at this time. He explained that the results obtained with the albums by **Marla Martha Serra Lima** with **Los Panchos** (recorded in Mexico) and **Jullo Iglesias** has shown that there is still a place for good product. CBS is now launching an album recorded in Italy by songstress **Iva Zanicchi**, with versions in Spanish of alltime hits from the melodic field.

Ramon Villanueva, previously in charge of the records division of American Recording, has joined Industrias Musicales Argentinas the company directed by **Roger Lopez**. **Rodolfo Llendo**, previously with CBS, is also with IMA, in charge of sales.

Spanish group **Los Parchis** is returning to Buenos Aires for the shooting of a new movie and personal appearances in this town and several cities of the interior. Tonodisc is releasing an album tagged "La Discoteca de Los Parchis," with some of their recordings and tracks by other Argentinian and kiddie groups.

Sicamericana has signed Chilean group **Los Jalvas** to a recording contract through its Sazam label. The artists have been living in France for several years and recently came to Buenos Aires as part of a South American trip. The company has recently contracted also Uruguayan percussionist **Ruben Rada** and the **Fatorusso Brothers**, who have been living in the U.S. and recording with **Airto Morelra** for some time.

Interdisc is releasing an album with some of the greatest hits by Italian chanter **Peppino di Capri**, with a promo campaign on Channel 11. There will be also a new album by **Eddy Grant**, who would be one of the highlights of the Record Fair.

mguel smirnoff

Canada

TORONTO — Statistics Canada figures reveal first-half sales increases in both cassette and disc configurations for the first half of 1981. Sales of discs are pegged at about \$97 million (an increase of about \$22 million over 1980), while cassette sales total about \$26 million (just less than \$7 million more than last year) . . . "Turn Your Radar

On" will be the next disc from **Prism**, the group's first with singer **Henry Small** at the front . . . "The Police Picnic," featuring 1 bands and 25,000 patrons at an old bar field west of Toronto, may very well have earned a profit for its four investors (among them, **Gary Topp** and **Gary Cormier**, whom The Police remained loyal for ear support by turning down a more lucrative offer from a rival promoter). Especially well-received were **Killing Joke**, **The Goss** and **The Specials**. Some technical foul-ups forced abbreviated sets. **Nash Tr Slash** seemed particularly upset when the plug was pulled on him less than 40 minutes through his work.

The second albums from **Bryan Adams** and **Payola\$** are both chalking up impressive adds on FM radio, but cross over onto AM has been tardy. Adams is ready for a band to tour by mid- to late-September . . . Plans for a **Lisa Dal Bello** tour have been scotched. While the Toronto songstress has an exceedingly good concert voice, she hasn't scored the gain she'd expected at retail and on radio facilitate a tour. She'll go to work on follow-up disc for Capitol.

Radio is finally catching on to the fact **Kreole** and **the Coconuts** qualify as Canadian content, something their former record label here failed to point out. Will the same could be said for **Eric Mercurio** whose sweetened R&B album produced by **Ray Chew** (**Ashford and Simpson**) can buy an add on programmers' lists in its own country. Too black, cry the programmers. How much further can they be behind?

Attic is garnering favorable response from the **Wildroot Orchestra**, a recent sign-out of Vancouver . . . RCA will launch a considerable marketing campaign for videodisc units beginning Oct. 5 in Canada . . . There has been so-so attendance at initial concerts at the Canadian National Exhibition grandstand venue, **Nash Mouskouri**, who turned away crowds at the seven-date series of shows at Massey Hall last year, drew just 8,000 (albeit announced late). **Paul Anka** and **Anne Murray** (again short notice) had, at presstime, sold few tickets than expected. CPI, which booked the 25,000-seat outdoor facility, had scramble to fill the available dates when earlier pledges from **Genesis**, **Rod Stewart** and **AC/DC** fell through. A last-ditch effort thrust **Trumph** and **Teenage Head** on unlikely double bill. Given the groups' striking differences, the early September date should see a crowd that comes and goes (almost two different audiences in one). Mail has finally returned to normal, which means it only takes three days to get a letter across town. You know the mail strike is long when you get publicity stills of groups that are no longer on the label. We won't be who.

kirk lapoli

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Todo Fuera Del Amor** — Air Supply — Microfon
- 2 **Tu Me Prometiste Dvls** — Piminella — CBS
- 3 **Los Ojos De Belle Volver** — Kim Carnes — EMI
- 4 **Super Snooper** — The Oceans — CBS/AMI
- 5 **Los Frenos** — Kurtis Blow — PolyGram
- 6 **Hoy He Empezado A Quererte** — Dyango — EMI
- 7 **Conga, Conga, Conga** — Gretchen — A. Recording
- 8 **Hombre Del Espacio** — Sheila & B. Devotion — Microfon
- 9 **Tu Para Mi** — Franco Simone — Microfon
- 10 **Tu Voz** — Pomada — RCA

TOP LPs

- 1 **Tango** — Placido Domingo — PolyGram
- 2 **Star Show Special** — various artists — Interdisc/ATC
- 3 **Esencia Romantica** — M.M. Serra Lima y Los Panchos — CBS
- 4 **Parchis Vol. 3** — Los Parchis — Tonodisc/ATC
- 5 **Cantanlno Vol. 5** — various artists — CBS
- 6 **Menuo** — Menuo — Interdisc/ATC
- 7 **La Voz En Argentina** — Frank Sinatra — EMI
- 8 **Pensar En Nada** — Leon Gleco — Music Hall
- 9 **In Concert** — Credence Clearwater Revival — RCA
- 10 **Cash Box Top 100** — various artists — Interdisc

—Prensario

Japan

TOP TEN 45s

- 1 **Memory Glass** — Jun Horie — CBS/Sony
- 2 **Mamotte Agetay!** — Yumi Matsutoya — Toshiba/EMI
- 3 **Shiroly Parasol** — Seiko Matsuda — CBS/Sony
- 4 **City Connection** — Emmanuel — Sound Music System
- 5 **Machibuse** — Hitomi Ishikawa — Canyon
- 6 **Nagay! Yoru** — Chiharu Matsuyama — News
- 7 **Ilyume Miroyo/Moshimo Plano Ga Hiketanara** — Toshiyuki Nishida — CBS/Sony
- 8 **High School Lullabye** — Imokin Trio — For Life
- 9 **Mitchinoku Hitoritabi** — Joji Yamamoto — Canyon
- 10 **Kattobi Rock 'N' Roll** — Yokohama Ginbae — King

TOP TEN LPs

- 1 **Stereo Taylyozoku** — Southern All Stars — Victor
- 2 **Live At Whisky A Go Go** — Chaneis — Epic/Sony
- 3 **A Long Vacation** — Elich! Otaki — CBS Sony
- 4 **Sunglow** — Yasuko Agawa — Victor
- 5 **Arabesque's Greatest Hit** — Victor
- 6 **Jiday! O Koete** — Chiharu Matsuyama — News
- 7 **Yazawa** — Eikichi Yazawa — Warner/Pioneer
- 8 **BucchiGirl** — Yokonama Ginbae — King
- 9 **Diary** — Nahoko Kawai — Nippon Columbia
- 10 **Al No Corrida** — Quincy Jones — Alfa

Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 **Japanese Boy** — Aneka — Hansa
- 2 **Love Action** — Human League — Virgin
- 3 **Hooked On Classics** — Royal Philharmonic Orchestra — EMI
- 4 **Tainted Love** — Soft Cell — Bizarre
- 5 **Hold On Tight** — ELO — Jet
- 6 **Girls On Film** — Duran Duran — EMI
- 7 **Green Door** — Shakil Stevens — Epic
- 8 **Caribbean Disco** — Lobo — Polydor
- 9 **One In Ten** — UB40 — DEP International
- 10 **Happy Birthday** — Stevie Wonder — Motown

TOP TEN LPs

- 1 **Time** — ELO — Jet
- 2 **Pretenders II** — Real
- 3 **Duran Duran** — EMI
- 4 **Secret Comblnation** — Randy Crawford — Warner Bros.
- 5 **Kookoo** — Debbie Harry — Chrysalis
- 6 **Kim Wilde** — RAK
- 7 **Love Songs** — Cliff Richard — EMI
- 8 **Bella Donna** — Stevie Nicks — WEA
- 9 **The Official BBC Album Of The Royal Wedding** — BBC
- 10 **Present Arms** — UB40 — DEP International

—Melody Ma

COIN MACHINE



Vending Machine Shipments Down 8% During 1980

CHICAGO — U.S. manufacturers' shipments of merchandise vending machines decreased 8% in value in 1980 from 1979 as the number of machines dropped to 516,858 units from 544,509 in 1979.

The data was compiled and released by the Bureau of the Census, U.S. Department of Commerce, with the cost underwritten by the National Automatic Merchandising Assn. (NAMA). Reports were submitted by 48 machine manufacturers.

The value of 1980 shipments totaled \$327,688,000, compared with \$356,915,000 in 1979, said Joann James, NAMA assistant secretary-treasurer.

James said the only major category registering a 1980 increase were fresh-brew coffee vending machines. Dollar value in 1980 totaled \$16,973,000 compared with \$15,663,000 in 1979.

A slight downturn was recorded for bagged snack and chip vendors (glassfront merchandisers), James reported. Shipments were down to 36,675 units from 38,872 in 1979, with dollar value at \$44,536,000 in 1980, down from \$46,047,000.

The study further revealed that the beverage vending segment dropped to \$207,334,000 from \$227,123,000, caused by an across-the-board decrease in all three types of cold beverage vendors.

The major exception occurred in the "All

(continued on page 43)



Frank Happ

Happ To Head Coin Controls U.S. Office

CHICAGO — David Bellis, director of England's Coin Controls, Ltd., manufacturers of coin acceptor mechanisms and coin door assemblies, announced the appointment of Frank L. Happ as president of Coin Controls, Inc., the firm's newly established U.S. office. Happ is a veteran of 14 years' experience in the coin machine industry, having spent the last seven years with Wico Corporation, most recently serving as director of marketing, manufacturing and international divisions.

In making the announcement Bellis said, "It has been our intention to have a permanent presence in the United States for some time, but we felt that it was important that we waited until such time as we could make a major impact in this market with the right amount of financial commitment and U.S. inventory stocks. A further consideration was to find a key man to head up the organization, and I am confident that Frank Happ is a first class president for Coin Controls, Inc."

In accepting his new appointment, Happ stated, "I am very pleased to offer to the United States coin operated machine industry the very fine coin handling products of Coin Controls. It is my hope that our Chicago area location will provide a convenient central U.S. distribution point for our products."

The new Coin Controls, Inc. office is located at 1701 Carmen Drive, Elk Grove Village, Ill. 60007.

AMOT Convention Held In Nashville

CHICAGO — The Amusement Music Operators of Tennessee (AMOT) held its second annual meeting at the Hyatt Regency in Nashville, July 24-25, with Milton Hobbs, who heads up the North Carolina state organization, serving as convention coordinator. Hobbs reported that attendance at the banquet this year was 56% greater than at the 1980 convention.

The weekend event began with a golf tournament at Shelby Park, which saw John Estridge, Jr. of Southern Games, Inc. winning first place with a net score of 73. Runner-up was Bob Nims, immediate past president of AMOA, and Larry Andrews of Southern Games, Inc. took third place. A video and pool tournament highlighted the evening's activities. Jack Sammons of S & P Enterprises won first place in the video tournament and Jack Hite of Jack's Amusement was the big winner in the pool tournament.

Guest speakers during the business

(continued on page 43)

AMOA Announces Seminar Topics For 1981 Expo

CHICAGO — "Vehicle Costs and Cigarette Taxes," the topic of one of the industry seminars scheduled during the 1981 AMOA Exposition, will be presented as a study session divided into two segments, with Vincent Storino, member of the AMOA Board of Directors and the Seminar Committee, as host. This portion of the seminar program will be held on Saturday, Oct. 31, from 8:30 a.m. until 10:00 a.m., in the Williford Room of the Conrad Hilton Hotel.

In the first segment, Robert W. Singer, president of B & F Amusements, Inc. (Lakewood, N.J.) will offer a presentation on vehicle costs, including such timely issues as cost effective fuel, and truck size and type with respect to route size.

The second part of the seminar, concentrating on cigarette taxes, will feature a panel discussion with Bruce Hatter, national vending manager, R. J. Reynolds Tobacco Co. (Winston-Salem, N.C.), and AMOA board members Alan Bershad and Jack Kerner presiding. Bershad's presentation will cover inventory control, commission structure and payment to customs, accounting procedure and machine capacity size for location. Security, route control and vehicles will be among the topics covered by Kerner, while Hatter will discuss subsidies and the efforts of cigarette companies to help vendors.

A question and answer session will follow, during which the panelists will field questions related to the break-even point for sales and mutually beneficial business relationships between amusement game operators and cigarette accounts.

A technical seminar, "Memory Testing Using Signature Analysis," will be held on Friday, Oct. 30, from 8:30 a.m. until 10 a.m., in the Lake Michigan Room of the Hilton. During this session James Sneed of Kurz-Kasch, Inc. (Dayton, Ohio) will deliver a presentation on the use of conventional test equipment, such as logic probes and scopes, to detect catastrophic failures of memory devices (ROMs, RAMs). Sneed will explore signature analysis as an accurate method of detecting subtle failures, single bit errors, access time, or bit timing. A discussion on the necessary hardware and software and a demonstration of the use of equipment also will be included.

In addition to these study sessions, AMOA will sponsor an operator panel discussion as well as seminars on arcades and an introduction to computers.

The 1981 AMOA Exposition will take place Oct. 29-31 at the Conrad Hilton Hotel in Chicago.

Bally/Midway To Hold Distrib Meet In September

CHICAGO — Bally Pinball Division and Midway Manufacturing Company will host their first domestic distributors meeting of the '80s Sept. 10-12, at The Hamilton Hotel in Itasca, Ill.

The three-day program will begin with a cocktail party on Thursday evening. Friday has been set aside for business meetings in the morning and afternoon, with an elegant dinner party planned to top off the day. A brunch and wrap-up session will close the meeting on Saturday. All principals and chief sales and marketing executives of the distributorships are invited to participate.

The Hamilton is a new hotel located just three miles west of Chicago's O'Hare Airport, with first class facilities including tennis and racquetball courts, a health club and an indoor swimming pool.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. HOLD ON TIGHT ELO (Jet/CBS ZS5 02408)
2. STEP BY STEP EDDIE RABBITT (Elektra E-47174)
3. THE BEACH BOYS MEDLEY (Capitol P 5030)
4. FOR YOUR EYES ONLY SHEENA EASTON (Liberty P 1418)
5. I COULD NEVER MISS YOU (MORE THAN I DO) LULU (Alfa ALF-7006)
6. DRAW OF THE CARDS KIM CARNES (EMI America 8087)
7. SUPER FREAK (PART I) RICK JAMES (Gordy/Motown G 7205F)
8. ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)
9. THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)
10. I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)

TOP NEW COUNTRY SINGLES

1. I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)
2. SOMETIMES I CRY WHEN I'M ALONE SAMMI SMITH (Sound Factory S.F. 446)
3. WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury 76115)
4. TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414)
5. BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277)
6. ENOUGH FOR YOU BRENDA LEE (MCA 51154)
7. CAN'T HELP FALLING IN LOVE WITH YOU SLIM WHITMAN (Epic/Cleveland Int'l. 14-02402)
8. NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB 12294)
9. SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)
10. GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49790)

TOP NEW B/C SINGLES

1. SUPER FREAK (PART I) RICK JAMES (Gordy/Motown G 7205F)
2. FREEWAY PEACHES & HERB (Polydor/PolyGram PD 2178)
3. WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca NB 2338)
4. A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Prelude PRL 8034)
5. NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02490)
6. WIKKA WRAP THE EVASIONS (SAM S-12339)
7. DO YOU LOVE ME? PATTI AUSTIN (Owest/Warner Bros. OWE 49754)
8. DO IT NOW (PART I) THE S.O.S. BAND (Tabu/CBS ZS6 02125)
9. SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406)
10. LET'S DANCE (MAKE YOUR BODY MOVE) WEST STREET MOB (Sugar Hill SH 763)

TOP NEW A/C SINGLES

1. ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)
2. YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)
3. CHLOE ELTON JOHN (Geffen GEF 49788)
4. A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)
5. REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)

COIN MACHINE

'Club' Cards For Game Centers Are Introduced By Business Builders

CUPERTINO, Calif. — Business Builders, the coin-op industry promotion agency based here, has designed a special membership card for use in game center promotions. According to company president Carol Kantor, "The club card concept has proven to increase the regular weekly player traffic in game centers. Our cards are made to add value to the membership by offering a regular plastic card that will fit in the players' wallets and remind them to go to the game center each week."

Kantor said the cards are usually sold for \$2 to \$5 and entitle the member to two free plays per week for a year, which could mean a \$13 or more value to the player.

The plastic card has numbers from 1 to 52 around the edge, which are coated with a write-on panel so they can be either marked out or punched as the week's free plays are redeemed. The card is of high quality plastic and is customized with the game center's name, logo and/or address. It comes in standard wallet size. The front of the card has a write-on panel for the member's signature printed with "not valid until signed" and the center or club name on it. The back copy reads: "This membership card is good for two free plays per week for one year at: (the name of the game center)." Kantor said the wording can be changed on request.

The base price for a one color printing, on two sides, on white vinyl for a minimum quantity of 2500 is \$231.60 per thousand, which amounts to less than 25 cents per card. Colored plastic is available with a choice of yellow, green, red, blue, orange, cream or tan for an additional \$8.26 per thousand.

To help advertise the membership cards in a game center, Business Builders is also offering posters, banners, buttons and pins. "The membership program can be expanded easily into a larger promotion," noted Kantor. "A membership mailing can be used to promote special events or offer other special deals, like '4 free plays if you get a friend to join,' to help to build the club and member participation at the game center."

The cards are one of many new game center promotion products being introduced by Business Builders. High Scorer Awards, T-shirts, frisbees and even mugs, have been used for various promotions of game centers, according to Kantor.

Exidy Sells Its Data Systems Division

SUNNYVALE — Exidy, Inc. has sold its Data Systems Division to Biotech Capital Corp., New York-based venture capital group. The Systems Division, established in 1978, successfully marketed the Sorcerer microcomputer product line throughout the world.

"By selling the computer division, we are emphasizing our commitment to the games business," explained Pete Kauffman, Exidy chairman. "Exidy will be number one and all of our efforts are directed toward that goal."

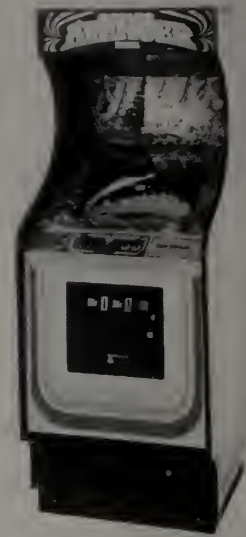
Exidy's newest video game, "Venture," is proving to be a big winner in both earnings and reliability, as pointed out by Lila Zinter, director of marketing. "Venture is only the first example of Exidy's new winners and full commitment to this industry," she said. "We've got lots more coming."

Universal Ships 'Cosmic Avenger'

SANTA CLARA — Universal U.S.A. has released its latest video game, a fast paced, highly challenging machine called "Cosmic Avenger." The new game is designed to "tax the expertise of even the most skillful of players," according to company president Paul Jacobs. It features a new 8-directional joystick, colorful graphics to attract attention on location and exciting sound effects to further induce player interest.

Ten different targets are featured and these include the highly elusive flashing "X" stations, which when destroyed allow the player to guide his spaceship through miles of safe passage. The accumulation of miles traveled is recorded on the bottom of the screen as an additional player evaluation besides the conventional ranking based upon points scored.

Cosmic Avenger also features an all-new hardware system that contains "dip switch" flexibility, allowing the operator to not only adjust the number of ships per game and the point level needed to obtain bonus ships, but more importantly, to adjust the actual level of difficulty of the game itself. This means that the operator, after the game has been on location for an extended period of time, can increase the difficulty level in order to cut down on playing time once the players begin to master the game. There are four levels of difficulty to choose



'Cosmic Avenger'

from.

The new model is available through universal distributors. Further information may be obtained by contacting Universal U.S.A., Inc., 3250 Victor St., Santa Clara, Calif. 95050.

Exidy Adds Service School In Montreal

SUNNYVALE — In spite of the air traffic controllers strike, Exidy, Inc. scheduled a field service school at Laniel Automatic in Montreal, Canada on Aug. 26, marking the factory's first such effort at Laniel. An estimated 50 to 75 operators from around Canada were expected to attend the ses-

sion, according to Laniel's Jean Robillart.

The school was being conducted by Terry Cunningham, Exidy's field service manager, whose expertise as a pilot is well known in the industry and this advanced training will serve him well under present circumstances.

Williams Expands Sales Department

CHICAGO — In the past few months the sales department staff at Williams Electronics, Inc. has expanded to handle the increased business generated by the company's entry into the video market with its highly successful debut game, "Defender."

Joseph Dillon, who joined Williams in November 1980 as director of sales, announced the appointment of Marty Glazman as sales manager earlier this year. Glazman's main responsibility is to act as a liaison between the various departments of Williams and its customers, creating a constant give-and-take line of communication between Williams and the field. In addition, he is currently updating and streamlining Williams order-taking process. As Dillon commented, "Marty is well qualified for this position, having been involved in the amusement game industry for many years with considerable past experience in both the operation and distribution segments of the business."

Glazman lives with his wife, Holly, and daughter, Beth, in Buffalo Grove, Ill.

Another recent appointee to the sales staff is Lewis Wilson, who joined Williams in July of this year as marketing manager. In this newly created position, he will be responsible for initiating new game testing programs, researching associated markets and creating video tape presentations among other projects. In his professional

background Wilson has been heavily involved in sales and marketing, having worked with Choice Vend, Inc. as sales manager and manager of Audio-Visual Services, and GAF Corporation, Inc. as district sales manager. Previously, he spent various years in the television production field at various broadcast stations throughout the country.

Wilson recently moved to Deerfield, Ill. where he resides with his wife, Charlene, and sons Brad and Sam.

In addition to the above appointments, Lesley Ross, who has been a member of Williams export department for the past two years has been promoted within Williams sales department to the position of traffic manager. Her new duties put her in charge of the domestic and foreign shipping of all products to final destination including all foreign documentation. She came to Williams in July 1979 from IC Industries where she gained experience working for five years in its international finance department.

Commenting on the appointments, Dillon stated, "With these additions to our promotions within Williams sales team, we now have a well rounded staff of competent knowledgeable professionals to serve and answer the increased needs of our customers."



Dillon

Glazman

Wilson

Ross



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AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

COIN MACHINE

CHICAGO CHATTER

AS WE GO TO PRESS the Amusement Device Manufacturers Assn. is holding a very important board of directors meeting at the Chicago Marriott O'Hare, which will be followed by a full membership meeting, presided over by association president **Joe Robbins**. At this point we don't have any further details but executive director **Paul Huebsch** indicated that any pertinent issues were on the agenda.

WORD HAS IT that Gottlieb's next scheduled pin is one fabulous piece — which is reportedly outearning video games across the country. Watch for it.

STERN'S MARKETING DIRECTOR **Tom Campbell** reports that "business is great" and in response to the firm's new "Super Cobra" video game has been "terrific." The game's a big winner, as Tom pointed out, and the "buy-in" feature, which means the player can add another coin and continue the score where he left off, has proven to be a big plus, even surpassing expectations. This feature has enhanced the game's earning power, Tom said, and while it's generating increased collections it's also allowing the player to experience all the levels of play, which is proving to be quite an inducement.

SOMETHING NEW is a coin-operated piano, where you can hear some of the most prominent virtuosos such as **Roger Williams, George Shearing, even Gershwin**, and enjoy it as if you were in a concert hall. This unique product is called the "Marantz Piano Corridor" and the firm's **Earl Matzkin** indicated that it is being tested with very encouraging results. He plans to show it to the trade at AMOA time.

THE CURRENT "Volcano" pin from Gottlieb is doing just beautifully, as we learned from marketing vice president **Marshall Caras**. It has already made a tremendous impact in Germany, France and other European markets, and is now in domestic shipment.

HANK HEISER, who heads up the Empire Dist. branch in Livonia, Mich., hosted a gala dinner party at the Metro Airport Hilton in Detroit as part of his now famous "Follies 81" extravaganza. This year's presentation paid special tribute to the manufacturers represented by the distributor who annually turn out in full force for the big event.

EASTERN FLASHES

Rowe International, Inc. has slated its 1981 annual distributors meeting for Sept. 24-25 at the Peachtree Plaza Hotel in Atlanta, Ga.

OUR BEST WISHES to **Al Kress**, president of Coin Machine Distributors, Inc. (Peekskill) on the opening of his new facility, located at 425 Fairview Park Drive in Elmsford, New York. He planned a grand opening cocktail party for Aug. 30 to show off the new digs.

WALTER KOCH, formerly director of communications at Rowe Int'l., recently departed his post after 25 years with the Rowe organization. He is now concentrating on freelancing in the areas of design, consulting, et al, relative to the music, vending and games field. We wish him well in his new endeavor. Walter may be reached at (201) 228-2163 and will also be maintaining an office in Port Orange, Fla.

HEARD FROM **Rich Botts** of Jukebox Collector in Des Moines, Iowa that Lancaster Miller has just released a magnificent color pictorial guide to collectable jukeboxes. The book should be readily available by now but if you can't find it locally, give Rick a call at (515) 265-8324 for assistance.

WESTCHESTER OPERATORS GUILD secretary **Seymour Pollak** is celebrating 52 years in coinbiz. He became an operator in 1929 and still has the original purchase conditional contracts made up at that time. **Cash Box** felicitations, Seymour — and here's to the next 2... Other recently elected officers of the Guild are **Jack Hearn**, president; **Frank DeMuro**, vice president and **Louis Tartaglia**, treasurer. Directors are: **Edward D'Amato, William Feller, Alexander F. Kress** and **Arthur Miller**.

Two New Arcade Schools Open

CHICAGO — Randy Fromm's Arcade Schools recently announced the opening of two new schools, the Dallas Arcade School located in Dallas, Tex., and the Atlantic Arcade School in Philadelphia. Both offer the same comprehensive six-day course that is presented at the original San Diego Arcade School, founded by Randy Fromm. The course, entitled "Practical Solid State Amusement Repair," stresses the easiest

methods for repairing electronic games without having to buy expensive test equipment, according to Fromm.

Dallas School

Nathan Bush, a service technician from the Dallas area, is the instructor at the Dallas school. Jim Calore is in charge at the Atlantic Arcade School. Calore is well known in the coin machine industry as publisher of Star Tech Journal.

AMOT Holds 2nd Annual Convention At Nashville Hyatt

(continued from page 41)

meetings on Saturday included Dr. Charles Ross whose talk focused on increasing profits by using return on investment and location cost analysis. Bob Nims discussed equipment buying and emphasized the importance of operators remaining loyal to their local distributors and working closely with them. Joe Major, attorney and AMOT lobbyist, reviewed the status of pending state legislation and advised AMOT members to "get to know their state representatives and senators."

Following is the slate of newly elected AMOT officers: **Bill Stone** (Stone Amusement), president; **Paul Morrison** (Coin Machine Distg.), vice president; **Charles Stutz** (Coin Machine Service Co.) treasurer; and **Gary Clark** (A & C Amusement), secretary. Directors elected were: **Billy Spencer** (Spencer Amusement), **Ray Oglesby** (Hilltop Amusement), **J. D. Hatmaker** (Atomic Amusement); **Bill Christian** (Rebel Amuse.); **Billy Truitt** (Shearer Amusement); **Garnet Mansfield** (APCO Amusement); and **Ken Elame** (Funland).

Banquet Highlights

The convention was climaxed on Saturday evening with a banquet and a drawing for a 1981 Cadillac Eldorado. **Jim Haynes** of Haynes Amusement won the car and among other prizes drawn were Atari home computers, tool boxes, cue balls, one hundred dollar gift certificates, cue sticks, a Tournament Soccer Football table and a Bally Flash Gordon pinball machine. The Saturday cocktail party was hosted by Rowe International (Nashville & Memphis) **Sanders Distributing** and **Sammons-Pennington**. **Wilson Bracy** of Rowe-Nashville was honored by the association for selling the most new AMOT memberships this year.

In addition to a big membership turnout, a number of out of state guests attended the convention, including **Bob and Jerry Nims** of New Orleans; **J.B. Reeves** of Whiteville, N.C.; **Bernie Powers** of Bally; **Tom Campbell** and **Ron Monzo** of Stern Electronics; **Dvon Griffin** and **Jimmy Capps** of Peach State; **Tom Marvin** of Amusement Supply and **Bill Hauser** of Eastern Distributing.

Atari Game Club Now Accepting Coin-Op Players

SUNNYVALE — The Atari Game Club, founded in October 1980 to keep Atari home video game players informed about the company's game activities, is now open to players of coin-operated video games throughout the world, announced **Frank Ballouz**, vice president of marketing of the company's Coin-operated Games Division. Players will be able to obtain membership applications through participating family fun centers and other locations carrying Atari video games.

"Player response to the club was so enthusiastic that we've decided to open the membership to coin-operated video game players, as well," commented **Ballouz**. "This event represents an excellent opportunity for operators to promote the use of Atari video games by encouraging membership in the club."

Operators are encouraged to offer their patrons a chance to join the Atari Game Club by ordering a free game club materials kit, which includes an easel display complete with membership application tear-off pads. The easel cards can be easily displayed, with a minimum space requirement. Interested players can tear off an application coupon and mail it with a dollar to the club address. In return, they get a wallet card, a membership certificate suitable for framing, and an expanded eight-page quarterly newsletter called *Atari Age*.

Atari Age highlights the fun and excitement of both coin-operated and home video games. Ongoing newsletter features will include a Hall of Fame for high scorers in both the coin-operated and home video games, a review of all new Atari game introductions and a special section requesting players to write in and send a photograph of their favorite game center.

Vending Machine Shipments Decrease

(continued from page 41)

other vending machine" category where the value of 1980 shipments increased to \$25,921,000 from \$20,549,000 in 1979. This segment includes such diverse vendors as postage stamp, aspirin, cigar, cosmetics, pencil and paper and newspaper machines.

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HUMOR

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Cloer Exits Word, Forms Promotion, Marketing Firm

NASHVILLE — Mike Cloer, national director of radio and record promotion for Word Records, has resigned from the company to form Ducks in a Row, Promotion and Management Consultants.

LOS ANGELES — "Nine Tonight," a new live double pocket album by platinum selling artist Bob Seger and his Silver Bullet Band highlights the Capitol release schedule for early September. The LP, which features 16 in-concert performances, was recorded last year at Cobo Hall in Detroit and the Boston Garden.

Also due from Capitol on Sept. 8 are Nielson/Pearson's "Deuce" album and Charles Veal's second effort, "Believe It!"

Cloer, who has served in a promotion capacity for Word since January 1979, has established an office in Waco, Tex. and will work with several major gospel artists. He will also handle the press and public relations chores for Texas Safari, a newly opened exotic animal drive-through park in central Texas.

Besides management and promotion, Ducks in a Row will attempt to gain national television and press exposure for its clients in secular markets. Cloer has experience in this area through his association with the Imperials, Al Green, David Meece, Dion, and others.

Ducks in a Row can be contacted at P.O. Box 5052, Waco, Tex., 76708. Phone is (817) 772-6753.

For The Record

In a recent story on Billy Thorpe Pasha Records (**Cash Box**, Aug. 29), Anderson, vice president and general manager of the Pasha label, was mistakenly referred to as Ray Stevens. **Cash Box** regrets any inconvenience caused by this mistake.

EAST COASTINGS

(continued from page 12)

THARP DOES BYRNE ON BROADWAY — The long-awaited Twyla Tharp program of material composed, recorded and produced by Talking Head David Byrne will be part of a month-long series of three programs the company will be performing at the Wintergarden Theater on Broadway starting Sept. 22. The Byrne-penned material will be alternated with the two other programs, which will have the Tharp troupe dancing to material by the likes of **Bix Belderbecke, Haydn, Thelonious Monk, Supertramp, Bruce Springsteen, Willie "The Lion" Smith, Brahms and The Beach Boys.**

DERRINGER EQUIPMENT STOLEN — Rick Derringer and his band had more than \$10,000 worth of equipment stolen after their recent show at the Lone Star when their truck was heisted while parked for a few minutes in front of Derringer's Manhattan home. Although the truck and a few road cases were found, all the band's equipment is still missing, including some extremely valuable guitars such as a 1959 Gibson Les Paul, 1961 Fender Stratocaster and a custom made pink B.C. Rich Mockingbird. A reward is being offered for any information leading to the return of the equipment. If you have any, call (212) 956-3033 or 744-3504.

CONGRATULATIONS — To Ric Aliberte of Aucoin Management and Mary Ellen Visco, ex-office manager at Spring/Posse, who were married recently. . . To **Caron and Leonard Rambeau** on the birth of son **Derak Leonard** on Aug. 24. Dad manages **Ann Murray**. . . Congratulations to **S.U.R.E. Record Pool** in the Bronx on its third anniversary. . . **dave schulps**



ROXY TOSH — EMI America/Rolling Stones artist Peter Tosh recently played six solo dance shows at the Roxy in Los Angeles. Following one of the shows, Tosh chatted with label executives. Pictured are (l-r): Don Grierson, vice president of A&R at EMI/Liberty; Herbie Miller, Tosh's manager; Bob Currie, director of talent acquisition, east coast EMI/Liberty; Tosh; Art Collins, Rolling Stones Records; and Clay Baxter, director of development, EMI/Liberty.



'LOVE BYRD' — Elektra/Asylum artist Donald Byrd and his band 125th Street N.Y.C. recently unveiled tunes from his recently released "Love Byrd" LP, which was produced by Isaac Hayes. Pictured following the performance at the Bottom Line in New York are (l-r) Bill Berger, east coast marketing/sales director; Sylvia Rhone, east coast black music promotion director; Ralph Ebler, east coast artist development director; Carol Campbell, Donald Byrd Organization; Byrd; and Mel Fuhrman, east coast general manager.

N.K. Country Music Fest Is Cancelled

NASHVILLE — Citing "the economic situation in the United Kingdom at the moment," Country Music Festivals Ltd. of Scotland has cancelled the Second International Festival of Country Music scheduled for Aug. 29-Sept. 1.

The organization, a subsidiary of Drew Taylor Holdings Ltd., held the initial festival in England last year and this year planned to hold the event in four different cities on separate dates, offering a package that included 10 international country acts, plus a best end play, *Hank Williams: The Show Never Gave*.

Said Trudy MacKenzie, a representative of Country Music Festivals, "It now appears that the country music fans are not willing to meet us half way and support our very ambitious venture. In fact, the box offices have caused us great disappointment and disillusionment. The economic climate which is affecting us and our fans has forced us to abandon these plans for the festival."

The cancellation of the event has also been attributed to pending strikes by air

traffic controllers and British rail workers, which would severely limit transportation by both artists and concert-goers.

Despite problems with the festival, Drew Taylor Organization, Ltd., another arm of the Taylor umbrella, has announced a 20-date tour of the United Kingdom that will feature Boxcar Willie, Skeeter Davis, Gerry Ford and Colorado. The tour will begin Oct. 27 in Chatham and conclude Nov. 18 at the St. Albans Civic Centre.

Philippe Records Bows

LOS ANGELES — Philippe Records, a new black contemporary-oriented label, has been formed by Robert Wardrick & Co. The company's initial releases include singles by B.B.S. Unlimited ("BB's Law") and Harmon Bethes and the Move ("Coming Back To You"). The mailing address for Philippe Records and its affiliated publishing company, One Language Music, is P.O. Box 4705, Arlington, Va. 22204. The telephone is (703) 522-2718.

ON JAZZ

successful." The difference between the staging of *Sophisticated Ladies* and the purer Ellington production, has much to do with the role of the production's collaborators. "It's always a question of the preference of the purist versus the protocol of the Broadway theater," reflected Mercer. "We had two directors, and basically they were choreographers who had their own concepts that we had to work in line with. I liked working with Alvin Alley; for every dot, a dash. He found a step to go with everything and did not change the music by the iota. But of course, it's very difficult to question success." Certainly, that same thought applies to the Ellington sound itself, and listeners expect present performances to replicate the band's signature sound. "We need musicians not to emulate," said Mercer, "but schooled in the soloists, able to give it the flavor. You've got to have someone who plays clarinet like the guys out of Memphis or New Orleans, and you've got to have a hunger man who can growl on both trumpet and trombone. Then there's that delayed feeling the band had — the drummer almost has to be deaf to what's going on around him, otherwise the band will pull him back and forth. Those are just some of the devices that gave the Ellington Orchestra its identification." With the elevated profile the show has given the band, Mercer looks forward to pushing ahead with several other projects. "Had he continued to write tunes like 'Do Nothing 'Till You Hear From Me,' he would've been far richer. But he didn't want to be a song mechanic, so he went on to do other things like 'The Perjure Suite.' Now, with the show, all things are possible. There's so much of pop's stuff that people don't know. Take 'The Liberian Suite.' Forty years ago he wrote it, performed it and recorded it, and I might say, badly. That was the end of the project. There are things like that. We have music he wrote in the last six months of his life, and there's evidence in it of where the man was going. I haven't had a chance to study it, but I know he was already doing things with atonality and not repeating a note until the other 11 were used. I have four spiral notebooks filled with these late sketches. There's also my own writing. I know the devices and I'm writing a song called 'Music Is My Mistress.' As much as he used the expression, he never did it himself." But along with the future plans, there is plenty in the present that's giving Mercer Ellington satisfaction. "After all the things my father ever gave me, his play is the thing I've been able to give back. Success on Broadway always eluded him."

OPS — Matilda Haywood Meek is the featured vocalist on a recently completed recording by drummer Max Roach, not Matilda Minx as reported in the Aug. 22 issue of Cash Box.

fred goodman

Nashville Publishers Group Get's A Briefing By K-Tel Representative

(continued from page 30)

icated that the company had already marketed one such package of black gospel artists that sold very well; but he said that product with black appeal, marketed through Imperial House, K-Tel's direct response mail order marketing firm, faced a high return rate — as high as 70%.

'Pennies From Heaven'

Issacs felt that most record companies and publishers were willing to put their product on K-Tel records at a reduced rate because they viewed it as "found money" or "pennies from Heaven." He added that presence on a K-Tel album could generate additional revenues indirectly. He noted that artists frequently want to be included in a package because the buyer often treats it like a sampler LP and may be enticed to purchase product by an artist he is introduced to through K-Tel. Additionally, he said, the television spots featuring the song can sometimes induce requests to radio stations and gain the artist more airplay.

Although K-Tel has 12 staff members in charge of developing album concepts, the company is more than willing to accept outside ideas from publishers trying to augment their income. Most album concepts that are accepted from outside sources center on one particular artist, and Issacs indicated that a phone call or letter is acceptable to introduce an idea. He mentioned, however, that to actually see the concept developed, it is helpful if the publisher represents all or most of the ar-

tist's catalog and can aid K-Tel in securing rights to the masters.

In dealing with record companies, Issacs said that K-Tel pays the artist and record company an equal share of the artist's normal percentage. Thus, if an artist normally receives 7% royalties based on the retail price of an album and there are 15 songs on the K-Tel package, the label and artist will split seven percent of 1/15 of the retail price of the album. The label is also responsible for paying the record's producer. Although most labels are willing to place their product on a K-Tel album, Issacs noted that some artists' percentages are too high to include in a package and that other artists, afraid that their inclusion on the album might actually help to expose a newer artist, refuse to lend their product to a project.

He also noted that K-Tel usually deals with previously released material and that in the rare instances in which unreleased masters were included in a set, such as with a recent Roger Williams package, the artist is responsible for the production costs.

Issacs credited the company's distribution system for the long-term success that K-Tel has enjoyed. He pointed out that K-Tel works with 40,000 accounts in a variety of outlets, including K Mart, Target and grocery stores. He also emphasized that K-Tel sells to the non-record buyer, and that most buyers are between their late teens and early '30s.

According to Issacs, overseas distribution of K-Tel product is slightly different from the U.S. system in that the albums are sold through retail record stores. He cited this difference as the reason K-Tel product may show up on foreign trade charts.

MUSEXPO To Host Legal Affairs Seminar

NEW YORK — A legal and business affairs seminar will be among the highlights at this year's MUSEXPO at the Marriott Hotel in Fort Lauderdale, Fla., Nov. 1-5. The seminar will take place Nov. 1 at 3 p.m. The topics include legal, licensing and business aspects of the record, music and video industries.

Los Angeles attorneys John Frank-enhiemer and Barry Menes will chair the panel, which includes Bernard Solomon, president of ATV music publishing of Canada; Ekke Schnabel, RCA Records vice president of business affairs; and attorneys Brian Rohan of San Francisco and Joel Katz of Atlanta. The seminar is open to MUSEXPO and VIDEXPO participants. For more information, call MUSEXPO at (212) 489-9245.

Songwriting Seminar

NEW YORK — The National Academy of Popular Music and Songwriters Hall Of Fame will present a full-day seminar on Sept. 26. Sammy Cahn, president of the Academy and Oscar Brand, curator of the Songwriters Hall Of Fame Music Museum plus two other noted songwriters will discuss techniques of writing popular music and lyrics.

Other topics will include making lead sheets, demo recording, copyright protection and how to contact publishers, producers and performers. The session will run from 9:00 a.m. to 4:00 p.m., at the Hall of Fame, One Times Square, eighth floor. Registration fee is \$75. The phone number for information is (212) 221-1252.



RCA 'EARN AND LEARN' WINNERS CHOSEN — The "2nd annual Lucky Teen Earn and Learn Bonanza" contest, sponsored by RCA Records' west coast sales office and John's Music, has produced three winners via a random drawing. Each winner will receive a cash prize of \$300 for a two week period during which he will be working with an RCA employee and learning the record business. Entries were tallied from ballot boxes placed in 28 Los Angeles area record stores. Pictured are (l-r): Emil Carl Norris, contest winner; Jo Dell Coy, black music field merchandiser; RCA Records, with whom the trio will work; Darrell Fuery, contest winner; Robert Wilson, contest winner; and Bill Graham, director, commercial sales, Western region, RCA.

CASH BOX TOP 100 ALBUMS

September 5, 1981

		Weeks On 8/28 Chart	Weeks On 8/29 Chart			Weeks On 8/29 Chart	Weeks On 8/29 Chart
1	ESCAPE JOURNEY (Columbia TC 37406)	3	5	35	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12186)	9.98	29 11
2	4 FOREIGNER (Atlantic SD 16999)	2	7	36	MECCA FOR MODERNS THE MANHATTAN TRANSFER (Atlantic SD 16036)	8.98	32 13
3	BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139)	4	4	37	STEP BY STEP EDDIE RABBITT (Elektra EE-932)	6.98	58 3
4	PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346)	1	7	38	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	8.98	39 84
5	ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	7	7	39	JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	8.98	44 5
6	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	6	39	40	ZEBOPI! SANTANA (Columbia FC 37158)	8.98	31 21
7	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	5	14	41	FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37389)	8.98	37 9
8	DON'T SAY NO BILLY SQUIER (Capitol ST 12146)	8	18	42	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	43 43
9	PIRATES RICKIE LEE JONES (Warner Bros. BSK 3432)	10	5	43	DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33232)	8.98	33 9
10	STREET SONGS RICK JAMES (Gordy/Motown GB-1002M1)	9	20	44	VOICES DARYL HALL & JOHN OATES (RCA AQL 1-3646)	9.98	47 56
11	TIME ELO (Jet/CBS FZ 37371)	17	3	45	THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	9.98	40 7
12	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	11	9	46	MODERN TIMES JEFFERSON STARSHIP (Gruhn/RCA BZL 1-3448)	8.98	38 21
13	IN THE POCKET COMMODORES (Motown M8-955M1)	13	9	47	SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	8.98	53 10
14	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	16	24	48	REFLECTOR PABLO CRUISE (A&M SP-3726)	8.98	54 7
15	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	15	10	49	JUMPIN' JIVE JOE JACKSON (A&M SP-4871)	8.98	49 6
16	MISTAKEN IDENTITY KIM CARNES (EMI-America SO-17052)	14	19	50	BACK IN BLACK AC/DC (Atlantic SD 16108)	9.98	46 54
17	HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	12	16	51	ROCKIHNROLL GREG KINN BAND (Beserkley/Elektra BZ-10069)	8.98	48 23
18	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown GB-1004M1)	19	13	52	STARS ON LONG PLAY (Radio Records/Atlantic RR 16044)	8.98	41 17
19	HEAVY METAL ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	27	5	53	FAIR WARNING VAN HALEN (Warner Bros. HS 3540)	8.98	51 15
20	EL LOCO ZZ TOP (Warner Bros. BSK 3593)	22	5	54	MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	8.98	56 23
21	PARADISE THEATER STYX (A&M SP-3719)	16	32	55	HOY-HOY! LITTLE FEAT (Warner Bros. 2BSK 3536)	15.98	73 3
22	FANCY FREE OAK RIDGE BOYS (MCA-5209)	24	14	56	BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	65 6
23	FEELS SO RIGHT ALABAMA (RCA AHL-1-3930)	23	26	57	THE DUDE QUINCY JONES (A&M SP-3721)	8.98	57 23
24	PRETENDERS II PRETENDERS (Sire SRK 3572)	38	3	58	PARTY MIX THE B-52's (Warner Bros. MINI 3596)	5.99	60 5
25	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	20	13	59	WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835)	8.98	55 30
26	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013)	25	28	60	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	50 55
27	JUICE JUICE NEWTON (Capitol ST-12136)	28	27	61	LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 3552)	8.98	77 2
28	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3578)	42	3	62	HIGH 'N' DRY DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	8.98	72 5
29	I'M IN LOVE EVELYN KING (RCA AFL 1-3892)	30	8	63	LOVERBOY (Columbia JC 36762)	8.98	59 33
30	FACE VALUE PHIL COLLINS (Atlantic SD 16029)	21	28	64	NORTH COAST MICHAEL STANLEY BAND (EMI-America SW-17056)	8.98	70 6
31	DIRTY DEEDS DONE DIRTY CHEAP AC/DC (Atlantic SD 15033)	26	21	65	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	8.98	68 8
32	KOOKOO DEBBIE HARRY (Chrysalis CHR 1347)	52	2	66	WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	8.98	46 8
33	BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS FZ 36812)	35	21	67	CARL CARLTON (20th Century-Fox/RCA T-628)	8.98	80 7
34	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	34	47	68	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	8.98	61 19
				69	SHOT OF LOVE BOB DYLAN (Columbia TC 37496)	8.98	---
				70	CHILDREN OF TOMORROW FRANKIE SMITH (WMOT/CBS FW 37291)	8.98	62 7
				71	BROTHERS OF THE ROAD THE ALLMAN BROTHERS BAND (Arista AL 9564)	8.98	84 3
				72	WINNERS THE BROTHERS JOHNSON (A&M SP-3754)	8.98	63 8
				73	EAST SIDE STORY SQUEEZE (A&M SP-4854)	8.98	87 15
				74	SHORT BACK N' SIDES IAN HUNTER (Chrysalis CHR 1326)	8.98	87 2
				75	THE COMPLETION BACKWARD PRINCIPLE TUBES (Capitol SOC-12151)	8.98	69 15
				76	FREETIME SPYRO GYRA (MCA-5239)	8.98	112 2
				77	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027)	8.98	74 15
				78	MARAUDER BLACKFOOT (Atco SD 32107)	8.98	64 8
				79	PLEASANT DREAMS RAMONES (Sire SRK 3571)	8.98	82 5
				80	BALIN MARTY BALIN (EMI-America SOO-17054)	8.98	76 15
				81	MAGIC MAN HERB ALPERT (A&M SP-3728)	8.98	100 4
				82	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-1212C)	9.58	79 38
				83	COMPUTER WORLD KRAFTWERK (Warner Bros. HS 3549)	8.98	71 14
				84	NIGHTCLUBBING GRACE JONES (Island ILPS 9624)	8.98	78 18
				85	ICEHOUSE (Chrysalis CHR 1350)	8.98	92 9
				86	KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLF 2019)	8.98	75 14
				87	MADE IN AMERICA CARPENTERS (A&M SP-3723)	8.98	68 9
				88	BLACK TIE THE MANHATTANS (Columbia FC 37158)	8.98	98 5
				89	THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482)	8.98	90 3
				90	CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	7.96	91 10
				91	DANCERSIZE CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	88 29
				92	THE FOX ELTON JOHN (Geffen GHS 2002)	8.98	93 14
				93	FOR YOUR EYES ONLY ORIGINAL SOUNDTRACK (Liberty LOO-1109)	8.98	97 9
				94	GIRLS TO CHAT & BOYS TO BOUNCE FOGHAT (Boardwalk SRK 3578)	8.98	95 8
				95	BLUE AND GRAY POCO (MCA-5227)	8.98	81 8
				96	THE RIGHT PLACE GARY WRIGHT (Warner Bros. BSK 3511)	8.98	101 10
				97	KILLERS IRON MAIDEN (Harvest/Capitol ST 12141)	8.98	88 14
				98	AEROBIC DANCING BARBARA ANN AUER (Gateway GSLP-7510)	8.98	111 7
				99	IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	8.98	85 9
				100	STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	94 17

cash box top albums/101 to 200

September 5, 1981

Table with 3 columns: Rank, Album Title/Artist, Weeks On Chart. Includes entries like 101 'RIT' by Lee Hitenour, 102 There Goes The Neighborhood by Joe Walsh, etc.

Table with 3 columns: Rank, Album Title/Artist, Weeks On Chart. Includes entries like 136 As Falls Wichita, So Falls Wichita Falls by Pat Metheny & Jyle Mays, 137 The Great Muppet Capers by Original Soundtrack, etc.

Table with 3 columns: Rank, Album Title/Artist, Weeks On Chart. Includes entries like 170 The Delfonics Return by The Delfonics, 171 Photo Flamingo by Crack The Sky, etc.

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Large alphabetical list of 200 albums and artists, including entries like ABBA, AC/DC, Aerobic Dancing, Air Supply, Alabama, Allman Brothers, Alpert, Herb, April Wine, Atlantic Starr, Ayers, Roy, Balance, Denver, John, etc.

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